

Headquarters U.S. Air Force

Integrity - Service - Excellence

THE AIR FORCE SMALL BUSINESS PROGRAMS

(<http://www.selltoairforce.org>)



U.S. AIR FORCE



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SAF OSBP



U.S. AIR FORCE

An Overview

HAVE YOU DONE BUSINESS WITH DOD?



An Overview

U.S. AIR FORCE

- **Today, how many of you are asking these questions . . .**
 - ❖ **How do I compete in this rapidly changing market place?**
 - ❖ **Where do I go to find my niche?**
 - ❖ **Do I have the “tools” to reach my goal?**
 - ❖ **What is CURRENTLY beyond my CAPABILITIES?**



A “*Doing Business*” Résumé

U.S. AIR FORCE

- **NAME OF COMPANY**
- **DUNS NUMBER**
- **CAGE CODE**
- **CAPABILITIES (NAICS with Title)**
- **RECENT NOTABLE AWARDS (Past 3 – 5 Years)**
 - ✓ **Contract(s) Awarded by NAICS**
- **REGISTERED ON DOD CCR WEBSITE**
- **IDENTIFY SOCIO-ECON STATUS (HSI, TCU, HBCU, Etc.)**
- **LAND-GRANT STATUS**
- **SUPPORTING PERFORMANCE SUMMARY**



SOCIO-ECONOMIC GROUPS

U.S. AIR FORCE

- ❖ **8(a) Small Businesses***
- ❖ **Historically Underutilized Business Zone Small Businesses***
- ❖ **Minority Institutions (HSI, TCU, HBCU, AK-HI, OMI)***
- ❖ **Women-Owned Small Businesses**
- ❖ **Service-Disabled Veteran-Owned Small Businesses***
- ❖ **Native AK, HI and “Lower 48” Native American Owned Small Businesses***
 - ****Set-Aside and Sole Source Options***



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Doing Business with the Air Force

HAVE YOU DONE BUSINESS WITH US?



Who are we?

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❖ Nationwide at every USAF Base you will find at least one of our 129 Small Business Specialists





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Who are we?

- **SAF/SB Office:**
 - 7 Civilians
 - 3 On-Site Support Contractors

- **SAF/SB Extension Office - AFOPO**
 - 4 Civilians
 - 7 On-Site Support Contractors
 - 2 Student Aides
 - 1 Military



THE PENTAGON, Washington, DC



*RANDOLPH AFB, San Antonio, TX
(Brooks City Base)*



What do we do?

U.S. AIR FORCE

- ❖ **First, we derive policy to help our commands support our war fighters**
- ❖ **Second, we are advocates that promote outreach and acquisition strategies to our Air Force procurement managers, small businesses and minority institutions of higher education**
- ❖ **Third, we use those strategies to ensure that cited entrepreneurs have a “level playing field” in the Air Force procurement market of opportunities**



Good and Not So Good News

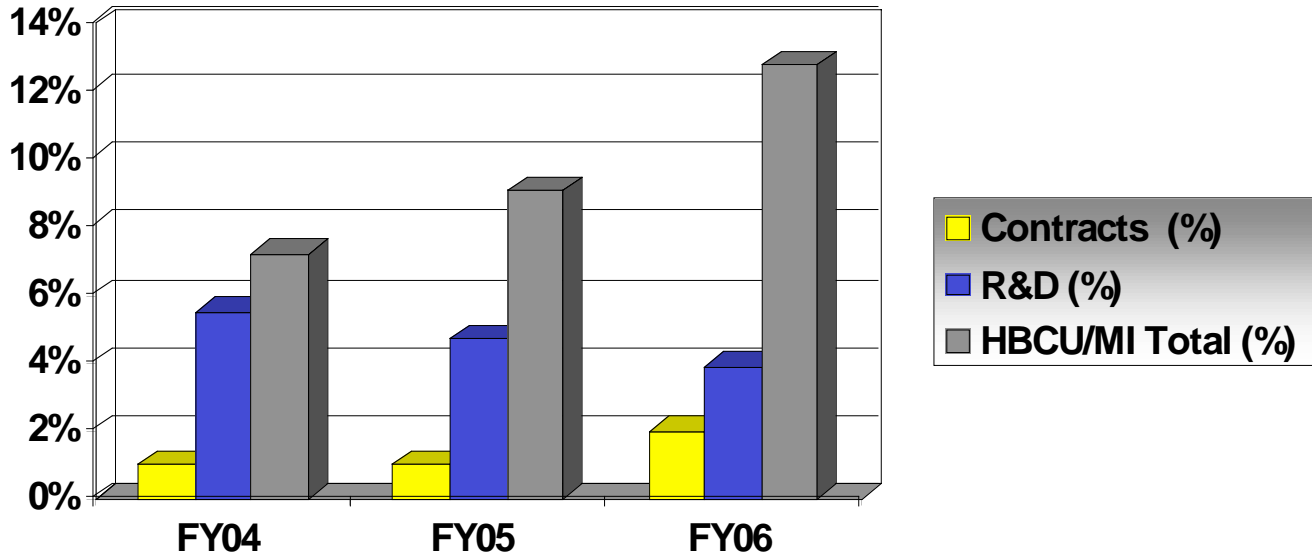
U.S. AIR FORCE

PERFORMANCE: How are we doing?



U.S. AIR FORCE

HSI Performance Air Force Wide (FY 2004 - 2006)



DOLLARS AWARDED	FY 04	FY 05	FY 06
Contracts	\$8.9M	\$5.4M	\$6.1M
R & D	\$10.40	14.4M	\$10.9M
<i>HBCU/MI Totals</i>	<i>\$77.10</i>	<i>\$85.90</i>	<i>\$81.9M</i>

(Data Source: J001 for FY 04 – 06) \$ Reported

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ASK US, AND WE WILL HELP!
***“We want you to be one of our
Contract and/or R&D Suppliers”***



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