



Meet & Greet with Mountain Home AFB



Contracting Director of Business Operations/Deputy

- Small Business Specialist - Ensure that a fair proportion of contracts is placed with small businesses – track goals
- Competition and Commercial Advocate for the Wing – Brief FW/CC quarterly– goal is best value
- Committee Review Chairperson – overview of \$150K+
- Contracting Officer – Unlimited Warrant



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Small Business Goals/ Achievement

	AF Goal	ACC Goal	366th FW Goal	366 FW Achieved
Small Business (SB)	15.00%	57.69%	83.00%	95.26%
Small Disadvantaged Business	5.00%	35.26%	50.00%	62.70%
Woman-Owned Small Business	5.00%	12.51%	25.00%	55.77%
HUBZone Small Business	3.00%	11.51%	3.00%	1.73%
Service Disabled Veteran-Owned Small Business (SDVOSB)	3.00%	8.30%	6.50%	24.18%



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Small Business: Why/When We Have To Do It

Small Business Act of 1953, as amended

- Federal Acquisition Regulation (FAR), AFPD 90-18, AFI 64-201

Purpose

- "...Government to provide maximum practicable opportunities in its acquisitions to small business..."

Set-Asides

- At or below \$150K: Shall be set aside for small businesses
- Above \$150K: Rule of Two
- Reviews all projected acquisitions over \$10,000 for small business program participation



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Key Drivers of Competition: Why We Have To Do It

It's the law!

- Other than full and open competition is the exception

High visibility continues

- President Memo on Government Contracting
- Congress - Ongoing Legislation through National Defense Authorization Acts (NDAAs)
- Office of Management and Budget, and other Audit Agencies



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Benefits of Competition: Why We Want To Do It

- Drives cost savings
- Improves quality of product/service
- Promotes fairness/openness leading to public trust
- Helps prevent waste, fraud, and abuse
- Healthy competition is the lifeblood of commerce



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TIPS for Doing Business with MHAFB

Effective...Disciplined...Balanced



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Who Buys What Where

- Learn who buys the product or service you sell
- It's possible we buy it either from one of our current/existing contracts or through GSA schedules
 - Canvas FBO
 - If it is done by SourceAmerica - these are required sources so they would not be available to the public
 - If it is a service, likely on a 5 year contract; Long Range Acquisition Estimate (LRAE)



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Update SAM

- **Update Your SB Information on SAM**
- Make sure the information is accurate and detailed
- E-mail address listed
- Keywords of any special knowledge or equipment
- Past performance information of Federal, State, local government contracts and prime contractor subcontracts



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How We Communicate With You

- Pre-solicitation Notice, Synopsis, or Sources Sought on www.fbo.gov
- Let the CO know you are interested - respond
- Info for the CO posted on FBO:
 - Ability to supply the product/service advertised
 - Your intention to bid



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Who Needs to Know

- The unit Small Business Specialist,
<http://www.airforcesmallbiz.org>
- SBA Procurement Center Representative if assigned to the office advertising the requirement,
<http://www.sba.gov/GC/pcr.html>
- Minority Enterprise Development Specialist at your local SBA office



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www.AirForceSmallBiz.org SB Specialist Locator & LRAE



Small Business Specialist Locator



Long Range Acquisition Estimate

Small Business Specialist Locator

Long Range Acquisition Estimate (LRAE)

