DOING BUSINESS WITH AFLCMC

Mr. Luke Schultz, Director
Office of Small Business
Air Force Life Cycle Management Center
Wright-Patterson AFB OH
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Who We Are

AFLCMC...Providing the Warfighter’s Edge!

- Air Force Life Cycle Management Center (AFLCMC) located at Wright-Patterson AFB, Ohio (near Dayton)
- One of six centers under Air Force Materiel Command
- AFLCMC manages Air Force weapon systems from inception to retirement – “cradle to grave”
- AFLCMC Program Executive Offices (PEOs) Operating at WPAFB
  - Agile Combat Support
  - Business Enterprise Systems
  - Fighters and Advanced Aircraft
  - Bombers
  - ISR/SOF
  - Mobility & Training Aircraft
  - Propulsion
  - Presidential and Executive Airlift
  - Rapid Sustainment Office
- Operational Contracting – incl Construction
PEOs at WPAFB

- PEOs aka “program offices” or “directorates”
- 9 PEO Program/Buying Offices at WPAFB
- 7 PEOs Headquartered at WPAFB

- Agile Combat Support (ACS)
  - AFLCMC/WN office symbol
  - HQ at WPAFB; Other program offices located at Robins AFB, GA & Heath, OH
PEOs at WPAFB (cont.)

• Business Enterprise Systems (BES)
  • AFLCMC/HI office symbol
  • Acquires & Sustains Enterprise Information Technology (IT)
  • HQ at Maxwell AFB - Gunter Annex in Alabama
  • Buying/Program Mgt Offices at WPAFB

• Fighters and Advanced Aircraft
  • AFLCMC/WA office symbol
  • Acquires & Sustains Fighter and Advanced Aircraft systems
  • Includes Attack Systems, Advanced Aircraft, A-10, F-35, F-16, F-15, F-22A
  • HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK; Crystal City, VA
PEOs at WPAFB (cont.)

• Bombers
  • AFLCMC/WB office symbol
  • Acquires & Sustains Bomber systems
  • Includes B-1, B-2, B-52, Strike Systems
  • HQ at WPAFB; Other program offices at Tinker AFB, OK

• Intelligence, Surveillance, Reconnaissance & Special Operations Forces (ISR/SOF)
  • AFLCMC/WI office symbol
  • Acquires & Sustains ISR/SOF Solutions
  • HQ at WPAFB; other program offices at Robins AFB, GA
PEOs at WPAFB (cont.)

• Mobility & Training Aircraft
  • AFLCMC/WL office symbol
  • Acquires & Sustains Mobility & Training Aircraft
  • Includes C-130, C-17, C-5, JPATS Trainer, KC-46 and Legacy Tanker
  • HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK

• Presidential and Executive Airlift
  • AFLCMC/WV office symbol
  • Acquires and sustains presidential, executive, and special mission aircraft
  • Includes VC-25A & VC-25B, C-12, C-21, C-32, C-37, C-40, and E-4B
  • HQ at WPAFB; Other program office at Tinker AFB, OK
PEOs at WPAFB (cont.)

• Rapid Sustainment Office
  • AFLCMC/RO office symbol
  • HQ at WPAFB
  • Increase mission readiness by rapidly identifying, applying and scaling technology essential to the operation and sustainment of the USAF
  • 4 Focus Areas: Agile Manufacturing, Artificial Intelligence, Automation + Robotics, and Augmented + Virtual

• Propulsion
  • AFLCMC/LP office symbol
  • HQ at Tinker AFB, OK
  • Provides contract support for Engine Component Improvement Program and adaptive engine technology for the next generation propulsion system for multiple combat aircraft applications.
PEOs at Other Locations

- PEOs Headquartered Elsewhere:
  - Armament (Eglin AFB, FL)
    - AFLCMC/EB office symbol
  - Command, Control, Communications, Intelligence, & Networks (C3I&N) (Hanscom AFB, MA)
    - AFLCMC/HN office symbol
  - Battle Management – Digital (Hanscom AFB, MA)
    - AFLCMC/HB office symbol
AFLCMC/SB Influence

- AFLCMC is ~71% of AFMCs total spend
- AFMC is ~74% of USAF total spend
- FY20 AFLCMC spent 44% of AFMC’s SB dollars ($3.6B)
Air Force Life Cycle Management Center: Global vs. Ohio Obligations (FY20)

$33.4B
AFLCMC Total Obligations

$1.9B
AFLCMC Contract Dollars for Performance in Ohio

$646M
State of Ohio – Small Business AFLCMC
What Our Office Does

AFLCMC…Providing the Warfighter’s Edge!

