



Global Intelligence & Information

55th Contracting Squadron

Small Business Program

Michael C. Hall

Small Business Specialist

Buy-Fight-Win

A TEAM OF PROFESSIONALS PROVIDING WORLD-CLASS ACQUISITION SUPPORT TO THE WAR FIGHTER

Integrity – Service - Excellence



VISION



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Benchmark for Acquisition Excellence

**- BEST LARGE CONTRACTING SQUADRON IN ACC FOR FY07 & 08!
Back to Back**



Integrity – Service - Excellence



Squadron Overview



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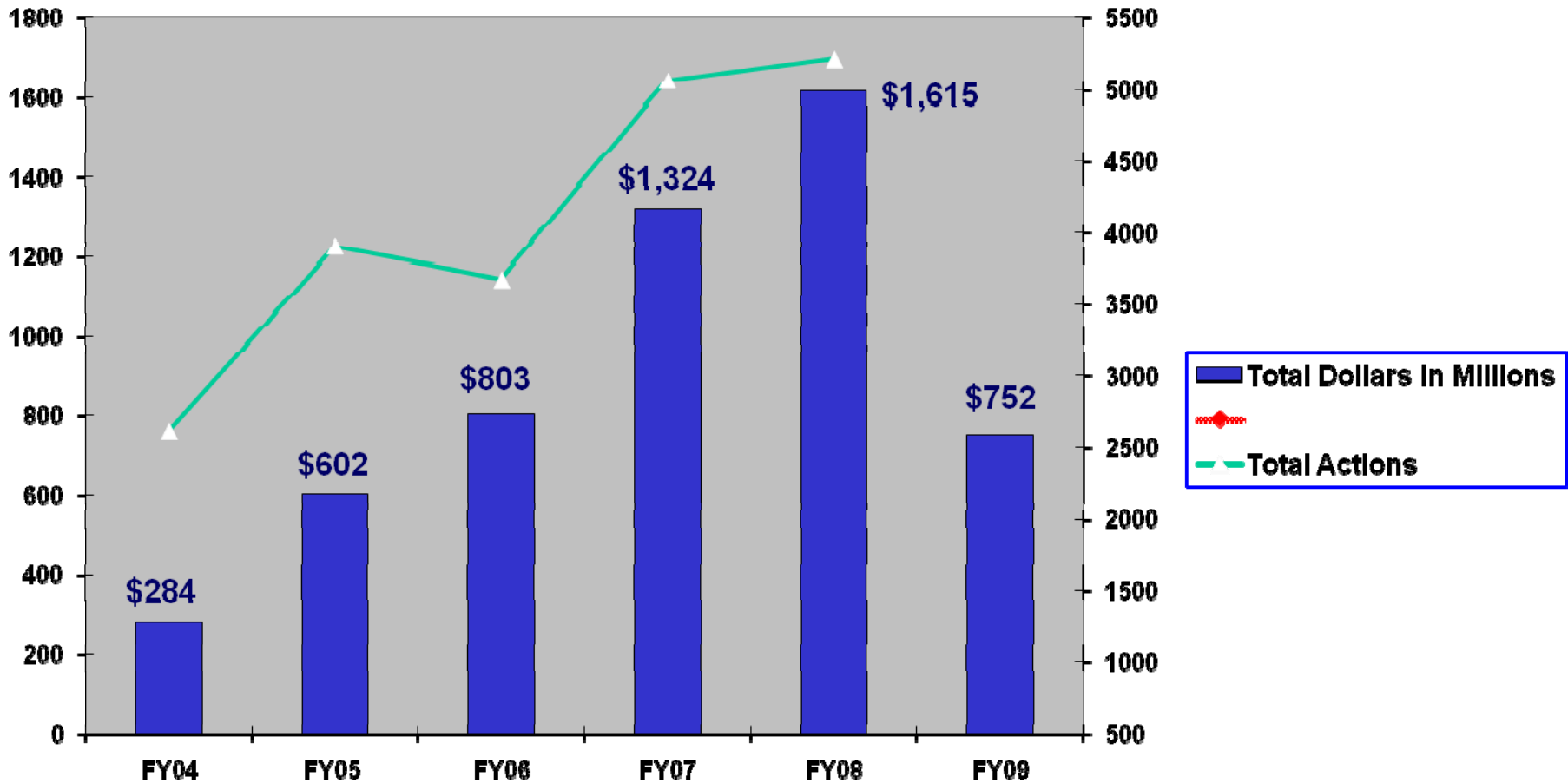
- **Mission** – Excellent Acquisition Support to the Warfighter.
- **Contract Portfolio: \$12+ Billion**
 - **\$1.6B contracts/purchases in FY08**
 - \$596.5M awarded to Small Business
 - (\$81.5M Prime/\$515M Sub)
 - **13 Source Selections underway valued at \$2B**
- **Big six**
 - Software, Networks, Information, Modeling & Simulation
 - Program Management Acquisition Support (PMAS)
 - C2 Software Engineering Support
 - John Hopkins University/APL USSTRATCOM Critical Challenges
 - GCCS Support
 - Modify Computer Power
- **Major Customers:** 55th Wing, USSTRATCOM, Air Force Weather Agency (AFWA), Defense Technical Information Center (DTIC), Joint Navigation Warfare Center (JNWC), Joint Information Operations Warfare Command (JIOWC), and Combatant Commanders



