

Air Force Life Cycle Management Center

Providing What the Warfighter Needs When They Need It

Office of Small Business



Mr. Luke Schultz/NH-04
Director, AFLCMC/SB



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Air Force Life Cycle Management Center (AFLCMC)



U.S. AIR FORCE

- Headquartered at Wright-Patterson AFB, Ohio (near Dayton)
- Manages Air Force weapon systems from inception to retirement
- AFLCMC Program Executive Offices (PEOs) - <https://www.aflcmc.af.mil/>
 - Agile Combat Support
 - Business Enterprise Systems
 - Fighters and Advanced Aircraft
 - Bombers
 - ISR/SOF - Intelligence, Surveillance, Reconnaissance & Special Operations Forces
 - Mobility & Training Aircraft
 - Propulsion
 - Presidential and Executive Airlift
 - Rapid Sustainment Office
 - Weapons
 - Digital
 - C3I&N - Command, Control, Communications, Intelligence, & Networks
- Non- PEO: Operational Contracting – including Construction



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U.S. AIR FORCE



What Our Office Does

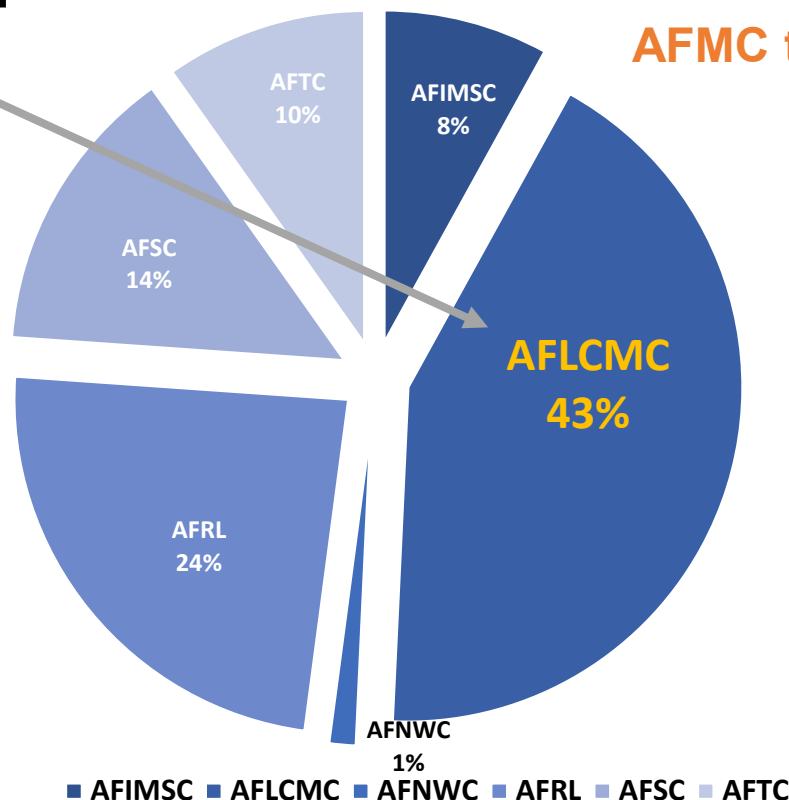


- **Core purpose of AFLCMC SB Office: *Support the Warfighter***
 - Encourage program offices to seek & consider small businesses
- **Counsel Contractors**
 - Match AFLCMC needs with Contractors meeting those needs
 - Coordinate inquiries and guidance requests
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting small business alternatives**



AFLCMC/SB Influence

- AFLCMC is ~68% of AFMCs total eligible SB spend
- AFMC is ~72% of DAF total eligible SB spend
- FY22 AFLCMC spent 43% of AFMC's SB dollars (\$3.7B)