• Core purpose of AFLCMC SB Office: Support the Warfighter
  • Encourage program offices to seek & consider small businesses
• Counsel Contractors
  • Advise on AFLCMC needs
  • Coordinate inquiries and guidance requests
• Promote effective In-Reach & Outreach Programs
• Advocate for the mission while promoting small business alternatives
Doing Business with AFLCMC

- Register your business:
  - Obtain a DUNS Number
    - Free of charge for Government Contracting and Grants
  - System for Award Management (SAM)
    - Consolidated system for federal procurement
    - No cost to companies, https://www.sam.gov
- Search for contracting opportunities:
    - Officially replaced FBO
• Know the rules of Federal Government contracting
  • Keep abreast of changes in laws and regulations
• Submit well-prepared quotes or proposals
• Pointers to Small Businesses:
  • Respond to Sources Sought Synopses
  • Consider teaming in order to strengthen capabilities
  • Consider subcontracting opportunities-perform well
How You Can Help Yourselves

Why SBs should respond to sources sought, RFIs and/or draft RFPs:

- If the rule of two is met, the Contracting Officer (CO) may set aside that contract for restricted competition.
- Better market intelligence can allow the CO to make an informed decision regarding:
  - Whether subcontracting opportunities exist
  - What SB goals are reasonable/attainable for the prime
- Formulating a response early on allows more opportunity to communicate with the CO.
How You Can Help Yourselves (cont.)

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• The AF is looking for ways to break out larger contracts
  • Allows SBs to compete/prime on part of requirements
  • Must be capable of performing at a fair and reasonable price

• What SB can do to communicate this might be feasible:
  • Respond to sources sought, RFIs and draft RFPs
    • Be sure the information from SAM is accurate and complete
  • Attend Industry Days
    • Even if your capability isn’t broken out, you may meet a prime willing to include you on their proposal for the overall effort
## Opportunities

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<table>
<thead>
<tr>
<th>Agile Manufacturing</th>
<th>Condition Base Maintenance +</th>
<th>Artificial Intelligence/ Machine Learning</th>
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</thead>
<tbody>
<tr>
<td>Automation</td>
<td>Augmented/Virtual Reality</td>
<td>Digital Environment</td>
</tr>
<tr>
<td>Training Systems Acq. IV</td>
<td>NASIC (COMET &amp; NOVASTAR)</td>
<td>Try Decide Buy</td>
</tr>
<tr>
<td>Services (EPASS)</td>
<td>Prime Agility</td>
<td>BES Smart Guide</td>
</tr>
<tr>
<td>Innovative Technologies</td>
<td>SBEAS Contract</td>
<td>Operational</td>
</tr>
</tbody>
</table>
## Vendor: Other Than Small Business

<table>
<thead>
<tr>
<th>Lockheed Martin</th>
<th>Boeing</th>
<th>Raytheon</th>
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</thead>
<tbody>
<tr>
<td>Northrop Grumman</td>
<td>L-3 Communications</td>
<td>United Technologies</td>
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<tr>
<td>General Electric</td>
<td>MIT</td>
<td>General Atomics</td>
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<tr>
<td>Sierra Nevada</td>
<td>Sikorsky Aircraft</td>
<td>MITRE</td>
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<tr>
<td>Sallyport Global</td>
<td>BAE Systems</td>
<td>Gulfstream Aerospace</td>
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<tr>
<td>Rolls-Royce</td>
<td>JPATS Logistics</td>
<td>Leidos</td>
</tr>
<tr>
<td>Rockwell Collins</td>
<td>Carnegie Mellon</td>
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</table>
## Vendor: Small Business

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<thead>
<tr>
<th>Applied Research Solutions</th>
<th>Dynetics</th>
<th>Oasis Systems</th>
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<tbody>
<tr>
<td>Odyssey Systems</td>
<td>Mythics</td>
<td>ApiJect Systems</td>
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<tr>
<td>Credence Management Solutions</td>
<td>COLSA</td>
<td>Altamira Technologies</td>
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<tr>
<td>Diversified Technical Services</td>
<td>CymSTAR</td>
<td>Aero Simulation</td>
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<tr>
<td>Hardwood Products</td>
<td>Summit Technologies</td>
<td>American Systems</td>
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<td>SMS Data Products</td>
<td>SEAKR Engineering</td>
<td>David Clark Company</td>
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<td>Nova Technologies</td>
<td>Radiance Technologies</td>
<td>IAI</td>
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<tr>
<td>Diversified Technical Services</td>
<td>Boneal</td>
<td>Telos</td>
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<tr>
<td>Global Ground Support</td>
<td>Cogitan</td>
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More Upcoming Events

- **Ohio Business Matchmaker 2021**
  - Sponsored by SBA & OHIO PTAC
  - Stay tuned!

- **AFLCMC Life Cycle Industry Days (LCID)**
  - 3-5 August 2021
  - LCID Website: https://www.aflcmc.af.mil/LCID/

Watch for These!
AFLCMC/SB—How to Reach Us

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• 2 Websites to better serve you
  – Direct links to Capability Database, and Calendar

Official WPAFB SBO Website
https://www.aflcmc.af.mil/SBO

SB Hub Website
https://afrlsbbhub.com/aflcmcsbo/
Contact Information

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