



Welcome

to the Tidewater Association of Service Contractors

HQ Air Combat Command (ACC) Industry Collaboration Day

October 28, 2021



HQ ACC Industry Collaboration Day Agenda



- Opening Remarks From TASC
- HQ AMIC Mission Brief
- HQ AMIC Small Business Professional
- 633d Contracting Squadron Mission Brief
- Office of the Command Chief Scientist
- ACC Directorates Requirement Overview
- Closing Remarks & 1-on-1 ROE's
- Match Making (1-on-1) Sessions



TASC Overview

▼ Focal point for industry collaboration toward greater awareness of Government business opportunities while sharing industry's experience and perspective with Government partners to more clearly define, understand, and improve the acquisition process to optimize support to the warfighter and Federal agencies, as well as stewardship to the taxpayer.

▼ Industry Member:

Value through access to government decision makers and forecasted opportunities by facilitating various industry day, education and networking events.

▼ Government Member:

Value through access to industry feedback, a conduit for market research participation, education, and networking events.



Sponsors







analyze. program. validate.

PRESAGIS



Headquarters Air Combat Command

Acquisition Management and Integration Center (AMIC)



Mission Brief

HQ ACC Industry Collaboration Day 28 Oct 21

This Briefing is: UNCLASSIFIED



Overview



- Mission/Vision
- Organizational Structure
- AMIC Directorate/Division Capabilities
- The Ideal MFT & Cradle to Grave Process
- Integrated Acquisition Approach
- Global Footprint
- Portfolio
- Big Rocks
- Successes
- Questions





Mission

Deliver responsive, cost-effective, mission-focused acquisition solutions to maximize warfighter capabilities.

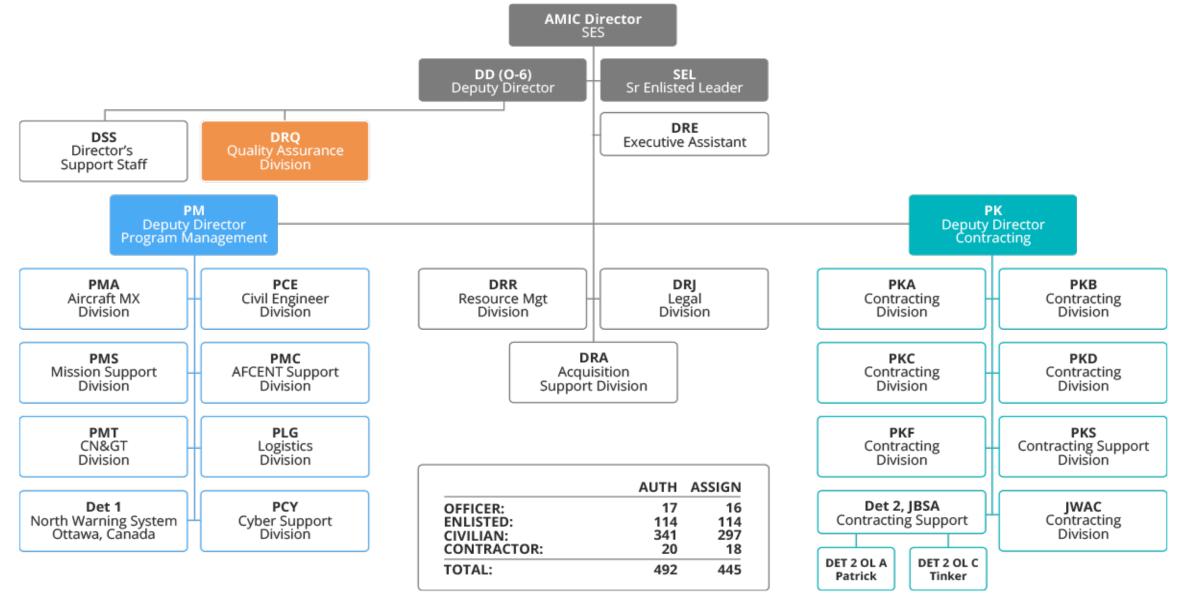
Vision

The joint warfighter's acquisition provider of choice.



AMIC Organizational Chart







Program Management



- **Pre-Award**: Program Manager (PM) interfaces with requirement owner, contracting officer and source selection project lead and other MFT members to conduct job analysis, risk analysis, formulate eval criteria, and PWS
- Award: PM typically performs SSEB duties and functional SMES typically take a Technical or Past Performance Factor lead or evaluator role
- Post-Award: PM leads MFT in post award mgt and ensures cost, schedule, performance standards met. Additionally, leads various ancillary processes and tasks such as conducting PMRs, AERs, Award/Incentive Fee Boards, CPARs, risk mgt, CPI, Life-cycle mgmt, budgeting/POMing, change mgt, etc. Lead for Program Mgt Plan, ensuring adherence to it, and updating it as necessary.



Contracting



Full spectrum, pre-, post- award support and execution

- Responsible for training and assisting mission partners through the process in order to identify the best value acquisition solution
- Actively monitor contractor's compliance with contractual terms and conditions
- Business advisor to all stakeholders regarding issues/challenges during performance
- Execute contract modifications as a result of changes in mission needs

Capability at 6 locations aligned to Mission Partners

- JBLE AMIC and ACC
- JBSA (AMIC Det 2) 16 AF
- Patrick AFB (AMIC Det 2, OL A) AFTAC
- Tinker AFB (AMIC Det 2, OL C) 16 AF Units
- Hurlburt Field 505 CCW
- Dahlgren, VA Joint Warfare Analysis Center (JWAC)

Oversight of AMIC's Small Business and Competition Programs



Quality Division



Professional Acquisition Quality Management

- Quality Managers (QMs) ISO9001/AS9100 Lead Auditors and Production, Quality, and Manufacturing (PQM) Level II certified
- AMIC Contracting Officer's Representatives (CORs) ISO 9001/AS9100 Familiarization trained and PQM Level I certified
- QMs design/manage AMIC Quality Program executed by CORs
- AMIC's Quality Program is ISO9001:2015 certified an AF first!

Pre-Award Actions

- Facilitate/participate in requirements definition/risk analysis
- Design Quality into the acquisition: Ensure PWS has appropriate contract quality type and measurable performance criteria

Post-Award Actions

- CORs schedule and conduct contractor performance assessments, then document and report that performance to MFT per the QASP
- QMs provide & monitor COR training for all contracts
- CPARS Focal Point registration and reporting



Acquisition Support



Portfolio Management Branch

- ACC Portfolio Management
 - Requirements Approval / AER / Spend Analysis / Category Management / MIPR Reporting
 - ACC 2-Ltr Portfolio Manager Focal Point
- Internal portfolio management for AMIC
 - New requirement feasibility assessments / spend analysis / acquisition forecasting
 - Program management of AMIC's Acquisition Management System (AMS)

Acquisitions Branch

- Business Case Analyses
- AFPEO/CM Focal Point
- Acquisition / source selection training to MFTs (includes ROs, SDOs)
- Project management for AMIC-program managed programs / acquisitions <u>></u>\$100M, as needed
- Business Practice / Template Management (i.e., organizational knowledge management)
- Cost/Price analysis support
- Manage AMIC's Continuous Process Improvement (CPI) Program
- Provide organizational strategic planning and self-inspection program oversight
- Manage ACC's Acquisition Professional Development Program & AMIC's Acquisition Training (Master's Certificates via Duke University)