Data provided by AFMC/SB and is current as of 2 Dec 2022

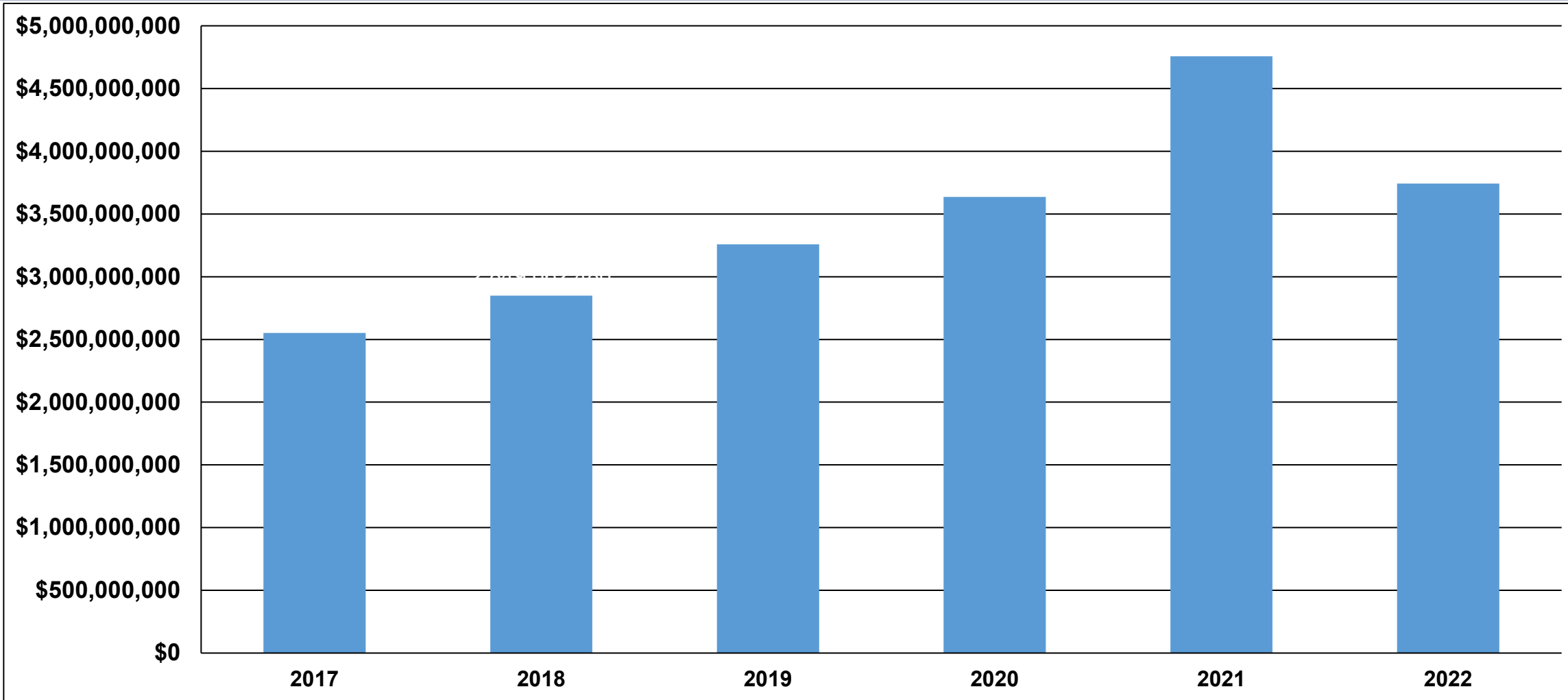


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AFLCMC Small Business Obligations



U.S. AIR FORCE



Data provided by AFMC/SB and is current as of 2 Dec 2022



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Doing Business with AFLCMC



- **Register your business:**
 - **Obtain a Unique Entity Identifier (UEI)**
 - 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:**
 - <https://www.sam.gov>
 - Prime and Subcontracting
 - <https://www.airforcesmallbiz.af.mil/>



Pointers for Small Businesses



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 competition restricted to SBs only
- 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
- 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



Pointers for Small Businesses



U.S. AIR FORCE

- Respond to Sources Sought Synopses, RFIs, draft RFPs
- Be sure your information in SAM is accurate and complete
- Consider teaming in order to strengthen capabilities
- Consider subcontracting opportunities - perform well
- Attend Industry Days
- Consult with your local APEX Accelerator and SBA PCR
- Search for contracting opportunities: - <https://www.sam.gov> and <https://www.airforcesmallbiz.af.mil/>
- Know the Rules of Federal Government Contracting
- Submit well-prepared quotes or proposals



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North American Industry Classification System (NAICS)



