



# 2017 Mountain Home AFB Vendor Day



## Doing Business with Mountain Home AFB



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16 March 2017



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Where to Find More Info  
<http://www.mountainhome.af.mil/>



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## What Our Spending Looks Like





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## FPDS Next Generation – or Who Bought What?

**Federal Procurement Data System - Next Generation**

Site Search ...

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Calendar » Help

**NOTICE:** FPDS-NG V1.3 will be deprecated on December 31, 2016.

**Login**

Log-In:   
Password:   
**Login**

» Forgot Your Password?  
» Security and Privacy  
» Contact Help Desk

**Registration**

» Register  
» Who Should Register?

**FAQ's**

» FPDS-NG

**ezSearch**

Google-like search to help you find federal contracts...  
ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Recovery | FY 2009 | FY 2010 | FY 2011

**Top 5 States (Place of Performance) by Dollars Obligated For the year 2010**

State	Dollars Obligated
California	\$56,883.53M
Texas	\$54,977.5M
Florida	\$37,918.16M
Illinois	\$25,314.13M
New York	\$19,997.59M

**Top Requests**

- » Recovery Report
- » Hurricane Earl Report
- » Gulf Oil Spill Report
- » Haiti Earthquake Report
- » American Samoa Report
- » Hurricane Katrina Report
- » Hurricane Rita Report
- » Other Hurricane/Disaster Relief

**Upcoming Events**

- Mon Nov 01 @06:00PM - 09:00PM  
V1.4 SP 7.0 Beta Deployment
- Tue Nov 02 @09:00AM - 04:00PM  
V1.4 SP 7.0 BETA/FQT
- Fri Nov 12 @06:00PM - 09:00PM  
V1.4 SP 7.0 Production Deployment
- Thu Nov 18 @09:00AM - 05:00PM  
FPDS-NG Reports Training

View Full Calendar  
Subscribe to RSS Feed

Learn what we buy based on the NAICS <https://www.fpds.gov>



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## Fed Biz Opps

The screenshot displays the FedBizOpps.gov website. At the top, there is a navigation menu with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with the text "Search more than 30,000\* active federal opportunities." Below this are several filters: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any). There are also input fields for Keyword / Solicitation # and Agency. A "Search" button is located below the filters. To the right of the search area, there is a "RECOVERY" section with buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below this is a section for "FBO RECOVERY REPORTS" with links for "Click here for Opportunities" and "Click here for Awards". Further down is a "USER GUIDES" section with links for "Buyer", "Vendor", "Engineer", and "Location / Agency Admin". At the bottom right, there is a "DEMONSTRATION VIDEOS" section with a "Watch the Videos" link. On the left side of the main content area, there are two sections: "Buyers / Engineers" and "Vendors / Citizens". Each section has a "Login" button and a list of links: "View Opportunities", "Register Now", "Password Reminder", and "Recovery FAQs".



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## Other Opportunities

- AAFES – contact the Base Exchange office at (208) 832-4353
  - <http://www.aafes.com/about-exchange/doing-business/>
- NAF – contact NAF at (208) 828-6059
- Defense Commissary Agency -
  - [http://www.commissaries.com/business/small\\_business.cfm](http://www.commissaries.com/business/small_business.cfm)
- Belfour Beatty - privatized housing
  - contact the Balfour Beatty Communities office at (208) 832-9909



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## Other Opportunities

- Air Force Installation Contracting Agency – AFICA
  - <http://www.wpafb.af.mil/library/factsheets/factsheet.asp?id=21206>
- US Army Corps of Engineers -
  - <http://www.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>
- Defense Innovation Marketplace
  - <http://www.defenseinnovationmarketplace.mil/af.html>



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## Steps to Success

- **Do Your Homework – Know What the Customer Buys**
  - Use Small Business Office Websites
  - Attend trade fairs
  - Attend matchmaking events
  - Discuss Capabilities and Obtain POCs
  
- **Meet your Customer – It's a Lot About Relationships!**
  - Convince them of your capability .... And then let them know how they can access you

**NETWORK! NETWORK! NETWORK!**



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## Steps to Success

- **Respond to Sources Sought Synopsis**
  - Usually the basis for small business set aside decisions
  - Chance to get your name out to the customer
  - Sources sought frequently used at MHAFB
  - If construction company, include bonding limit in your response
  
- Give us what we ask for- clear/concise proposals



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## Steps to Success

- Explore Subcontracting Opportunities
  - Do not neglect the very large secondary subcontracting market
  - Subcontracting Opportunities with DoD Prime Contractors publication
    - Subcontracting Network: SUB-Net
    - <http://web.sba.gov/subnet>
      - (Prime contractors use SUB-Net to post subcontracting opportunities)
    - SBA's Subcontracting Opportunities Directory
      - <https://www.sba.gov/contracting/finding-government-customers/subcontracting/subcontracting-opportunities-directory>
- Guidance: DOD Office of Small Business Programs, "Guidebook for Facilitating Small Business Team Arrangements," Sep 2007
  - [http://www.acq.osd.mil/osbp/docs/dod\\_OSBP\\_Guidebook\\_for\\_Facilitating\\_Small\\_Business\\_Team\\_Arrangements.pdf](http://www.acq.osd.mil/osbp/docs/dod_OSBP_Guidebook_for_Facilitating_Small_Business_Team_Arrangements.pdf)



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## Why Small Business

- **Importance of Small Business**
  - **U.S. small businesses are the engines of economic growth and job creation**
    - Create seven of every ten new jobs
    - Employ about half of the country's private sector workforce.
- **Why Small Business is critical to the economy**
  - **Small businesses create more than half of the nonfarm private gross domestic product (GDP)**
  - **Small businesses have generated 60%-80% of net new jobs annually over the last decade**

Ref: SBA Office of Advocacy

National Federation of Independent Business <http://www.nfib.com/advocacy/economy/>



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## Contracting Points of Contact

### ACQUISITION FLIGHT A

#### (LARGE SERVICES)

Responsible for various contract services over \$150,000, including custodial, refuse collection, waste water treatment plant operation/maintenance, packing and crating of household goods, etc.

TELEPHONE

(208)828-3102

FAX 828-6486

#### (COMMODITIES/SMALL SERVICES)

Responsible for acquiring and administering a variety of service contracts under \$150,000, and supply and equipment contracts at any dollar amount.

TELEPHONE

(208)828-6470

FAX 828-2658

### ACQUISITION FLIGHT B (CONSTRUCTION)

Responsible for purchasing and administering construction and architect-engineering contracts, usually renovations and additions to existing buildings.

TELEPHONE

(208)828-3116

FAX 828-4031

### PLANS AND PROGRAMS FLIGHT

Operates and monitors our computer system, analyzes data, and recommends improvements to management procedures. If you have questions about the GPC (VISA) program, please contact this flight.

TELEPHONE

(208)828-3123

FAX 828-3246



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Questions or Comments?