Vision: Create a culture that looks to small businesses first for innovative, agile, and affordable solutions to meet our warfighter needs.

Mission: Maximize small business opportunities within Air Force acquisitions, thereby:

(a) promoting efficiencies and innovation,
(b) fostering competition, and
(c) expanding the defense industrial base.
Strategy Alignment

National Defense Strategy:
1) Build a more lethal force
2) Strengthen alliances and attract new partners
3) Reform the Department for greater performance and affordability

Air Force’s Three Lines of Effort:
1) The Air Force We Need
2) More Lethal and Ready Force
3) Tomorrow’s Air Force, Faster and Smarter
What is the Small Business Program?
- Fosters “Innovation, Agility, Efficiency”
  - Future competition and choices for decision-makers
  - Gain knowledge to inform our requirements & decisions
- Promotes industrial base development
  - Maintain a robust industrial base consisting of large/small businesses
  - Develop future sources for government requirements
  - Adopt acquisition strategies that generate competition and innovation
- Links to future capabilities (tech-focus)
- Aligns to Air Force priorities

What the Small Business Program is not...
- A social welfare program
- A socio-economic program
- Merely goals
Role of Small Business Professional

- Reviews and formally coordinates on acquisition plans
- Provides market research support including:
  - supporting documentation
  - streamlined acquisition support strategies
  - small Business Set-Aside(s) determinations
  - full-and-open competition/other-than-full-and-open competition determinations
  - bundling and consolidation determinations, subcontracting strategies and participation requirements (including subcontracting plans)
  - sole source justifications, letters of acceptance, and life cycle sustainment plans
  - participates in de-briefings (Source Selection), reviews Requirements Approval Documents, and performs Source Approval Process Reviews as applicable
Role of Small Business Professional

- Works with acquisition/requirements community to ensure *maximum practicable opportunities* for small business participation
- Advises and assists in acquisition planning activities to identify small business sources and assists in formulating small business strategies
- Assists contracting officers where non-responsibility determinations and termination actions are being considered relative to small business contracts
- Provides advice regarding set aside
- Advises on requests for proposal for small business participation
Air Force Small Business
Data Trends and Goals

Socio-economic Categories

<table>
<thead>
<tr>
<th>Socioeconomic Category</th>
<th>FY2017</th>
<th>FY2018</th>
<th>FY2019 (As of August)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Goal %</td>
<td>Performance %</td>
<td>Goal %</td>
</tr>
<tr>
<td>Small Business (Overall)</td>
<td>16.00%</td>
<td>20.33%</td>
<td>17.50%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>6.73%</td>
<td>7.93%</td>
<td>5.00%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>2.46%</td>
<td>3.25%</td>
<td>2.60%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>3.07%</td>
<td>4.00%</td>
<td>3.50%</td>
</tr>
<tr>
<td>Historically Under-utilized Business Zones</td>
<td>1.19%</td>
<td>1.36%</td>
<td>1.20%</td>
</tr>
</tbody>
</table>

Air Force exceeded all SB goals for the second year in a row!
Air Force Small Business Prime Contracting Growth

Small Business Prime Contracting Trend Data

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY13</td>
<td>$6.6B</td>
</tr>
<tr>
<td>FY14</td>
<td>$8.3B</td>
</tr>
<tr>
<td>FY15</td>
<td>$8.4B</td>
</tr>
<tr>
<td>FY16</td>
<td>$10.1B</td>
</tr>
<tr>
<td>FY17</td>
<td>$10.8B</td>
</tr>
<tr>
<td>FY18</td>
<td>$11.7B</td>
</tr>
</tbody>
</table>

8
Marketing to the Air Force

- Identify your NAICS Code--Ex: 541512 Computer Systems Design Services
- Determine SBA Size Standard: each NAICS has a distinct standard
- Obtain a DUNS Number
  - Mandatory for registering in SAM
  - Provided by Dun & Bradstreet; free
  - Unique 9 digit ID # for each location/address & legal division
- Register with the System for Awards Management (www.SAM.gov)
  - Contracting officers, contract specialists, etc. utilize SAM to identify small business concerns for potential prime and subcontracting opportunities
- Ensure you are in the Dynamic Small Business Search (DSBS) tool
  - Records from CCR/FedReg, ORCA, and EPLS, active or expired, moved to SAM
  - Mandatory to receive DoD prime contract
  - Must renew annually or expires
Federal Business Opportunities