U.S. AIR FORCE

FY22 Top 15 NAICS by Total Obligations, AFLCMC

NAICS	Description	OTSB	SB	Total
336411	AIRCRAFT MANUFACTURING	\$ 13,111,932,162	\$ 84,343,569	\$ 13,196,275,731
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 4,219,890,804	\$ 529,402,955	\$ 4,749,293,759
541330	ENGINEERING SERVICES	\$ 3,716,179,697	\$ 303,615,468	\$ 4,019,795,165
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE	\$ 1,335,440,389	\$ 949,338,051	\$ 2,284,778,440
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAU	\$ 2,014,833,788	\$ 8,069,423	\$ 2,022,903,211
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 1,743,548,095	\$ 69,845,370	\$ 1,813,393,465
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 1,251,039,538	\$ 48,882,064	\$ 1,299,921,602
332993	AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$ 1,151,923,739	\$ 42,621,420	\$ 1,194,545,158
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 1,062,866,438	\$ 6,127,600	\$ 1,068,994,038
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$ 1,062,178,400	\$ 318,576	\$ 1,062,496,976
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 429,087,461	\$ 387,059,593	\$ 816,147,054
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE	\$ 583,760,461	\$ 164,498,980	\$ 748,259,442
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 419,311,260	\$ 197,658,020	\$ 616,969,280
541519	OTHER COMPUTER RELATED SERVICES	\$ 287,097,888	\$ 328,723,941	\$ 615,821,829
561210	FACILITIES SUPPORT SERVICES	\$ 294,321,450	\$ 26,531,851	\$ 320,853,300

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North American Industry Classification System (NAICS)



U.S. AIR FORCE

FY22 Top 15 NAICS by Small Business (SB) Obligations, AFLCMC

NAICS	Description	Total SB
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE	\$ 949,338,051
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 529,402,955
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 387,059,593
541519	OTHER COMPUTER RELATED SERVICES	\$ 328,723,941
541330	ENGINEERING SERVICES	\$ 303,615,468
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 197,658,020
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE	\$ 164,498,980
336411	AIRCRAFT MANUFACTURING	\$ 84,343,569
517110	WIRED TELECOMMUNICATIONS CARRIERS	\$ 81,538,573
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$ 80,757,518
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 69,845,370
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$ 68,804,426
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 55,688,182
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 48,882,064
511210	SOFTWARE PUBLISHERS	\$ 47,899,316

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Spend by State – Place of Performance

U.S. AIR FORCE

FY22 Obligations by State (Place of Performance), AFLCMC			
PPoP State Code	OTSB	SB	Total
VA	\$ 1,854,531,598	\$ 759,729,816	\$ 2,614,261,414
OH	\$ 649,758,968	\$ 529,080,230	\$ 1,178,839,199
MA	\$ 2,166,615,637	\$ 476,547,762	\$ 2,643,163,399
FL	\$ 2,225,242,094	\$ 297,077,747	\$ 2,522,319,841
AL	\$ 223,299,271	\$ 293,076,628	\$ 516,375,899
CO	\$ 743,805,406	\$ 203,783,962	\$ 947,589,368
TX	\$ 5,182,378,807	\$ 195,435,508	\$ 5,377,814,315
CA	\$ 4,726,448,650	\$ 192,973,628	\$ 4,919,422,278
OK	\$ 1,429,086,832	\$ 183,052,861	\$ 1,612,139,694
MD	\$ 554,723,753	\$ 122,986,025	\$ 677,709,778

List is in order of SB obligations

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Other Than Small Business by Spend

U.S. AIR FORCE

FY22 Other Than Small Business Obligations (OTSB) by Vendor, AFLCMC
THE BOEING COMPANY
LOCKHEED MARTIN CORPORATION
RAYTHEON TECHNOLOGIES
NORTHROP GRUMMAN
UNITED TECHNOLOGIES
L3HARRIS TECHNOLOGIES
GENERAL ATOMICS
MASSACHUSETTS INSTITUTE OF TECHNOLOGY
SIERRA NEVADA CORPORATION
BAE SYSTEMS
GENERAL ELECTRIC COMPANY
SIKORSKY AIRCRAFT
THE MITRE CORPORATION