Resource Management



- Budget Formulation, Execution and Closeout
 - Internal budget
 - AMIC-managed programs
- Audit Readiness and Internal Controls
- Civilian Personnel and Manpower
- Performance Management
- Organizational Responsibilities
 - Defense Travel System Administrator
 - Government Purchase Card
 - Government Travel Card
 - ATAAPS
 - Report of Survey



Legal



- Dedicated, in-house legal counsel, to identify/resolve highly complex legal issues associated with major service acquisitions
- Successful record in defense of protest at GAO and Court of Federal Claims
- Advises on ethics and conflict of interest matters as well as briefing acquisition teams
- Engages and orchestrates legal strategies with appropriate MAJCOM, COCOM, SAF/GC and AFLOA/JAQ regarding congressional, OIG, and GAO matters



AMIC Functional Capabilities



Civil Engineering

- Provides facilities, infrastructure, and other Base Civil Engineer-level services in support of ACC contracted programs worldwide
- Provides life-cycle management of program infrastructure

Logistics

 Provides expertise in Supply Chain Management, Traffic Management, Vehicle Management, Aerospace Ground Equipment Management, Medical Materiel Management, and Fuels Management

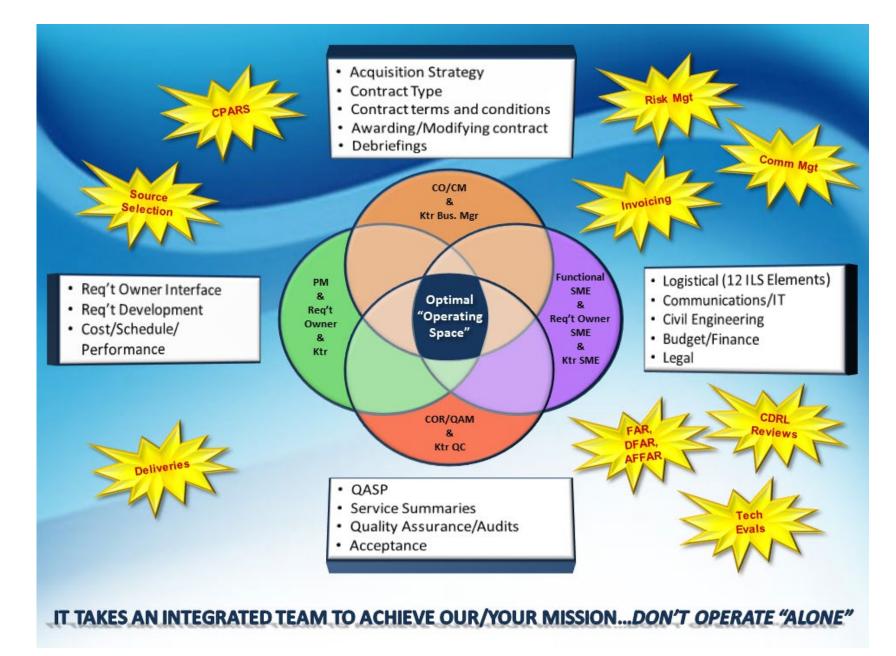
Communication, Surveillance & Cyber Systems

 Oversees functional support by providing knowledge and expertise in: airfield systems, radar systems, satellite communications systems, cyber network/defense & other communications-electronics areas of responsibility



The Ideal MFT







Integrated Acquisition Approach



- Program Managers (PM) and Contracting Officers (CO) work side-byside, speak same language, understand constraints
 - CO Contract regulation responsibilities
 - PM Mission and Technical responsibilities
 - Integrated Acquisition Training (DAU, AFIT & Duke University)
- Project Lead added to team, as required; acquisitions >\$100M
 - Facilitate acquisition process
 - Provide project management discipline, consistency
- Functional expertise aligned to programs
 - Logistics
 - Quality Assurance
 - Civil Engineering
 - Communications
- Partnership includes contractor
 - Business-like environment conducive to meeting mission needs



Integrated Approach Benefits



Process oriented rather than functional task oriented

- Mission goals supersede functional goals
- Creates program management trade space

Maximizes resource availability

- Reduces functional competition for resources
- Allows for cost and spend-rate control across functions

Increases responsiveness

- Reduces coordination cycle-time
- Reduces decision cycle-time

Maximizes training effectiveness

- Common skill set and language across functions
- Builds team pride yet respects functional expertise

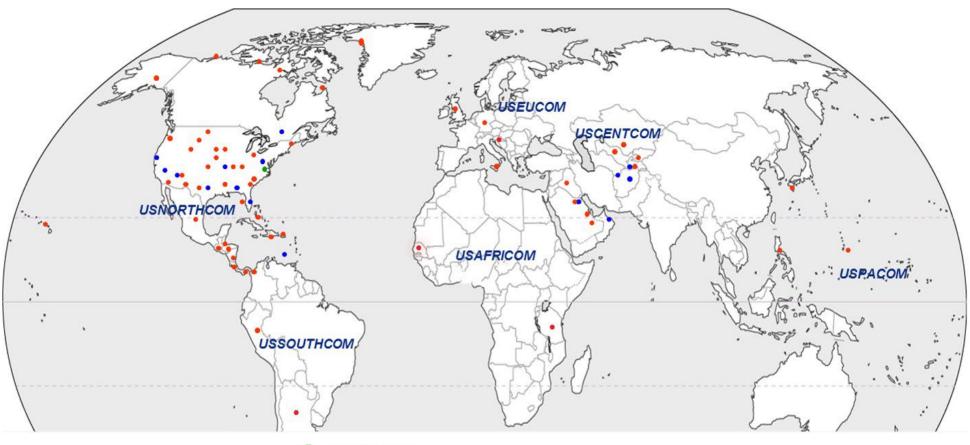
Improves communication

- Interaction with COCOM, MAJCOM, Wing, and NAF functionals on requirements
- Coordination of requirements/policy with HQ staffs



AMIC Global Footprint





- AMIC HQ
- AMIC Personnel and/or Major Program Site
- AMIC Contract Performance Location

210 Contract Performance Locations in 61 Countries



Portfolio Summary



- ACC Directorates, ACC Tenants, ACC Wings, COCOMS, MAJCOMs, and Partner Nations
- AMIC total contract portfolio exceeds \$20B
- Oversees >1,800 A&AS contract employees supporting ACC, AETC, AFCENT and HAF/SAF
- Execute ACC Services Advocate responsibilities for ACC/CD
- ~\$1.6B/yr obligated; \$40M/yr cost to operate AMIC = 4% cost of doing business



AMIC Managed



Program	Sponsor	Value	Requirement Owner/Users		
Air Force Enterprise Contracted Precision Measurement Equipment Laboratory II (AFEC PMEL II) *	HAF/A4LX	\$430M	All MAJCOMS		
Combat Air Forces (CAF) Contract Air Support (CAS) *	ACC/A3	\$6B	ACC, AETC, NGB, AFRC, PACAF, and other DoD Services		
Counter Narcotics & Global Threats (CN>)	DASD CN> and HAF A3/5	\$1B	OSD, NORTHCOM, SOUTHCOM, CENTCOM, AFRICOM, EUCOM, PACOM, SOCOM		

^{*}AF Enterprise/Strategic Acquisition



AMIC Managed



Program	Sponsor	Value	Requirement Owner/Users	
War Reserve Materiel (WRM)	A4	\$504M	AFCENT A4	
Nellis Aircraft Maintenance	A4	\$519M	57 WG, ACC	
Aviation Command and Control Operations and Maintenance (ACCOM)	AFCENT A3	\$442M	AFCENT A3	
Remotely Piloted Aircraft (RPA) O&M Support (MQ-9 and RQ-4)	A5/8/9	\$407M (\$961M Ceiling)	USCENTCOM, AFCENT, EUCOM, USAFE, AFSOC, ACC A5/8/9, ACC A4, 432 WG, ANG	
T-38 Aircraft Maintenance Program (AMP)	A3	\$205M	ACC, AFGSC, AFMC, Holloman, Whiteman, Langley, Tyndall, and Beale AFB's	
North Warning System (NWS)	A3	\$175M	NORAD, Transport Canada, and National Defense HQ (Canada), ACC	