- For Air Force-only opportunities:
  - Set your Fed Biz Ops Alerts to ‘push’ Air Force opportunities your way based on your primary NAICS codes:
    - Start with earliest notices -- pre-solicitation notices, synopses, RFIs, Industry Events, RFPs’ (VERY IMPORTANT—START EARLY)
    - Know your capabilities -- prime &/or subcontracts opportunities (KEY DISCRIMINATOR)
    - Engage fully-- be responsive in this highly competitive market

- Go to Air Force SB Website -- learn rules of the road

“Our Air Force mission is to fly, fight, and win… in air, space and cyberspace”
Air Force Pitch Day(s)

Air Force Pitch Day was designed as a fast-track program to put companies on one-page contracts and same-day awards with the swipe of a government credit card. The opportunity afforded small businesses access to the military market as well as non-dilutive capital, which is funding that does not require a company to share its ownership.

- 3 topics for Pitch Day
- 417 proposals
- 59 companies (One company had 2 proposals)
- Awarded 51 Phase I awards valued at $3.5M during Pitch Day
- Since this inaugural Pitch Day, 12 new pitch events have been created, and are slated to take place at various locations across the U.S.
The website to find out more information on upcoming pitch days is: https://www.afsbirsttr.af.mil/AF-Pitch-Day/How-to-submit/

- Hypersonics (AFLCMC/EB & AFRL): 1st week of Nov @ NDIA Weapons Symposium in Ft Walton Beach, FL
- ISR/SOF (AFLCMC/WI): 13-14 Nov @ Dayton, OH
- Presidential Aircraft (AFLCMC/WVV): 13-14 Nov @ Dayton, OH
- Fighter Bomber (AFLCMC/WW): 13-14 Nov @ Dayton, OH
- Mobility and Training Aircraft (AFCLMC/WL): 13-14 Nov @ Dayton, OH
- Airborne Communications: 13-14 Nov @ Dayton, OH
- Space: 4-8 Nov in San Francisco, CA
- Simulators (AFLCMC/WNS): 3-5 Dec 2019 @ I/ITSEC Conference in Orlando, FL
- F-35: Fall 2019
- Rapid Sustainment: 13-14 Nov in San Francisco, CA
- Base of the Future Concepts, Technologies, and Technology Applications: TBD
Opportunities for enabling small businesses to provide innovative solutions to the Air Force

- Department of Defense releases three SBIR/STTR Broad Agency Announcements (BAA) for proposals each year
- The next SBIR (19.3) and STTR (19.C) solicitations will pre-release on 23 Aug. Pre-release is an opportunity to review the topics and be able to have direct communication with the technical points of contact. The website is: https://sbir.defensebusiness.org
- Connect on the Air Force’s SBIR/STTR website to stay up-to-date
Air Force has been a part of the DoD Mentor-Protégé Program (MPP) since 1992 having successfully completed approximately 330 MP Agreements (MPAs) since the start.

AF currently has 15 MPAs that include engineering, manufacturing, cyber security and gov’t services that are contributing to major AF PORs such as the F-35.

The AF just released on FedbizOps (FBO.gov) on Wednesday, 31 July 2019 our first BAA solicitation for FY20.

Please use solicitation number FA7014-BAA-20-5001 to quickly find.

MPP White Papers are Due by 15 Sep 2019.

AF is seeking Mentor/Protégé efforts tied to DoD and Air Force Strategic Documents that target critical capability technology gaps, strategic thrusts, and science and technology initiatives.
**FY 2018 Small Business Spending Overall**

116,806 actions → $11.7B obligated

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>NAICS</th>
<th>OBLIGATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</td>
<td>541712</td>
<td>$2,150,580,752</td>
</tr>
<tr>
<td>COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION</td>
<td>236220</td>
<td>$1,071,948,304</td>
</tr>
<tr>
<td>ENGINEERING SERVICES</td>
<td>541330</td>
<td>$1,062,849,027</td>
</tr>
<tr>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANO AND BIOTECHNOLOGY)</td>
<td>541715</td>
<td>$622,140,179</td>
</tr>
<tr>
<td>FACILITIES SUPPORT SERVICES</td>
<td>561210</td>
<td>$548,015,137</td>
</tr>
<tr>
<td>TELEPHONE APPARATUS MANUFACTURING</td>
<td>334210</td>
<td>$471,266,405</td>
</tr>
<tr>
<td>WIRED TELECOMMUNICATIONS CARRIERS</td>
<td>517110</td>
<td>$446,922,900</td>
</tr>
<tr>
<td>OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING</td>
<td>336413</td>
<td>$380,383,723</td>
</tr>
<tr>
<td>CUSTOM COMPUTER PROGRAMMING SERVICES</td>
<td>541511</td>
<td>$300,804,076</td>
</tr>
<tr>
<td>COMPUTER SYSTEMS DESIGN SERVICES</td>
<td>541512</td>
<td>$295,039,725</td>
</tr>
</tbody>
</table>

