

Headquarters U.S. Air Force

Integrity - Service - Excellence

Working with the Air Force: Small Business Innovation



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Air Force Small Business Programs
(SAF/SB)
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Version 1**

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Air Force Small Business



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Work with acquisition/requirements communities to ensure ***maximum practicable opportunities*** for small business participation

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- **Vision:** Create a culture that looks to small businesses first for innovative, agile, and affordable solutions to meet our warfighter needs.

- **Mission:** Maximize small business opportunities within Air Force acquisitions, thereby:
 - (a) promoting efficiencies and innovation,
 - (b) fostering competition, and
 - (c) expanding the defense industrial base.





Air Force Priorities



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- **Restore Readiness...** to win any fight, any time.
- **Cost-Effectively Modernize...** to increase the lethality of the force.
- **Drive Innovation...** to secure our future.
- **Develop Exceptional Leaders...** to lead the world's most powerful teams.
- **Strengthen Our Alliances...** because we are stronger together.



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New Defense Strategy



Key Technologies

- Hypersonics
- Directed Energy
- Autonomy
- Advanced Computing
- Biotechnology
- Robotics
- Artificial Intelligence
- Big Data Analytics
- Quantum



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FY17 Small Business Spending in Oklahoma



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2,497 actions → \$402.5M obligated

TOP 10 NAICS [SB Spending – FY17]		
DESCRIPTION	NAICS	OBLIGATIONS
OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	336413	\$ 116,157,335
FACILITIES SUPPORT SERVICES	561210	\$ 85,671,596
INDUSTRIAL BUILDING CONSTRUCTION	236210	\$ 31,917,071
ENGINEERING SERVICES	541330	\$ 22,174,307
COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	236220	\$ 13,012,141
OTHER COMPUTER RELATED SERVICES	541519	\$ 12,151,386
FLIGHT TRAINING	611512	\$ 8,787,437
OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	488190	\$ 7,193,735
TELEPHONE APPARATUS MANUFACTURING	334210	\$ 7,005,672
HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	237310	\$ 6,635,931

Graph Source: FPDS-NG Ad-Hoc Report 08 Dec 2017. Based on total procurement obligations at place(s) of performance for large & small business, excluding Foreign Funds, Ability One, UNICOR (Federal Prison Industries), and Contingency Operations.



FY17 Small Business Spending in Oklahoma



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TOP 10 PRODUCT SERVICE CODES (PSC) [SB Spending FY17]		
DESCRIPTION	PSC	OBLIGATIONS
MAINT/REPAIR/REBUILD OF EQUIPMENT- TRAINING AIDS AND DEVICES	J069	\$ 85,029,016
HOUSEKEEPING- FACILITIES OPERATIONS SUPPORT	S216	\$ 58,217,386
CONSTRUCTION OF MAINTENANCE BUILDINGS	Y1EB	\$ 28,991,235
MAINTENANCE OF OTHER NON-BUILDING FACILITIES	Z1PZ	\$ 24,629,565
MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	1680	\$ 14,724,621
SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	R425	\$ 14,203,059
IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	D399	\$ 13,160,502
R&D- DEFENSE SYSTEM: AIRCRAFT (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	AC12	\$ 12,676,465
MAINT/REPAIR/REBUILD OF EQUIPMENT- AIRCRAFT AND AIRFRAME STRUCTURAL COMPONENTS	J015	\$ 12,130,613
ARCHITECT AND ENGINEERING- CONSTRUCTION: MISCELLANEOUS BUILDINGS	C1JZ	\$ 8,870,260

Graph Source: FPDS-NG Ad-Hoc Report 08 Dec 2017. Based on total procurement obligations at place(s) of performance for large & small business, excluding Foreign Funds, Ability One, UNICOR (Federal Prison Industries), and Contingency Operations.



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Small Business Innovation Research/ Small Business Technology Transfer



- **Opportunities for enabling small businesses to provide innovative solutions to the Air Force**
 - **Department of Defense releases three SBIR/STTR Broad Agency Announcements (BAA) for proposals each year**
 - **Most recent BAA closed 20 Jun 2018**
 - **Final 2018 BAA is currently scheduled to be opened on 24 Sep 2018**
 - **Connect on the Air Force's SBIR/STTR website to stay up-to-date**





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Other Innovative Products



Λ F W E R X



DEFENSE INNOVATION
UNIT EXPERIMENTAL



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What You Can Do



- **Do your homework**
 - **Know your customers' needs and requirements**
 - **Get acquainted with non-traditional venues to develop innovative products and services**
- **Respond to Requests for Information / Sources Sought (RFIs/SS)**
- **Differentiate from competitors**
 - **Know what you are good at: What's your niche?**
- **Pursue both prime and subcontracting opportunities**



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What You Can Do



- **Cost-Schedule-Performance**
 - **Deliver affordable solutions**
 - **Deliver on time**
 - **Lower performance risk**
- **Use your Procurement Technical Assistance Center (PTAC), Small Business Development Center (SBDC), Partnership Intermediaries (PIs)**
- **Reach out to one of the 158 Small Business professionals across the Air Force**
- **Network! Network! Network!**



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Stay Connected with SAF/SB



Website: www.airforcesmallbiz.af.mil

Email: answerdesk@airforcesmallbiz.org (Customer Service)

Air Force SBIR/STTR website: www.afsbirsttr.af.mil

Space Enterprise Consortium: <https://www.space-enterprise-consortium.org/>

Social Media

Facebook: <http://www.facebook.com/airforcesmallbiz>

Twitter: <http://www.twitter.com/AFSmallBiz>

LinkedIn: <http://www/linkedin.com/company/airforcesmallbiz>



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BACK UP



Government Contracting Tips



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- **NAICS stands for the North American Industry Classification System. These six digit codes are the standard used by Federal agencies and are the most common classification codes seen.**
- **PSC stands for Product Service Code and is primarily used by the Federal Procurement Data System (FPDS) and the General Services Administration (GSA). PSC's can help you narrow down what exactly your business does.**
- **The government seemingly assigns random numbers to everything. However, these codes are how government agencies determine what your business does and if they have a need for your products or services. So, it is extremely important that you use the correct codes to describe what you do.**
- **Not every business translates into a single NAICS category. In fact, for some newer industries, a specific NAICS code may not exist for your business, which means you'll have to use your judgment and find codes similar to what your business does.**

One digit out of place and your company could go from landscaping to event catering!

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Image References

(Excluding Logos)



- Slide 2: Ms. Valerie Muck Private Archive
- Slide 3: USAF 45th Thunderbirds at Royal International Air Tattoo (RIAT), RAF Fairford, UK. 15 JUL 2017; defenseimagery.mil
- Slide 4: F-16 Fighting Falcon assigned to 310th Fighter Squadron, Luke AFB, AZ. 7 JUL 2017; defenseimagery.mil
- Slide 5: <https://www.af.mil/News/Article-Display/Article/123102/air-force-army-leaders-discuss-new-concept-of-operations/>. Retrieved: 02 AUG 2018