AMIC Managed



Program	Sponsor	Value	Requirement Owner/Users		
Aerial Targets Operations & Maintenance	A5/8/9	\$130M	DoD, ACC, AFMC, AFOTEC, USN, USA, FMS, AAC		
Unmanned Aerial System Operations Center Support (UASOCS)	A5/8/9	\$122M	USCENTCOM, AFCENT, ACC A5/8/9, 432 WG, 3 SOS, ANG		
Defensive Cyber Operations Portfolio	A6	\$370M	All ACC Communications Units		
Forward Operating Location - Base Operating Support (FOL-BOS)	A3	\$93M	USSOUTHCOM, ACC, AFSOUTH, USN, Partner Nations		
Internet-Based Contractor-Operated Parts Store (ICOPARS)	AFCENT A4	\$90M	AFCENT A4		
Counter Drug Surveillance System (CDSS)	А3	\$60M	Partner Nations, AFSOUTH, USSOUTHCOM, ACC		



Other AMIC Procured Programs



Program	Sponsor	Value	Requirement Owner/Users	
MQ-9 Aircrew Training and Courseware Development	A3 / TRSS	\$274M	ACC, AFSOC	
ACC Primary Training Ranges (PTR)	A3	\$69M	ACC, AFSOC	
Joint Warfare Analysis Center (JWAC)	Joint Program	\$60M	STRATCOM	
Optimizing the Human Weapons System (OHWS)	ACC/A3	\$102M	ACC, PACAF, USAFE	
Technical Operations Support (TOS)	480 th ISRW	\$217M	ACC, Intelligence Community	
Human Resources/Multiple Personnel Function Services	A1	\$19M	ACC	



Other AMIC Procured Programs (AMIC Det 2 & Det 2 OL)



Program	Sponsor	Value	Requirement Owner/Users		
Gas & Particle Laboratory Network (Four separate Contracts)	Joint Program	\$320M Total	ACC, AFTAC, DOE, AFRL		
Mobile Sensors	Joint Program	\$340M	ACC, AFTAC, DOE		
Sensor Beam Support (One IDIQ Contract)	57 th IS	\$95M	57 th IS, ACC		
Information Security Support Services (IS3) (One IDIQ Contract)	16 AF	\$78M	ACC A2-A26, 16AF/616ACOMS		
Linguist and Analyst Services Support (One IDIQ Contract)	16 AF	\$56M	16 AF/AFCO		
Intel Community Information Technology Enterprise (IC ITE) Cloud Computing (C2S)	Intel Community	\$56M	AF Intelligence Community Information Technology Enterprise (ACC A29)		
Blanket Operations and Security Sustainment (BOSS) Services (One contract)	ACC A2Y	\$33M	ACC A2-A26, 16AF/616ACOMS		
United States National Data Center	Joint Program	\$50M	DOD, DOE, DOT, DHS, FBI, etc.		



Big Rocks



CAF CAS (Adversary Air) acquisition - \$6B ceiling iso USAF and USN

- Commercial adversary air services (aircraft, pilots, maintenance) to support 11 FTUs
 - Remedy 33K ADAIR sortie deficit
- Close air support training iso JTACs
- Initial tranche of task orders awarded in Summer 2020.

AMIC Strategic Plan OKR execution: 3 Major Lines of Effort (LOE)

- LOE #1: Force Development—People First, Mission Always
- LOE #2 Optimize Acquisition Execution—performance measurement; innovation
- LOE #3: Modernize Business Support Processes—Enabler playbook; Enterprise Content Mgt

Global Prepositioned Materiel Support Initiative

CAF-wide solution for AFCENT, USAFE, PACAF WRM/DAB requirement challenges

Enterprise A2 ISR contract transition from GSA FEDSIM - >\$4M in savings

Acquisition Planning to provide enterprise ISR vehicle iso ACC Intel Wings and subordinate units

Telework Beta Test from 5 Jul 2021 – 4 Jul 2022

- Implement hybrid telework/onsite hoteling concept; capitalize on efficiencies learned during pandemic
 - Technology/telecom, human performance, workspaces



Successes



Integrated approach to services acquisitions

- FY 11-19 led over 31 major program services acq total over \$15B
- Generated over **\$1.94B** in savings in historical and budgeted cost
- Average 36% in cost reductions for AF while increase program capability

AF Wide Strategic Acquisition For PMEL Services

Effort generated over \$53M in savings across FYDP

Seven (7) ADAIR & 4 CCAS CAF CAS Task Orders awarded to date

- ADAIR Holloman, Luke, Kingsley, Seymour-Johnson, Kelly Field, Eglin
- CCAS AFSOC, 6CTS Nellis, ANG
- Will have significant positive impact on CAF pilot and JTAC training

Contract incentives

- 99% critical contract metrics met or exceeded
- Emphasis on contractor's Quality Management System resulted in contractor identified non-conformances and their preventive/corrective actions

Save Mission Owners \$\$..meet/exceed critical operational metrics..every time!



"Acquisition Done Right - One Team, One Fight!"

Headquarters Air Combat Command

Acquisition Management and Integration Center (AMIC)



Small Business Office

Ms. Lorie Henderson Small Business Professional (SBP)

This Briefing is: UNCLASSIFIED



AMIC's Mission/Vision



Mission:

Deliver responsive, cost-effective, mission-focused acquisition solutions to maximize warfighter capabilities.

Vision:

The joint warfighter's acquisition provider of choice.

SBP support at 6 locations aligned to Mission Partners

Joint Base Langley-Eustis (JBLE), Langley AFB, VA – AMIC and ACC

- 505th CCW Hurlburt Field, FL
- Joint Warfare Analysis Center (JWAC), Dahlgren, VA

Det 2 - Joint Base San Antonio (JBSA), TX -16th AF

Det 2 OL - Patrick AFB, FL –16thAF (AFTAC)

Det 2 OL-C Tinker AFB, OK –16thAF (38 CONS)



SBP Duties



IAW the Small Business Act of 1958 the SBP...

- Aid, counsel, assist, and protect the interests of small-business concerns;
- insure that a fair proportion of the total purchases and contracts or subcontracts are placed with small-business enterprises...

How do we do it*...

- Engaged early in the acquisition process;
 - Assist CO/CM/PM with Market Research
- Review/coord on all actions over \$10K;
 - Actions over \$5M, not set-aside for SB concur with the SBA PCR;
- Review Subcontracting Plans of all offerors;
 - Monitor Plans after award;
- Provide SB training to AMIC personnel;
- Attend outreach events;
- Hold one-on-one meetings/teleconferences; and
- Monitor SB socio-economic goals...

^{*}Not an all inclusive list.