Squadron Growth in \$\$ Obligated and Actions



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Awarded over \$356M in Sep 08

Actions 2687

As of 10 May 09



Small Business Program Dollars in Millions



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FY-09	Goal	Actual
	Small Business	20.7%
SM Disadvantaged Business	5.9%	2.74 % \$20,117
Woman Owned Business	4.1%	.87% \$6,374
HubZone	2.5%	.50% \$3,710
Service-Disable Veteran-Owned Small Business	3.0%	.34% \$2,460



55th Wing



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- **Mission** – The 55th Wing is the largest in the Air Force. It provides global reconnaissance, real-time intelligence gathering, command and control, information warfare, electronic attack, and treaty verification and combat support to national leadership and war fighting commanders. The Wing also provides the President of the United States a survivable command center.
- **Installation Level Contract Support**
 - **Service Contracts (\$22M+ annually)**
 - Grounds Maintenance, Custodial, Refuse, Mess Attendant, ADT
 - Medical Support Services
 - **Construction Contracts (\$12M+ annually)**
 - E4 Hangar (Clamshell), E4 Apron and India Aprons, 12 Stimulus packages (\$17.4M)
 - **Commodity Contracts (\$16M annually)**
 - Computers, Furniture, Clear Cube (software)
 - **Government Purchase Card (\$30M annually)**
 - 665+ Cardholders Making over 40,000+ Purchases



Air Force Weather Agency



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- **Mission** — Covering the globe, the Air Force Weather Agency is the strategic center of Air Force Weather. The center delivers worldwide weather support to Air Force and Army war fighters, unified commands, National Programs, and the National Command Authorities. It delivers accurate, relevant, and timely environmental information, products, and services, anywhere in the world, from the mud to the sun.
- **AFWA Contract Support**
 - **Systems Engineering, Management and Sustainment (\$52M+ annually)**
 - Integration/Modernization of AFWA Weather Systems into a Single Enterprise
 - **Operational Weather Squadron Support (\$5M annually)**
 - Weather & Weather Systems Training to Forecasters
 - **Space Weather Analysis Development (\$4-5M annually)**
 - Development/Integration of New Space Weather Sensor Data and software
 - **Solar Observatory, San Vito, Italy (\$2.3M annually)**
 - O&M Facility Support and Solar Observations



United States Strategic Command



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- **Mission** - Provides global deterrence capabilities to combat adversary weapons of mass destruction worldwide. Enables decisive global combat effects through the application of integrated intelligence, surveillance and reconnaissance; space and global strike operations; information operations; integrated missile defense and robust command and control.

USSTRATCOM Contract Support

- **Foreign Media Analysis (FMA) (\$12M annually)**

- Open Source Collection of Foreign Media (TV, Paper, Internet)

- **Information Technology Capabilities Contract (ITCC) (\$60M annually)**

- IT Infrastructure Support for USSTRATCOM, Joint Commands, Deployed Locations

- **Missile Applications Software Support (MASS) (\$8M annually)**

- Ballistic Missile Planning Software that allocates ICBMS and SLBMs



Defense Technical Information Center



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- **Mission** - The Defense Technical Information Center (DTIC®) is THE premier provider of DoD technical information. DTIC serves as a vital link in the transfer of information among DoD personnel, DoD contractors and potential contractors and other U.S. Government agency personnel and their contractors.