*Graph Source: FPDS-NG Ad-Hoc Report 12 April 2019 Based on total procurement obligations at place(s) of performance for small business, excluding Foreign Funds, Ability One, UNICOR (Federal Prison Industries), Contingency Operations.*
## FY 2018 Small Business Spending Overall

**TOP 10 PRODUCT SERVICE CODES (PSC) [TOTAL Spending FY18]**

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>PSC</th>
<th>OBLIGATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL</td>
<td>R425</td>
<td>$1,318,384,497</td>
</tr>
<tr>
<td>SUPPORT- PROFESSIONAL: OTHER</td>
<td>R499</td>
<td>$522,229,779</td>
</tr>
<tr>
<td>REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS</td>
<td>Z2JZ</td>
<td>$466,921,626</td>
</tr>
<tr>
<td>SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT</td>
<td>R408</td>
<td>$421,555,517</td>
</tr>
<tr>
<td>R&amp;D- DEFENSE OTHER: OTHER (ADVANCED DEVELOPMENT)</td>
<td>AD93</td>
<td>$307,188,414</td>
</tr>
<tr>
<td>INFORMATION TECHNOLOGY SUPPLIES</td>
<td>7045</td>
<td>$305,582,401</td>
</tr>
<tr>
<td>SUPPORT- MANAGEMENT: CONTRACT/PROCUREMENT/ACQUISITION SUPPORT</td>
<td>R707</td>
<td>$290,176,036</td>
</tr>
<tr>
<td>INFORMATION TECHNOLOGY SOFTWARE</td>
<td>7030</td>
<td>$239,164,163</td>
</tr>
<tr>
<td>R&amp;D- DEFENSE OTHER: OTHER (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)</td>
<td>AD92</td>
<td>$222,762,076</td>
</tr>
<tr>
<td>IT AND TELECOM- TELECOMMUNICATIONS NETWORK MANAGEMENT</td>
<td>D316</td>
<td>$213,730,884</td>
</tr>
</tbody>
</table>

Graph Source: FPDS-NG Ad-Hoc Report 12 Apr 2019
Based on total procurement obligations at place(s) of performance for small business, excluding Foreign Funds, Ability One, UNICOR (Federal Prison Industries), Contingency Operations.
What to Tell Industry

- Do your homework
  - Know your customers’ needs and requirements
  - Get acquainted with non-traditional venues to develop innovative products and services

- Respond to Requests for Information / Sources Sought (RFIs/SS)

- Differentiate from competitors
  - Know what you are good at: What’s your niche?

- Pursue both prime and subcontracting opportunities
What to Tell Industry

- **Cost-Schedule-Performance**
  - Deliver affordable solutions
  - Deliver on time
  - Lower performance risk

- **Use your Procurement Technical Assistance Center (PTAC), Small Business Development Center (SBDC), Partnership Intermediaries (PIs)**

- **Reach out to one of the 158 Small Business professionals across the Air Force**