AMIC Small Business Contracting Update 1 Oct 20 – 30 Sep 21



	EA 400	O Langlay	EA7022 D	ET 2 OL (EL)	EA7027 F	NET 2 (TV)	EA0772 I	DET 2 OL C
	FY 21	0 Langley To 30 Sep		ET-2 OL (FL) To 30 Sep	FY 21	To 30 Sep	FA67731	To 30 Sep
Туре	Goals	21	Goals	21	Goals	21	Goals	21
туре	Guais	\$557M		\$30M	Guais	\$45M	Guais	
		φ557 W		φ30 10 1		\$45IVI		\$146M
SB	43%	49%	10%	20%	42%	39%	65%	93%
		\$289M		\$5M		\$35M		\$119M
SDB	20%	26%	3%	3%	35%	30%	40%	76%
		\$141M		\$8M		\$23M		\$15M
		400/		5 0/		000/		00/
SDVOSB	15%	12%	.50%	5%	5%	20%	11%	9%
		\$60M		\$11M		\$9M		\$43M
WOSB	5%	5%	1%	8%	3%	7%	27%	28%
		\$18M		\$1M		\$5M		\$6M
HUBZone	0.25%	2%	.50%	.9%	1%	4%	.75%	4%

Meeting or exceeding goal

Not meeting the goal within 5%



AMIC's FY 21 Top Spend by NAICS



AMIC Langley, VA (FA4890)	
NAICS Category (Description)	Total Dollars
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	\$309,194,119.06
61 (EDUCATIONAL SERVICES)	\$300,002,026.23
48 (TRANSPORTATION)	\$212,240,646.94
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION	
SERVICES)	\$144,621,146.17
51 (INFORMATION)	\$119,043,658.41
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	\$48,247,012.62
23 (CONSTRUCTION)	\$43,715,970.35
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL	
TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	\$16,554,110.28
42 (WHOLESALE TRADE)	\$16,214,357.00
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	\$14,174,836.38
Total	\$1,224,007,883.44
AMIC DET-2 OL, FL (FA7022)	
	Total Dollars
NAICS Category (Description)	
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	\$134,034,619.77
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL	40.500.040.04
TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	\$9,620,240.31
51 (INFORMATION)	\$4,080,197.60
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	\$366,395.12
61 (EDUCATIONAL SERVICES)	\$90,530.93
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS,	
RUBBER, NONMETALIC MINERAL))	\$33,505.00
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION	
SERVICES)	\$11,100.00
Total	\$148,236,588.73



AMIC's FY 21 Top Spend by NAICS cont'd

AMIC DET-2 OL-C, OK, (FA8773)	
NAICS Category (Description)	Total Dollars
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	\$67,792,835.57
51 (INFORMATION)	\$60,323,313.04
61 (EDUCATIONAL SERVICES)	\$26,109,921.09
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS	
ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	\$3,890,361.36
42 (WHOLESALE TRADE)	\$12,543.00
Total	\$158,128,974.06
AMIC DET-2 OL, TX (FA7037)	
NAICS Category (Description)	Total Dollars
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	\$98,440,757.76
51 (INFORMATION)	\$14,500,859.99
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS	
ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	\$3,667,197.20
61 (EDUCATIONAL SERVICES)	\$1,891,747.71
72 (ACCOMMODATION AND FOOD SERVICES)	\$1,673,024.64
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND	
REMEDIATION SERVICES)	\$1,032,858.00
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	\$301,431.65
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	\$35,364.00
42 (WHOLESALE TRADE)	\$17,310.00
Total	\$121,560,550.95



AMIC Websites



To learn more about AMIC...

ACC AMIC Small Business Office website:

https://www.acc.af.mil/Units/ACC-AMIC-Small Business/

- A drop-down under "UNITS"
- AMIC LRAF dtd 2-5-21 included
- Latest version 10-21-21 to be posted

ACC AMIC Mission Briefs:

https://rise.articulate.com/share/7plkjFzYVRk0QUIoWdv4rW7l3bTh59kl

ACC AMIC Upcoming Contract Opportunities:

http://www.accamic.com/industryday-1



AMIC SBPs Contact Info.



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DET-2-OL, Patrick AFB, FL (FA7022) Mr. Sam Culberth, (321) 494-9759 sam.culberth.1@us.af.mil

DET-2-OL-C, Tinker AFB, OK (FA8773) Mr. Christopher Hathaway, 404-734-2961 christopher.hathaway@us.af.mil



"Acquisition Done Right - One Team, One Fight!"







633d Contracting Squadron Mission Brief

Mission Statement

Provide innovative solutions and agile acquisition support that enables war-winning capabilities for the warfighter.

Develop multi-skilled Airmen to provide world-class contracting support any time, any place.



Agenda



- 633rd Responsibilities and Mission Partners
- Actions/Spend
- Government Purchase Card (GPC) Dollars and Transactions
- Requirements
- Anticipated Requirements / Existing Vehicles
- Trends of Unsuccessful Offerors
- Business Tools
- SB Program
- 633rd Contracting Squadron POCs
- Questions



633^d CONS Responsibilities and Mission



Simplified Acquisition Flt (PKA)

Infrastructure Support Flt (PKB)

Services Support Flt (PKC)

Medical Services Flt (PKD)

Plans & Programs Flt (PKP)

- Executes all commodity buys, services <\$250K
- Furniture, IT Equip, Software, Tools/Mx Equip, Blanket Purchase Agreements, etc
- Focal point for CE/D (biggest customer) contracted reqt's
- Administers all construction contracts (stand-alone, MACC, SABER, Paving, Painting, A&E)
- Includes "Big Three" (Custodial, Grounds Mx, Refuse)
- FE: BOS, Railroad, Vehicle Mx; LAFB Transient Alert, CATM
- Includes a team dedicated to Ft Eustis
- Focal point for all things MDG
- Medical providers (Doctors, Nurses, etc.), support staff, services, med equip, surgery kits, and medical supplies
- Administers Wing GPC program
- Responsible for CON-IT, Data Analysis, Manpower, Personnel, Resource Mgmt, Plans, Spt Agreements, & IT