Information Analysis Center Contract Support

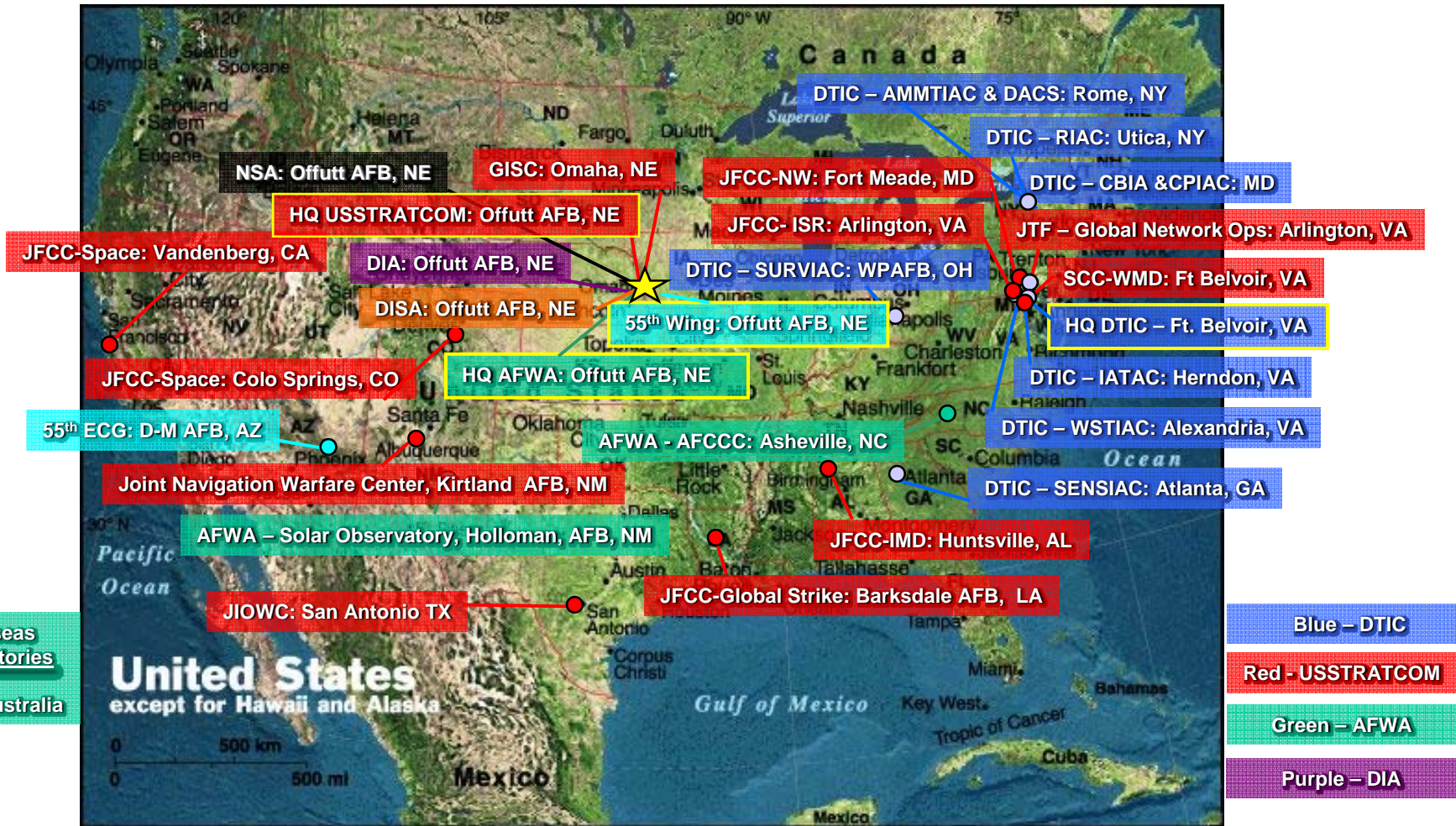
- **Advanced Materials, Man. & Testing (AMMTIAC) – Rome, NY (\$32M)**
 - Develop, evaluate, and apply emerging surface technologies for improved resistance to corrosion: **Army Director of Weapons Systems/Technology**
- **Chem, Bio, Radiological, Nuclear (CBRNIAC) – APG, MD (\$1.6B)**
 - Develop protective equipment for potential CBRN incident: **Pentagon Force Protection Agency**
 - Research toxins, weaponization, bio-terrorism, and genetic engineering: **NSA**
 - Research effective responses to terrorist events involving CBRNE weapons or agents: **AF Major Commands**



Global Support – Global Impact



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Small Business Specialist



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- **Full Time Small Business Specialist**
- **Sources sought**
- **Evaluation analysis from responses**
- **Market research**
- **Acquisition strategy**
- **Small Business Subcontracting**
 - **Goals**
 - **Solicitation review**
 - **Subcontracting Plan review/coordination with SBA**
 - **Monitor performance**



Market Research



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- **Sources Sought Announcements**
- **Industry Days**
- **Central Contractor Registration**
 - **Dynamic Small Business Search**
- **Identification of Small Businesses currently performing as Subcontractors**
- **Contacting Academia to identify potential small business sources**
- **Training opportunities**



Important Websites



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■ Federal Business Opportunities

- www.fbo.gov
- Sources sought
- Special Notices
- Solicitations
- Interested contractors list

■ Air Force Small Business

- www.selltoairforce.org
- Long Range Acquisition Estimates
- New/recurring requirements \$100K



Small Businesses Responsibilities



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- Educate yourself
- Look for opportunities
- Consider options
 - Prime
 - Subcontracting
 - Joint Ventures
- Marketing
 - Respond to sources sought
 - Contact large primes
 - Engage with other Small Businesses
 - Contact Small Business Specialist



Questions?



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Michael C. Hall

55th Contracting Squadron

101 Washington Square, Room 262

Offutt AFB NE 68113-2107

mike.hall@offutt.af.mil

Phone: (402) 294-5426

FAX: (402) 294-4069