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Spend by DoDAAC by Base for AFLCMC



U.S. AIR FORCE

FY22 Obligations by DoDAAC Location, AFLCMC			
Location	OTSB	SB	Total
WRIGHT PATTERSON AFB OH	\$ 15,850,852,557	\$ 1,448,877,840	\$ 17,299,730,397
ROBINS AFB GA	\$ 4,898,745,834	\$ 415,067,326	\$ 5,313,813,159
HANSCOM AFB MA	\$ 3,894,691,406	\$ 1,147,240,826	\$ 5,041,932,232
EGLIN AFB FL	\$ 3,637,875,450	\$ 79,908,199	\$ 3,717,783,649
TINKER AFB OK	\$ 3,430,028,743	\$ 162,043,222	\$ 3,592,071,965
HILL AFB UT	\$ 2,434,797,662	\$ 226,841,202	\$ 2,661,638,864
JBSA LACKLAND AFB TX	\$ 404,076,306	\$ 190,947,155	\$ 595,023,460
MAXWELL AFB AL (GUNTER)	\$ 291,172,490	\$ 252,653,508	\$ 543,825,999
PETERSON AFB CO	\$ 365,554,902	\$ 26,660,155	\$ 392,215,058
HEATH OH	\$ 31,841,530	\$ 7,137,478	\$ 38,979,008

Department of Defense Activity Address Code (DoDAAC)

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DoDAACs for AFLCMC by Base

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WRIGHT PATTERSON AFB OH		
FA8601	FA8616	FA8689
FA8604	FA8622	FA8690
FA8612	FA8628	FA8691
FA8622	FA8611	FA8692
FA8630	FA8615	FA8609
FA8684	FA8622	FA8614
FA8606	FA8634	FA8617
FA8621	FA8637	FA8622
FA8623	FA8694	FA8625
FA8626	FA8620	FA8688
FA8638	FA8622	FA8641
FA8770	FA8629	FA8622

PETERSON AFB CO
FA8723

HEATH OH
FA2263

JBSA LACKLAND AFB TX
FA8307

EGLIN AFB FL
FA8656
FA8658
FA8672
FA8675
FA8678
FA8681
FA8682

HANSCOM AFB MA
FA2835
FA8702
FA8721
FA8721
FA8730
FA8726
FA8736
FA8705
FA8709
FA8721

HILL AFB UT
FA8217
FA8218
FA8202
FA8205
FA8232
FA8220
FA8210
FA8213

TINKER AFB OK
FA8124
FA8102
FA8107
FA8110
FA8138
FA8131
FA8105
FA8106
FA8134

ROBINS AFB GA	
FA8519	FA8575
FA8523	FA8509
FA8532	FA8528
FA8533	FA8552
FA8534	FA8577
FA8540	FA8504
FA8576	FA8525
FA8527	FA8526
FA8529	FA8553
FA8555	FA8520
FA8574	FA8556
FA8505	

MAXWELL AFB AL (GUNTER)
FA8732
FA8734
FA8771
FA8772

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Opportunities



U.S. AIR FORCE

Automation & Robotics	Condition Base Maintenance +	Artificial Intelligence/ Machine Learning
Strategic Mission Planning and Execution System	Augmented/Virtual Reality	Data & Digital Environments
Advanced Manufacturing	Rapid & Austere Maintenance	Modeling and Simulation
Services (EPASS)	Agile Dev/Sec/Ops	Mission Planning Hardware
Innovative Technologies	SMART Guide - SBEAS Contract	Operational
Eglin Wide Agile Acquisition Contract (EWAAC)	Enterprise Contracted Logistics Support (ECLS)	Enabling Infrastructure: Networks & Transport
Support Agile Aircraft Efforts	Enterprise Security Services (ESS)	Mobility Enterprise Information Services



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AFLCMC/SB—How to Reach Us



- 2 Websites to better serve you
 - Direct links to Capability Database, and Calendar

