



U.S. AIR FORCE



*AFLCMC...Providing the Warfighter's Edge!*



# 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**



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# PEOs at WPAFB



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- **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**
  - **Diverse Portfolio: Automatic Test Systems, Portfolio Analysis, FMS, Air Force Metrology & Calibration, Simulators, Human Systems, Electronic Warfare and Avionics, Support Equipment and Vehicles**



# PEOs at WPAFB (cont.)



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- **Business Enterprise Systems (BES)**
  - AFLCMC/BI 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.)



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- **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.)



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- **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.)



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- **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.



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# PEOs at Other Locations



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- **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**



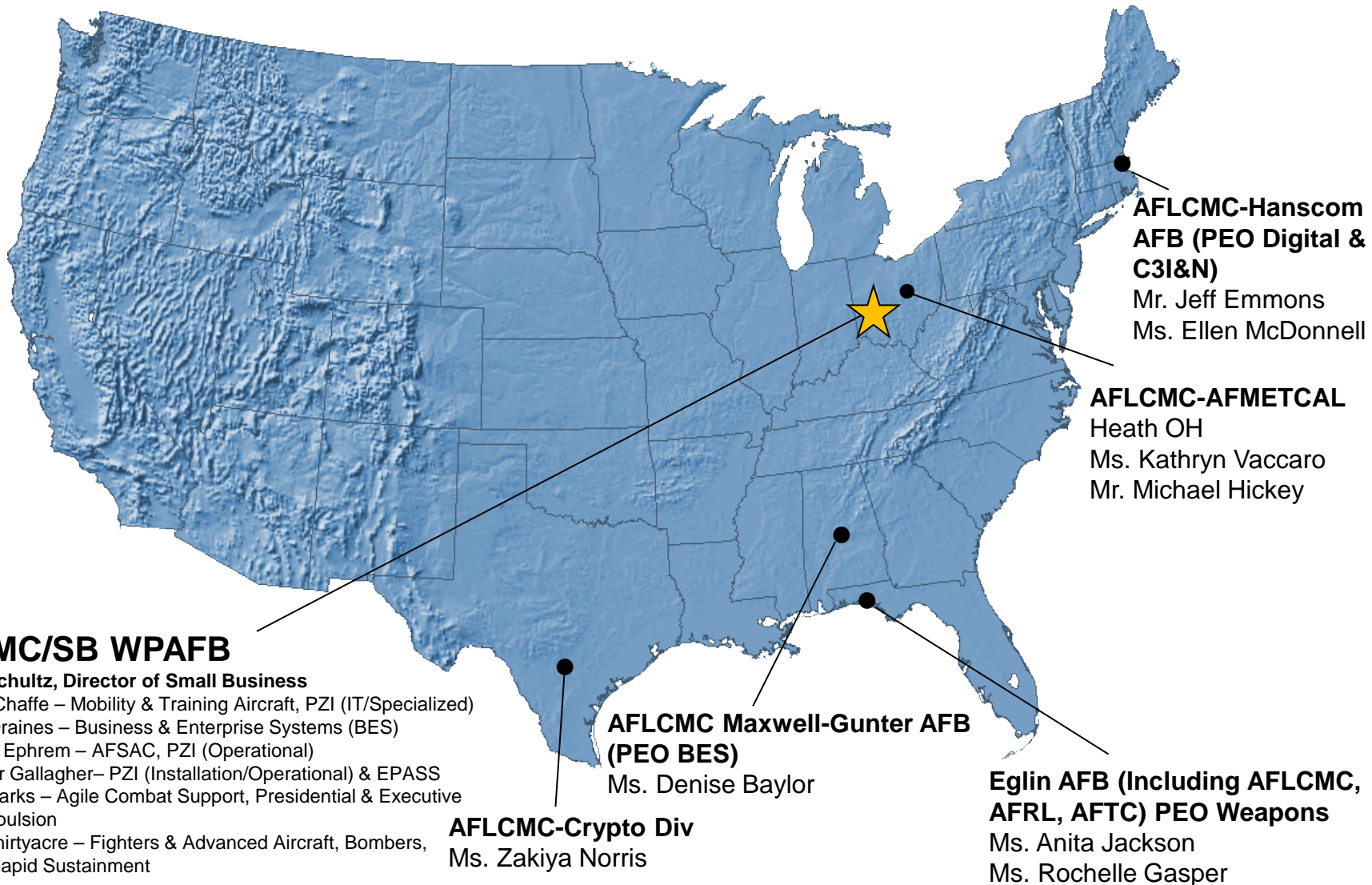


# AFLCMC Small Business Offices



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# AFLCMC/SB Influence

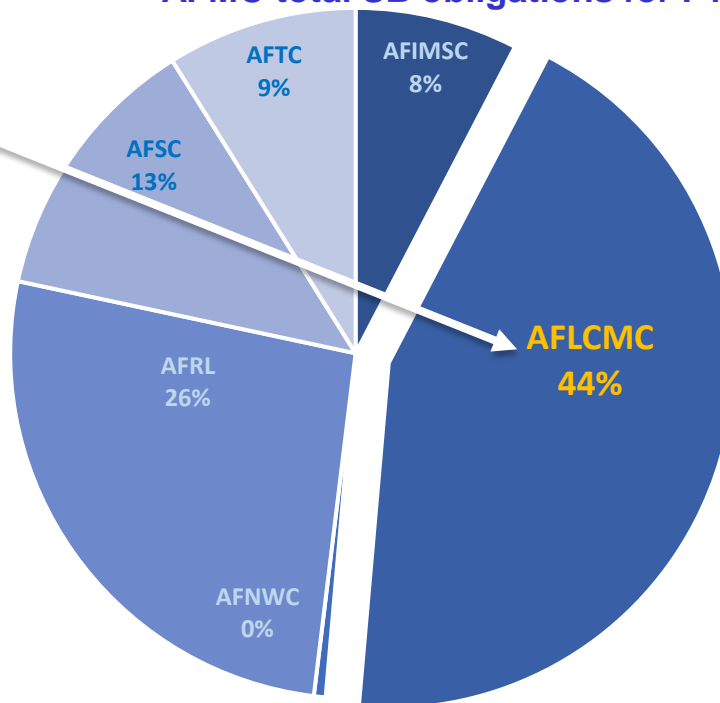


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- AFLCMC is ~71% of AFMCs total spend
- AFMC is ~74% of USAF total spend
- FY20 AFLCMC spent 44% of AFMC's SB dollars (**\$3.6B**)

MAJCOM Spend  
AFMC total SB obligations for FY20, \$8.3B



■ AFIMSC ■ AFLCMC ■ AFNWC ■ AFRL ■ AFSC ■ AFTC



# Economic Impact



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## 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



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PUTTING  
INNOVATION, EFFICIENCY & AGILITY  
TO WORK IN SUPPORT OF THE AIR FORCE MISSION

- **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