Installation Business Partners





100 different funding organizations

1300+ actions annually

\$158M average annual spend











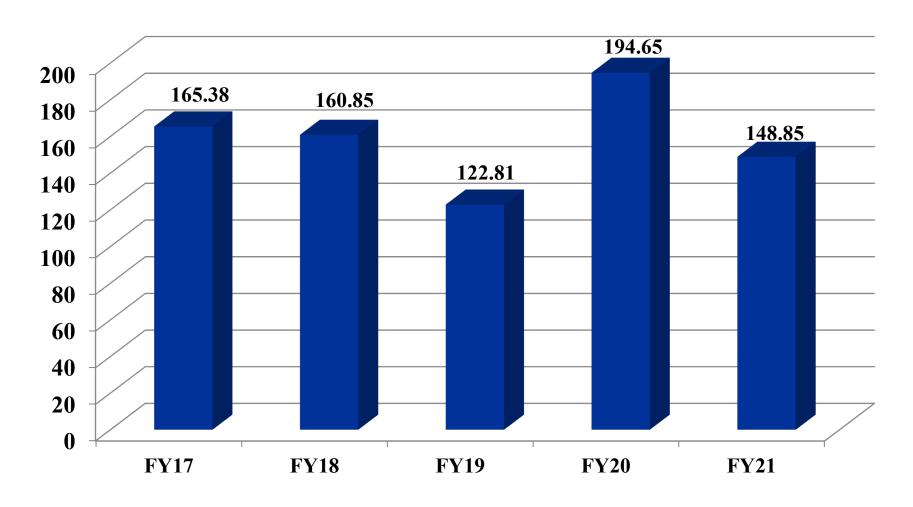




633 CONS TOTAL DOLLARS



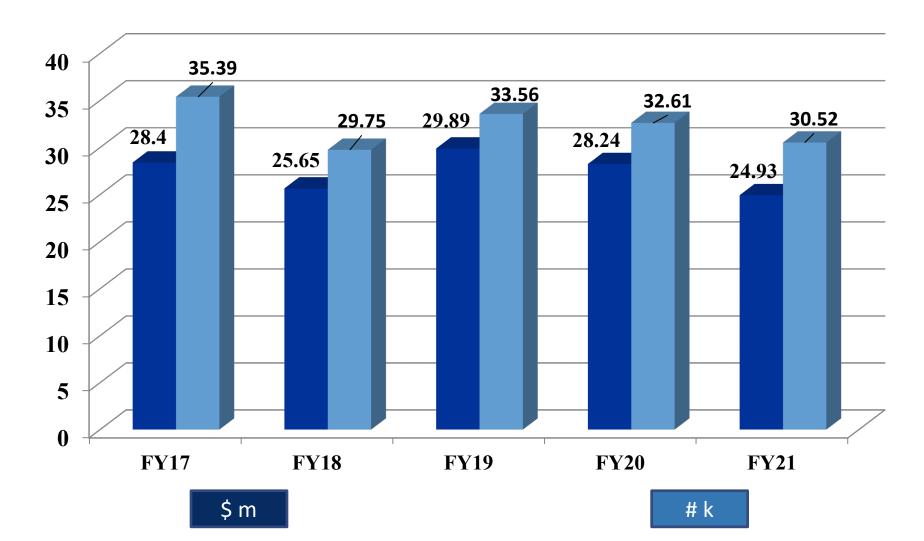
Awards and Modifications (\$M)





GOVERNMENT PURCHASE CARD TOTAL DOLLARS and TRANSACTIONS







Langley & Fort Eustis Installation Support Contracts



(PKC) Services Flight

- Grounds Maintenance
- Custodial Service
- Refuse & Recycling
- Ft Eustis Base Operating Support
- Local Telecommunication Services
- F22 Beddown A&AS Services
- Dining Attendant & Full Food
- Helo, Railroad, and Ship Repairs

(PKB) Infrastructure Flight

- SABER
- MACC
- Architect & Engineering (A&E)
- Paving
- Roofing
- Demolition Buildings
- Hangar Fire Systems
- Airfield Drainage Projects



Langley & Fort Eustis Installation Support Contracts



(PKA) Commodities Flight

- Flight Center Equipment Replacement
- Dormitory Furniture Sets
- Network Infrastructure
- Tool Kits
- Information Technology Equipment
- Mobile Fire Prevention
- Land Mobile Radio Upgrades
- Modular Furniture

(PKD) Medical Service Flight

- Physician
- Physician Assistant
- Nurse
- Physical Therapist
- Clinical Social Worker
- Medical Lab Scientist
- Medical Technician
- Medical Equipment



633d CONS Anticipated Requirements



- Dining Attendant
 - Expires 31 May 2022 Competitive 8(a) set-aside
- Local telephone Service
 - Expires 8 Feb 2022 Full and Open
- Ryan Access Facility
 - Expires 29 Sep 2022 SBSA
- Base Operations Support @ Ft. Eustis
 - Expires 31 Jan 2024 8 (a) Competition
- 8 Building Demo @ Ft. Eustis
 - FY 22 SBSA
- Refuse/Recycling
 - Expires 28 Feb 2022 8 (a) Competitive



Base Infrastructure Flight Existing Contractual Vehicles



- Multiple Award Construction Contract (MACC):
 - Expires: 26 Apr 2023, Contract Value: \$300M, 8 Awards, SB Set-aside
- Simplified Acquisition of Base Engineer Requirements (SABER):
 - Expires: 31 Aug 2026, Contract Value: \$95M, Single Award, 8(a) Set-aside
- Architect & Engineering IDIQ:
 - Expires: 19 Aug 2026, Contract Value: \$43.2M, 6 Awards, SB Set-aside
- Paving IDIQ:
 - Expires: 13 Apr 2026, Contract Value: \$60M, Single Award, SB Set-aside
- Paint IDIQ:
 - Expires: 30 Jun 2023, Contract Value: \$4.5M, Single Award, 8(a) Set-aside



Common Trends



Commons Trends of Unsuccessful Offers

- Missing documentation as required in Section L
- Failure to address all factors as required in Section M
- Less than Satisfactory Past Performance on Prior Gov't Contracts
- FTE Service Contracts
 - Ex. Long term vacancies (engineering positions, medical professionals, contracting officers)



Small Business at JBLE



Facilitating a Healthy Small Business Program

- Forecasting of opportunities
- Market research
- Command Involvement
- Dedicated SBA program lead



Competition and Small Business Performance

as of 30 September 2021



FY21 COMPETITION				
GOAL (\$) — 75%				
COMP ACTIONS:	84.50%			
COMP DOLLARS:	84.57%			
FY21 SMALL BUSINESS				
SB (<i>85%</i>)	105.94%			
SDB (58%)	93.77%			
SDVOSB (13%)	16.66%			
WOB (13%)	16.47%			
HUB ZONE (<i>7%</i>)	12.23%			

SOURCE: SAM Small Business Report



NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)



NAICS is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

TOP TEN NAICS CATEGORIES ASSOCIATED WITH 633 CONS FY21 AWARDS (Ranked by total dollars)

<u>CAT</u>	<u>DESCRIPTION</u>	ACTIONS	DOLLARS (M)
23	Construction	336	\$66.26
56	Waste Management and Remediation Services	93	\$23.83
33	Manufacturing (Metals, Machinery, Computer, Electronics, etc)	243	\$12.58
62	Health Care and Social Assistance	185	\$11.42
54	Professional, Scientific, and Technical Services	149	\$10.88
72	Accommodation and Food Services	16	\$ 8.52
51	Information	85	\$ 3.86
49	Postal Service, Messenger, Warehousing	5	\$ 2.83
61	Educational Services	16	\$ 2.70
22	Utilities	2	\$ 2.02

NAICS: https://www.naics.com/



Avenues For Business with Government



AFWAY

- AF is Mandated to Procure Information Technology (IT) from AFWAY Vendors https://afway.af.mil/
- Enables customers to order Information Technology (IT) hardware and software, and obtain the necessary approvals to make an IT purchase
- Requirement owner often has direct access

SAM.GOV

Entity Registration, Exclusion, Contract Opportunities, Wage Determinations

Amazon Business

- Contractors create free accounts and advertise
- Provides the government with access to thousands of sellers
- Offers time-saving features for more efficient sales
- Over \$12B in Worldwide Sales from Third-Party Sellers
- To Access Amazon Business go to: https://business.amazon.com/



633 CONS POCs



- PKA Supplies (all \$) / Services (under \$250K) / BPAs:
 - SMSgt Dustin Dallis, <u>dustin.dallis@us.af.mil</u>
- PKB Construction Requirements (SABER/MACC/GC):
 - Mr. Phil Nease, <u>phillip.nease.1@us.af.mil</u>
- PKC Service Requirements (Over \$250K):
 - Mrs. Janet Best, janet.best@us.af.mil
- PKD Medical Requirements at Langley AFB:
 - MSgt Timothy Overby, <u>timothy.overby@us.af.mil</u>



Thank You



QUESTIONS





WHAT WE ARE UP AGAINST





INFORMATION WARFARE & DATA SUPERIORITY





Outline

- ACC Strategic Priorities
- Capability Needs ACPs, Deployable C3
- Accelerated Capability Delivery



ACC Strategic Priorities Lethal – Survivable – Deployable – Resilient

- BUILD LEADERS
- IMPROVE SQUADRON READINESS
- BRING THE FUTURE FASTER
 - Define clear path to build relevance for a high-end fight
 - Need resilient <u>Airmen</u>, <u>Networks</u>, <u>Logistics</u>, and <u>Weapons Systems</u>
 - Fragility anywhere is a Vulnerability everywhere
 - Penetrate then operate inside the Adversary's Network,
 C2 Decision Cycle, and Air Defenses → Fwd power projection