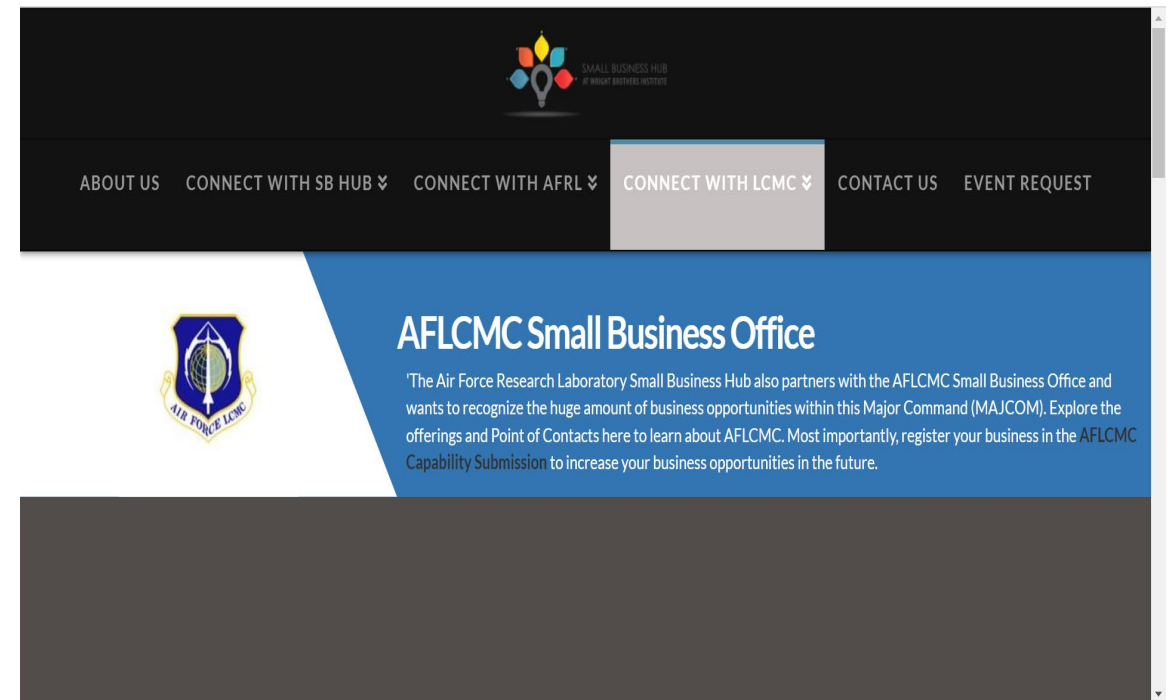
Official WPAFB SBO Website

<https://www.aflcmc.af.mil/SBO>



SB Hub Website

<https://afrlsbhub.com/aflcmcsbo/>





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AFLCMC Small Business Offices

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AFLCMC Hill AFB
Mr. Lynn Garrett (AFSC)

AFLCMC Tinker AFB
Mr. Ronald Hobbs (AFSC)

AFLCMC/SB WPAFB

Mr. Luke Schultz, Director of Small Business

Ms. Alicia Draines – Business & Enterprise Systems (BES)

Ms. Kendra Ephrem – AFSAC, Mobility & Training Aircraft, PZI (Operational)

Ms. Jennifer Gallagher– PZI (Installation/IT/Specialized) & EPASS

Mr. Kevin Parks – Agile Combat Support, Presidential & Executive Airlift & Propulsion

Ms. Kelly Sears – Fighters & Advanced Aircraft, Bombers, ISR/SOF, Rapid Sustainment

AFLCMC-Hanscom AFB
(PEO Digital & C3I&N)
Mr. Jeff Emmons
Ms. Andrea Panagoulas

AFLCMC-AFMETCAL
Heath OH
Mr. Frank Capuano
Mr. Michael Hickey

AFLCMC Robins AFB
Mr. Timothy Inman (AFSC)

AFLCMC Maxwell-Gunter AFB
(PEO BES)
Ms. Yolanda McCain

AFLCMC-Crypto Div
Ms. Zakiya Norris

Eglin AFB (Including AFLCMC, AFRL, AFTC) PEO Weapons
Ms. Anita Jackson
Ms. Kristina Mercer



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Mr. Jeffery “Jeff” Emmons, Director Hanscom OL (781) 225-6470
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Ms. Yolanda McCain, Director Maxwell AFB–Gunter Annex OL (334) 416-4137
Email: yolanda.mccain@us.af.mil

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