- **Network! Network! Network!**
Use Available Resources

<table>
<thead>
<tr>
<th>Small Business Administration</th>
<th>SB Development Centers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong><a href="http://www.sba.gov">www.sba.gov</a></strong></td>
<td><strong><a href="http://www.sba.gov/tools/local-assistance/sbdc">www.sba.gov/tools/local-assistance/sbdc</a></strong></td>
</tr>
<tr>
<td>- Counseling – in person, email</td>
<td>- Counseling – in person, email</td>
</tr>
<tr>
<td>- Small business certifications</td>
<td>- Small business certifications</td>
</tr>
<tr>
<td>- Financial Assistance</td>
<td>- Financial Assistance</td>
</tr>
<tr>
<td>- Training (online, classroom, free or low cost)</td>
<td>- Training (online, classroom, free or low cost)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Veterans Business Outreach Centers</th>
<th>Procurement Technical Assistance Center (PTAC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Counseling – in person, email</td>
<td>- Counseling – in person, email</td>
</tr>
<tr>
<td>- Small business certifications</td>
<td>- Registration assistance</td>
</tr>
<tr>
<td>- Financial Assistance</td>
<td>- Bid-matching</td>
</tr>
<tr>
<td>- Training (online, classroom, free or low cost)</td>
<td>- Training (online, classroom, free/cost)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Service Corps of Retired Execs (SCORE)</th>
<th>Small Business Program Offices</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong><a href="http://www.sba.gov/tools/local-assistance/vboc">http://www.sba.gov/tools/local-assistance/vboc</a></strong></td>
<td>Located at every AF buying activity</td>
</tr>
<tr>
<td>- Counseling – in person, email, field visit</td>
<td>- Visit <a href="http://www.airforcesmallbiz.org">http://www.airforcesmallbiz.org</a></td>
</tr>
<tr>
<td>- Training (classroom, free or low cost)</td>
<td></td>
</tr>
</tbody>
</table>
Stay Connected with SAF/SB

Website: www.airforcesmallbiz.af.mil
Email: usaf.pentagon.saf-sb.mbx.air-force-small-biz@mail.mil
(Customer Service)
Air Force SBIR/STTR website: www.afsbirsttr.af.mil
Space Enterprise Consortium:
https://www.space-enterprise-consortium.org/

Social Media
Facebook: http://www.facebook.com/airforcesmallbiz
Twitter: http://www.twitter.com/AFSmallBiz
LinkedIn: http://www.linkedin.com/company/airforcesmallbiz
Questions?
BACK UP
FY21 Legislative Proposals

1. Ground Based Strategic Deterrent (SAF/AQ and AFMC)
2. Authorization to Transform the Workforce for Enterprise Information Technology as a Service (SAF/CN)
3. Nevada Test and Training Range Public Land Withdrawal (SAF/IE)
4. Commercial Space Launch Cooperation (Resubmission) (AFSPC)
5. Federally Funded Research and Development Center RDT&E Modernization (AFMC)
6. Update Privacy Act to Incorporate Current Data Standards (AF/CO)
7. Facility Repair by Replacement (AF/A4)
8. Expand Eligibility for Attendance at DoDEA Schools in CONUS (SAF/MR)
9. Authority of the Secretary of the Air Force to Accept Lessee Improvements at Government Owned/Contractor Operated Industrial Plants and Facilities (SAF/AQ)
10. Air Reserve Component Separation History and Physical Exam Relief (AF/SG and AF/RE)
11. Realigning Authority to Reimburse Members for Spouse Relicensing Costs Pursuant to a Permanent Change of Station (SAF/MR)
12. Aerial Trespass of Military, Naval, or Coast Guard Property by Unmanned Aircraft Systems (ACC and AFGSC)
FY21 Legislative Proposals

13. Bid Protest Threshold (AF/JA)
14. Air Force Reserve Active Guard Reserve (AGR) Grade Relief (AF/RE)
15. Expand Use of Broad Agency Announcement for Multiple Budget Activities (AFMC and AFSPC)
16. Air Sovereignty Operations (SAF/IA and PACAF)
17. Premier College Intern Program Incentives (AF/A1)
18. Expand Probationary Period to Two Years for Preference Employees in the Excepted Service (AF/A1)
19. Transfer of Aircraft within Air Force Inventory (AF/A4 and ACC)
20. Increase ARC General Bonus Authorization for Officers (AFRC)
21. Copyright Protection for Civilian Faculty of Accredited Institutions (SAF/GC and USAFA)
22. Reinstatement of Cyberspace-Related Constructive Service Credit Authorities (AF/A2/6)
23. DoD Mentor-Protégé Program Reauthorization (SAF/SB)
24. Appointment of Retired Members of the Armed Forces to Positions in DoD (AF/A1)
25. Student Loan Repayment Program Tax Exemption (AF/A1)
26. Term of Enlistment for Military Service Academy Preparatory School Attendance (SAF/GC and USAFA)
27. Expand and Make Permanent the Partial Dislocation Allowance for Members (AFGSC)
28. Military Museum Contributor Recognition (AF/HO)
29. Aircraft Rollout Ceremonies (SAF/GC)
30. USAFA Director of Admissions Retirement in Honorary Higher Grade (USAFA)
31. Use of Space Procurement Air Force Appropriation to Pay Satellite On-Orbit Incentives (AFSPC)
32. Support of Military Service Academy Foundations (Resubmission) (SAF/GC and USAFA)