Strategy to Task

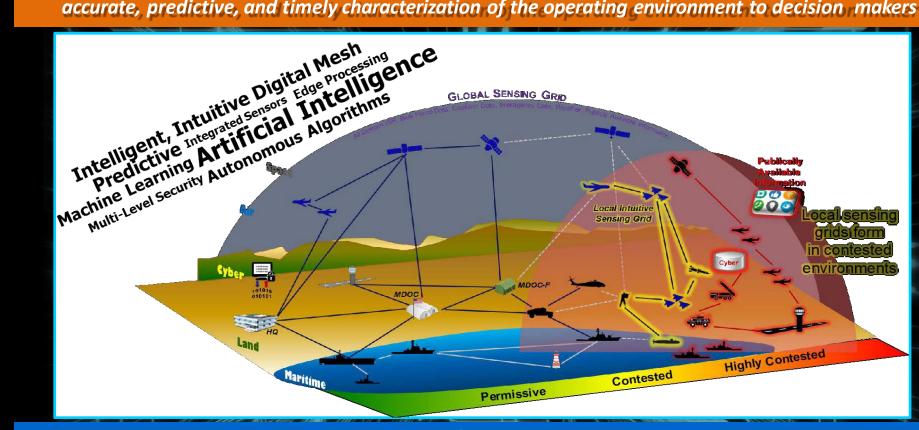
Enduring Realities

- Organize, Train, and Equip Make Systems Whole
- "Fight Tonight" with waypoints to "Bring the Future Faster"
- "Fix Within" (a.k.a. finite resources)
- Analog/Physical/Conflict/Kinetic
 - → Digital/Cognitive/Competition/Non-Kinetic
 - Non-kinetic Risks to combat power & non-kinetic Capabilities of the AF are as important as the kinetic capabilities (sometimes more important)
 - EMS → Sense, shoot, survive in a multi-spectral environment
- "Sustainability" <u>is</u> Capacity/Capability think "TCO"



From SENSE-MAKING...

An assemblage of sensors, platforms, people, devices, content, and services that delivers a holistic, accurate, predictive, and timely characterization of the operating environment to decision makers



Situational Awareness

Indications & Warning

Predictive analysis Foundational Intelligence Target Dev

Sensor-to-shooter linkages

Autonomous sensing & response

Continuous ops when disrupted or fractured

Indications and Warning

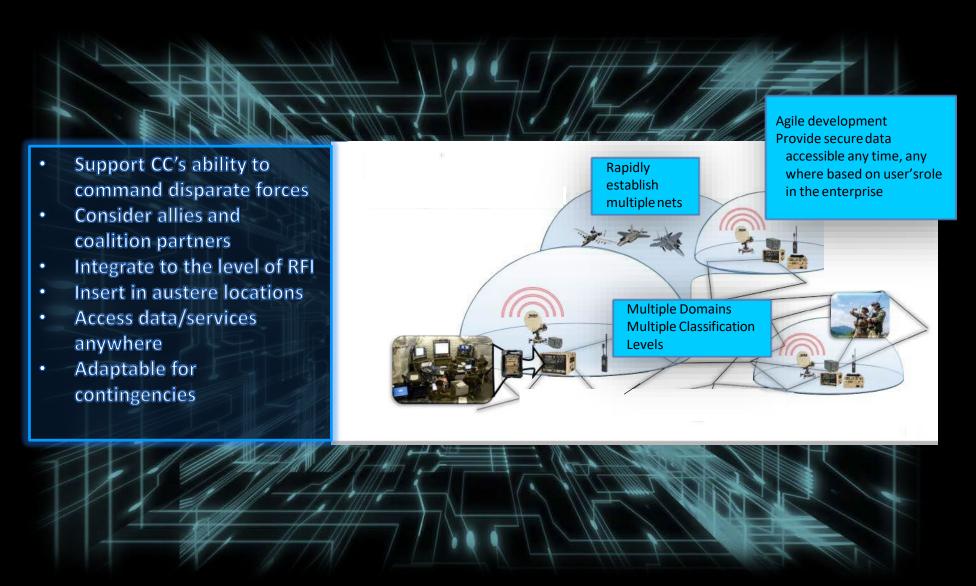
Competition

Conflict

Competition



..to Combined effects delivery





Outline

- ACC Strategic Priorities
- Capability Needs ACPs, Deployable C3
- Accelerated Capability Delivery



Autonomous Collaborative Platforms (ACPs)



- DoD large investments in MUM-T class programs
 - Potential force multiplier to current 4th / 5th gen aircraft
- Missions of interest
 - Adversary Air
 - Air Base Defense
 - 4th Gen teaming, 5th Gen teaming, and/or hybrid
 - Adjunct sensors for sensing grid
 - LO target for WSEP class events
 - Communication node for legacy and future platforms
 - Electronic Warfare, Cyber/Information Warfare platform



ACP Challenge Areas



- Capabilities evaluation of concepts (CONEMP/CONOP)
 - Survivability / cost trades across mission sets
 - Sensor performance & signature / cost trades
 - Impact if ACPs lost prior to mission completion
 - Networked Information Exchange Requirements ill-defined
- Detailed analysis on vehicle sub-system attributes across different mission sets (e.g. sensing, OCA/DCA, base defense)
- Logistics/sustainment footprint for ACPs
 - Cost (cradle to grave) remains unknown
- MRL assessment: Ability to produce long-lead components in volume on-demand for combat operations



ACP Vignette: Unmanned ADAIR (ADAIR-UX)



- Unmanned, semi-autonomous adversary aircraft ISO CAF training to augment (red) ADAIR capacity, capability, and affordability, while maturing tech & operationalization of autonomous vehicles (blue)
- Meet existing requirements for CAF ADAIR in the quantities and qualities necessary to enable affordable readiness for peer competition and/or conflict
- Build CONOPs, TTPs, and confidence in autonomous collaborative platforms, ultimately to accelerate future roles as a blue capability
 - Enable pathways for AI, advanced tech to Aggressors as onramps to blue capes
 - Author training rules to allow for a successful and affordable training aid (i.e., minimal changes to existing range infrastructure and aircrew radios)
- The ADAIR-UX capability is the integration of five technology components:
 - Vehicle
 - Autonomy
 - Networks / Datalinks

- Human-Machine Interface
- Sensors / Emitters



Ops-driven experimentation for Deployable C3 ACE Ideation Sprints and COMMEX (slated for Dec '21)

Key Objectives:

- Enable autonomic orchestration of affordable tactical mass (w/ coalition & partners)
- Reduce manpower and threat exposure
- Leverage digital design and model-based systems engineering
 - Seamless integration with fielded systems
 - Governed/open architecture, standards, interfaces
- Streamlined / modernized sustainment
- Software-programmable crypto / OTA dynamic re-keying (ABAC, ICAMaaS)
- Support 'full spectrum' of IERs across competition → conflict
 - ..<u>and</u> permissive \rightarrow highly contested environments
 - Distributed $\boldsymbol{\mathcal{X}}$ 'non-kinetic' effects (EMSO) IW, Cyber, CC&D, EA
- Multi-band, multi-pathway P-ACE plan → from LOS to BLOS (LEO/MEO/GEO)

The data fabric must be woven into the comms fabric to build an agile, resilient digital tapestry



