



# ***SMC Small Business Contracting Opportunities***

***17 Apr 08***

***Mr. Charles Willett  
Director, Small Business  
Office (SMC/BC)***

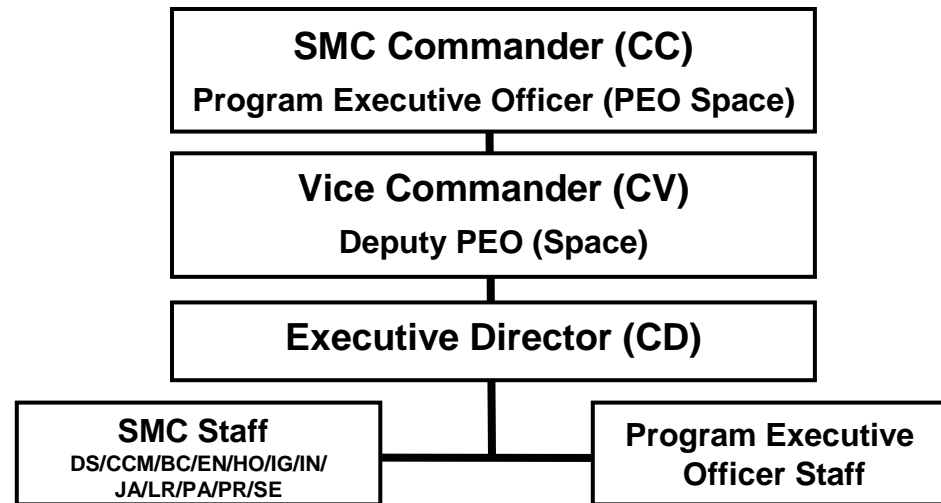


# Overview

- **The Small Business Office**
- **Fiscal Year 2007 Small Business Statistics**
- **Secretary of Air Force Endorses “Beyond Goals”**
- **Small Business Opportunities**
- **Business Opportunities Websites**
- **Summary**



# Small Business Office





# National Policy

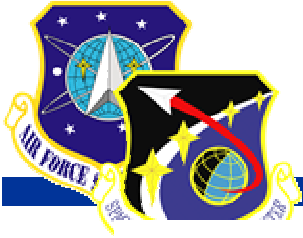


**“It is the policy of the Government to place a *fair proportion* of its acquisitions with *small business, small disadvantaged business, HUBZone small business, and women-owned and veteran-owned business concerns*. Such concerns shall also have the *maximum practicable opportunity to participate* as subcontractors in contracts awarded by any executive agency...”**