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- **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:**
  - Beta.sam.gov, <https://beta.sam.gov/>
    - Officially replaced FBO



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# Doing Business with AFLCMC



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- **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 Yourself



## 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 Yourself (cont.)



- 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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<b>Agile Manufacturing</b>	<b>Condition Base Maintenance +</b>	<b>Artificial Intelligence/ Machine Learning</b>
<b>Automation</b>	<b>Augmented/Virtual Reality</b>	<b>Digital Environment</b>
<b>Training Systems Acq. IV</b>	<b>NASIC (COMET &amp; NOVASTAR)</b>	<b>Try Decide Buy</b>
<b>Services (EPASS)</b>	<b>Prime Agility</b>	<b>BES Smart Guide</b>
<b>Innovative Technologies</b>	<b>SBEAS Contract</b>	<b>Operational</b>



# Vendor: Other Than Small Business



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<b>Lockheed Martin</b>	<b>Boeing</b>	<b>Raytheon</b>
<b>Northrop Grumman</b>	<b>L-3 Communications</b>	<b>United Technologies</b>
<b>General Electric</b>	<b>MIT</b>	<b>General Atomics</b>
<b>Sierra Nevada</b>	<b>Sikorsky Aircraft</b>	<b>MITRE</b>
<b>Sallyport Global</b>	<b>BAE Systems</b>	<b>Gulfstream Aerospace</b>
<b>Rolls-Royce</b>	<b>JPATS Logistics</b>	<b>Leidos</b>
<b>Rockwell Collins</b>	<b>Carnegie Mellon</b>	



# Vendor: Small Business



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



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# More Upcoming Events



*AFLCMC...Providing the Warfighter's Edge!*

- **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/>



# AFLCMC/SB—How to Reach Us



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*AFLCMC...Providing the Warfighter's Edge!*

- **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://afrlsbhub.com/aflcmcsbo/>



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# Contact Information



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