Outline



- ACC Strategic Priorities
- Capability Needs ACPs, Deployable C3
- Accelerated Capability Delivery



Requirements -> Capability Needs Statements

CHIEF SCIENTIS

[DoDI 5000.87]

- Embrace new acquisition policy to 'bring the future faster'
- Embody DOTmLPF-P through the lens of:
 - CONOPS / CONEMP
 - Requirements (system-level)
 - Manpower
 - Sustainment
 - Spectrum: allocation → authorization (single band → multi-band)
 - TTPs / Training
 - Crypto (fixed → agile)
- Embolden fielding via "Portfolio" of Record employ digital tech stack ISO multiple capabilities (federated family of systems) over legacy single function approach



Exploit Digital Acquisition Tools/Authorities to Accelerate DevOps Capability Development

DoDI 5000.87 Software acquisition pathways

- BA-08 Software & Digital Technology Pilot Program
- DAF AI Funding Policy Memo (e.g., RDTE, O&M, procurement)

Decompose core tech areas:

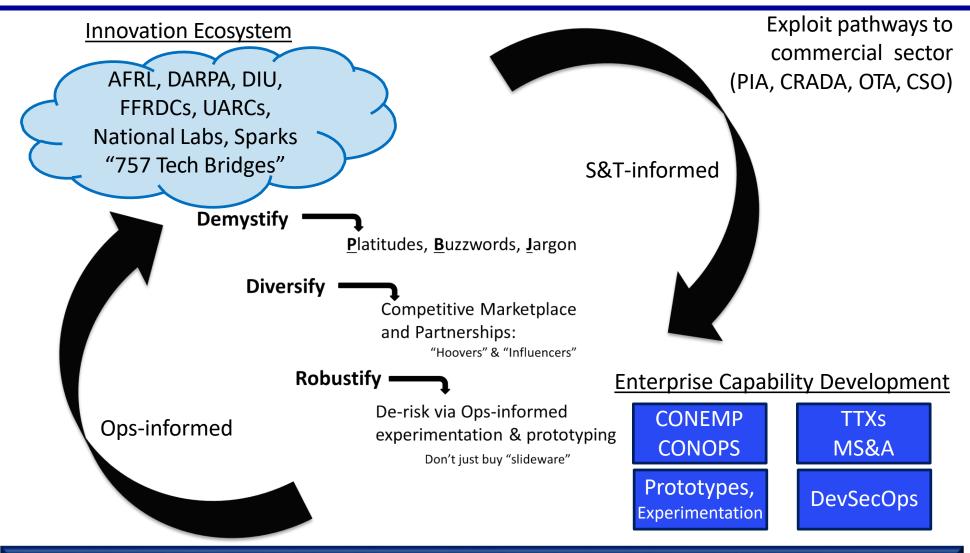
- Characterize segregable building blocks
- Enable industry competition at <u>each</u>
- Exercise interface hygiene (ICDs, APIs, SDKs, etc.)
- Use MBSE/MS&A tools throughout for system integration "checks & balances" [SDA]

■ Composable framework → Composable experience

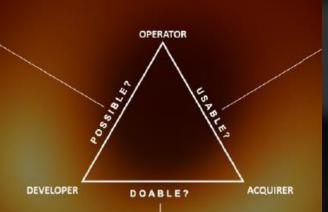
- Instill operational/end-user feedback early and often
- Establish digital twins/threads to integrated digital environment
- Foster <u>affordable</u> sustainment and upgradeability



Strategic Approach to Design Thinking The How



Striking a balance between the Evolutionary (incremental) & the Revolutionary (leap ahead)



MISSION

Fast-field of advanced technologies – at a speed relevant to the warfighter.

VISION

Confluence of Warfighter, Developer, and Acquirer – vertically integrated under the same operational roof.

ABOUT CONFLUENCE TRIANGLE

2018 National Defense Strategy directive: "prototyping and experimentation should be used prior to defining requirements"



FEDERAL WARFARE SYSTEM(S)

LAB ACCREDITATION PROGRAM

ISO/IEC 17025 & NIST HB 150



Pedend Register/Vol. 84, No. 199/Touday, October 15, 2019/Notices

Federal Register (Vol. 4.6, No. 100 Thorsider), Gitther 1.5, 2012. Nations

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Code Deposit Rate.

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UNITED STATES DEPARTMENT OF COMMERCE National Institute of Standards and Technology Commentury, Margaret 20889

August 8, 2019

Raymond G. Tiemey Mai, USAF Haymond G. Hemey, Nag. USA-Director, Federal U-2 Laboratory 96° Recomassance Squadron 19301 McGregor Street, Building 1025 Beat AFB, CA 95909

Thank you for the opportunity to meet with you and your least on August 6, 2018, regarding the written expans submitted to NVLAP on May 7, 2019, for the development of a NVLAP accessed to the objective propriet of the NVLAP. The sea of security to develop the opposite program for special development of the objective propriet program for special development of the objective program of the seating concepts of the objective program of the seating concepts and again an understanding of the leading concept that would be enterconspected by part of the proposed LAP.

Based on our discussions and in occordance with NST Handbook 150, § 2.1.3.5, INNLAPs need top jo to consult with interrobod parties through a public workshop in an effort to determine the need for the proposed program. As agreed, we have outlined a tentative date of November 14, 2010 to had files pagitic analysis.

The NVLAP team and Hock forward to the opportunity for further collaboration with you and your team. We will be in touch with you in the coming weeks as we begin the development of the federal register notice to announce this public workshop.

Kind Reards

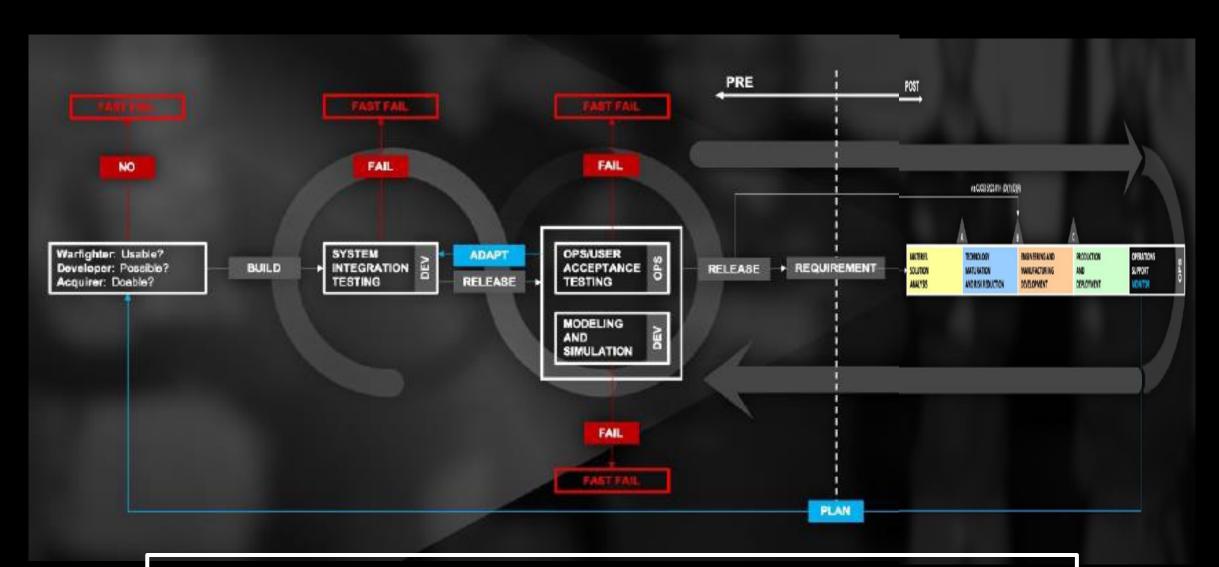
Topa Lamer

Chief, National Voluntary Laboratory Accreditation Program (NVLAP)



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NIST Federal Warfare Systems – process model NIST Handbook 150-872



Fueling the culture of innovation to accelerate fielding of capability

- Strengthen partnerships across Operational, S&T, and Acquisition communities
- Increase diversity of thought
 - Expand commercial marketplace outreach via OT consortia, RFIs, PIA
 - Conduct broader market research across multiple security levels
 - Create more competitive marketplace spirit of "cooperatition"
- Enable independent organic sounding board (with users <u>and</u> offerors)
 - Assess intellectual property terms & data rights
 - Evaluate options as a 'smart buyer' and 'honest broker'
 - Dovetail S&T-informed ideation & Ops-informed experimentation
- Establish continuous pathways for rapid prototyping and experimentation

Questions?