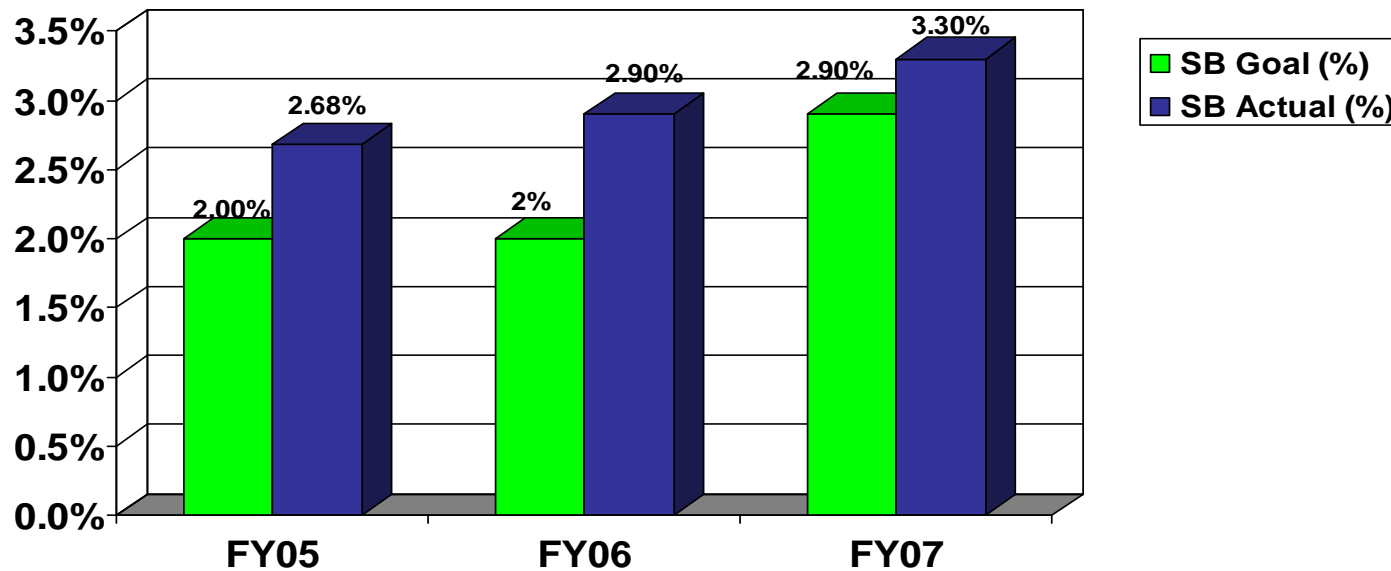
## ***Small Business Office***

- **Reviews all acquisitions over \$10,000**
- **Review prime contractors subcontract plans**
- **Involved early in the acquisition strategy development**
- **OPR for FedBizopps announcements**
- **Staffed with small business source specialist**
- **Provide small business guidance and recommendations to the commander, program offices and contracting personnel**



# Fiscal Year 2005-07 Small Business Metrics

## SB Goals vs. Actuals



(\$ in millions)	FY05	FY06	FY07
Total Base	\$4,450.9	\$5,138.4	\$5,531.8
SB	\$119.3	\$153.7	\$182.2
SB Goal (%)	2.0	2.2	2.9
SB Actual (%)	2.68	2.9	3.3

As indicated total dollar obligations vary from FY to FY based on the funding of our major systems program offices, new start-up programs and annual congressional appropriations.



# ***FY08-12 Small Business Goals***

Air Force Space Command, FY08 to FY12

	<b>FY08</b>	<b>FY09</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>	<b>DoD Goal</b>
<b>SB</b>	<b>15.02%</b>	<b>15.58%</b>	<b>16.18%</b>	<b>16.52%</b>	<b>16.72%</b>	<b>23%</b>
<b>SDB</b>	<b>4.52%</b>	<b>4.52%</b>	<b>4.54%</b>	<b>4.63%</b>	<b>4.69%</b>	<b>5%</b>
<b>WOSB</b>	<b>3.36%</b>	<b>3.71%</b>	<b>4.09%</b>	<b>4.18%</b>	<b>4.23%</b>	<b>5%</b>
<b>HUB</b>	<b>1.25%</b>	<b>1.67%</b>	<b>2.24%</b>	<b>2.28%</b>	<b>2.31%</b>	<b>3%</b>
<b>SDV</b>	<b>0.94%</b>	<b>1.68%</b>	<b>3.00%</b>	<b>3.06%</b>	<b>3.10%</b>	<b>3%</b>
<b>HBCU/MI</b>	<b>0.50%</b>	<b>0.60%</b>	<b>0.70%</b>	<b>0.80%</b>	<b>0.90%</b>	<b>NA</b>



# ***Small Business Opportunities***



# *Secretary of the Air Force Memo*

*Mar 26, 2008*

- **Grow and strengthen the Air Force Small Business Program**
- **Improve Air Force contribution to achieving DoD goal**
- **SAF/SB “Beyond Goals” campaign – full endorsement**
- **Great time to tap into innovation, agility and efficiency that small businesses possess**
- **FY08 to FY12 small business goals reflect continued growth**





# ***SMC Acquisition Support (SAS)***

- **Scope**
  - **Manpower, Personnel, Training, & Administration**
  - **Configuration/Data Management**
  - **Acquisition Planning**
  - **Contracting Support**
- **Estimated value: \$15M/year plus reserve**
- **Small Business Set-aside**
- **Method of Contracting**
  - **BPAs based upon GSA FSS contracts**
    - **Professional Engineering Services (PES) Schedule**
    - **NAICS code – 541712**
  - **Currently seven BPAs awarded**
    - **Solicitation continuously open**
  - **Contracting Officer: Maj Roberto Acosta, 310.653.2223, roberto.acosta@losangeles.af.mil**



## ***SMC Technical Support (STS)***

- **The SMC Technical Support (STS) program is part of the Space and Missile Systems Center's (SMC) centrally managed Advisory and Assistance Services (A&AS) strategy. These programs encompass virtually all Systems Engineering and Technical Assistance (SETA) activities at Los Angeles AFB, the majority of SETA contract vehicles used by SMC's Geographically Separated Units (GSUs) and requirements from selected outside organizations/agencies.**
- **Est Value: \$25M/year**
- **Full and Open/Special Small Business Provisions**



# ***SMC Technical Support (STS) cont...***

- **Method of Contracting**
  - **Blanket Purchase Agreements (BPAs) based upon GSA Federal Supply Service (FSS) Contracts**
  - **Professional Engineering Services (PES) Schedule**
  - **NAICS Code – 541712**
  - **STS Industry Day – 18 April 2008**
  - **Projected Draft RFP release Apr 2008**
  - **Solicitation continuously open**
  - **Contracting Officer: Mr. Kerment Goss,  
310.653.1215, [kerment.goss@losangeles.af.mil](mailto:kerment.goss@losangeles.af.mil)**



# *Space Test & Engineering Contract (STEC) 2009*

- **Scope**
  - **24 x 7 On-Console Flight Operations**
  - **Satellite Engineering for on-orbit and readiness missions**
  - **Support for Concept Development and Long Range Planning**
  - **Test Support (operators support ground system testing)**
  - **Training (positions include OJT and certifications, exercises, rehearsals)**



# ***Space Test & Engineering Contract (STEC) 2009***

- **Mission-Unique Software Development (includes system administration duties for STEC related software products)**
- **Configuration Management/Data Management (descoped effort)**
- **Small Business Set-aside**
- **Method of Contracting**
  - **CPFF/IDIQ**
  - **NAICS Code – 541712**
- **Projected RFP release May 2008**
- **Contracting Officer: Mr. Larry Melancon, 505.846.6878**



# ***Business Opportunities Websites***

<http://www.selltoairforce.org>

Air Force Small Business Home Page Long Range Acquisition Estimates/Air Force Procurement Opportunities

<http://www.acq.osd.mil/sadbu>

DoD Small Business Home Page

<http://www.losangeles.af.mil>

Space & Missile Systems Center (SMC) Home Page

<https://www.fbo.gov>

Federal Business Opportunities



## ***Air Force Endorsement of National Small Business Program***

**“ The Air Force will continue to promote small business participation in our acquisitions. Partnering with small businesses including Historically Underutilized Business Zones; Women-Owned Small Businesses; Service Disabled Veteran Owned Small Businesses; Small Disadvantaged Businesses; and Historically Black Colleges, Universities and Minority Institutions helps ensure we maintain a strong defense industrial base and have the widest range of products and services available to support the Joint Warfighter.”**

**General Michael Moseley, Chief of Staff, Department of the Air Force statement to the senate appropriation committee – sub-committee on defense March 29, 2006**

- **SMC fully endorses the Air Force commitment to small business**



# Small Business Office

## Top Ten Reasons To Love Small Business

10. Small businesses make up 99.7 percent of all United States employers.
9. Small businesses create more than 50 percent of the American nonfarm private gross domestic product (GDP).
8. Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.
7. The more than 24 million small businesses in the United States are located in every community and neighborhood.
6. Small businesses employ 50.1 percent of the United States's non-farm private sector workers.
5. Home-based businesses account for 53 percent of all small businesses.
4. Small businesses are 97 percent of America's exporters and produce 26 percent of all export value.
3. United States saw an estimated 580,865 new small firms with employees start-up in the last year measured.
2. There are approximately 4,115,900 minority-owned businesses and 6,492,795 women-owned businesses in the United States, and almost all of them are small businesses.
1. The latest figures show that small business creates 65 percent or more of America's net new jobs.

Source: SBA Public Affairs



## ***Upcoming Events***

**Event: SMC Small Business R&D and Space Technologies Fair**

**Date: 22 October 2008**

**Time: 0730-1600**

**Location: Los Angeles AFB/SMC – Gordon Conference Center**

- **Learn about business opportunities with SMC**
- **Learn how to obtain a Professional Engineering Schedule through GSA**
- **Discuss with the Lead System Integrators their small business subcontracting programs**
- **Learn about the MAJOR SPACE PROGRAMS and their current and future technologies**
- **Network with SMC Program Managers, Contracting Officers and The Air Force Director of Small Business**



## *Where to go for help?*

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**The Small Business Office (SMC/BC)**

**310.653.1108**