Headquarters Air Combat Command

HQ ACC Industry Collaboration Day: ACC/A2

Mr. Allen Kimball ACC/A2 Technical Director Oct 2021

(ACCA2.A2.TechnicalDirector@us.af.mil)



ACC/A2 Requirements Focus: Kill Chain Automation

- Goal: Automate processes without human delays/errors and facilitate increased data flow in real-time/near-real time for C2/Fires processes and platforms
- ACC/A2 priorities include modernizing (automating) intelligence within the AF kill chain
 - Material and Non-Material mission needs for intelligence tools,
 TTP, & training
 - Prefer flexible effective capabilities over perfect solutions
- ACC/A2: Lead MAJCOM for Analysis, Targeting, and Collection Management
 - Aligns w/JADC2 Sensing Grid: Sense-Making, Orchestration, and Info Integration
 - Consistent access, infrastructure, & support across the enterprise
 - ACE, Reach-back, Distributed, Centralized



ACC/A2 Kill Chain Automation Efforts

- Integrated capabilities, data, processes
 - AF Weapon systems Intelligence Community
 - C2/Fires TTP Joint and Service Programs
- Automated intelligence functions (man On the loop, not In the loop):
 - Order of Battle/Disposition of Forces tracking
 - Battle Damage Assessment
 - Target Coordinate generation
 - Human Language Translation
- ISR Planning, Feasibility, Prioritization, and Tasking Tools
- Increased Publically Available Information access & tipping capability
- Bi-directional easily accessible Cross-Domain Solutions



ACC/A2 Kill Chain Automation Efforts

- Realistic training opportunities with Intelligence personnel as the primary training audience
 - Test intelligence tradecraft and tools at scale
 - Maintain pace with current intelligence technology
 - Link flying wing, ISR wing, and TACS intelligence training
 - Field rapidly adaptable threat replicators/emitters
 - Automated updates to core threat data and Intel TTP references
- Assistance monitoring, testing, and incorporating new technology & innovation solutions
 - Intelligence Innovation Marketplace
 - Data Literacy
 - Real-world data and tool test environment
 - Automation, Augmentation, and Artificial Intelligence ("AAA") opportunities



Thank you

QUESTIONS



Headquarters Air Combat Command

ACC Command Surgeon (ACC/SG)



Col Mark Coakwell ACC/SGR

This Briefing is: UNCLASSIFIED



SALIENT CHARACTERISTICS



- Provide Ground Medical Support in various environments from (-40 to 120 degree environments)
- Support or enable Prolonged Field Care in the future fight (medic & non-medics)
- Possess some or total organic capabilities when deploying far-forward
- Must be lighter, leaner, modular, scalable and highly agile to enable medic & non-medics to operate in contested, degraded and operationally-limiting environments (snaplink)
- Shall be interoperable with En Route Care & Joint equivalent systems; TRL 8/9 or COTS to GOTS capable
- FDA Approved, MIL STD 910 Approved/Ready



SPECIFIC INTEREST AREAS



- Arctic Medical Capabilities
 - Dry Decon for HAZMAT / CBRN Use
 - Waterless Wound Care & Instrument / Supply Sterilization
 - Thermoregulation of Medical Supplies & Equipment to store and transport in various environments (< -40 degree and >110 degree environments)
- Reduction of Expeditionary Med Log Burden
 - Reduced to No-cold storage & transport of medical supplies
 - Less BOSI dependence / self-generating & sustaining BOSI to produce IV drugs & fluids in the field (autonomous systems)
 - 3D Printing of medical supplies or equipment parts



SPECIFIC INTEREST AREAS



- Expeditionary Telemedicine
 - Must be able to support Point of Need (PoN) to Role 2 Enhanced (R2E) levels of Care
 - Autonomous Combat Communication systems that can support high fidelity audio/video telemedicine in the field
 - *Man-portable, interoperable* with existing Joint Operational Virtual Health Systems (i.e. JOMIS, MHS-Genesis, BATDOK)
 - Devices shall be at least TRL 8/9 and RMF pre-qualified
- Other Clinical Requirements
 - Equipment to DIAGNOSE Compartment Syndrome



VENDOR REQUIREMENTS



- Interested parties / vendor must have the following information ready during one-on-one meeting:
 - Demo of concept / product must target its pitch towards the stated salient characteristics
 - State Technology Readiness Level (TRL)
 - Required support from government and costs
 - Potential cost-savings or positive impact to the government
 - Any Subprime or Developmental Partners Required
 - If applicable, state FDA, StF, RMF and all other regulatory status or demonstrate pathway towards approval
 - Ability and/or timeline to produce low quantities
 - Commercialization Plan for large production and future cost determinations



ACC/SGR Points of Contacts



- Mr. Bryan Cole, GS-12, Program Analyst
- Maj Maira Malhabour, Deputy Chf, Med Modernization

Email: <u>acc.sgr@us.af.mil</u>

Telephone: 757-225-0945

Address: ACC/SGR

162 Dodd Blvd. Bldg 546

Langley AFB, VA 23665



Headquarters Air Combat Command

HQ ACC Industry Collaboration Day: ACC/A3

CMSgt Joseph Rust Senior Enlisted Leader A3TO

Lumbar Support for Ejection Seat Aircraft

- Problem Statement: Aircrew are utilizing commercial off the shelf products for lumbar support and seat cushion supports due to long duration missions leading to higher rates of chronic neck/back pains.
- Previously approved MXU-22P inflatable lumbar support cushion no longer being produced.
- Does Industry possess ejection approved Lumbar Support Solutions?



MXU-22P historic design. (no longer

manufactured since 2015-2017)

Specifications: 58F3580

Stock Number: 8475-657-3557

Tech Order: 14P3-12-1

Requirements for Lumbar Support

- Lumbar pad should be designed to securely attach to the harness of the seat type parachutes or back pad of back type parachutes. Velcro attachment material can help prevent movement of the pad during maneuvers and for ease of discarding/removal.
- The pad should be able to be fitted into the small of the back with modern ejection seat systems such as ACES II/III and MB seats like the US16E in the F-35.
- Desired dimensions should be an inflatable bladder roughly 12 inches wide and 10.5 inches long.
- The bladder should be incased in a cover of oxford Nylon or other flight approved flame resistant material.
- Bladder should be able to be inflated and deflated to the firmness desired by means of a hand operated inflation blub and bleeder valve for ease of maintenance. Alternative electronic versions may also be acceptable but may increase cost.
- Bladder needs to be constructed to achieve a quality level that it will not explode under decompression to 1.6 PSI and be able to sustain shape given typical aircraft G loads and a 200lbs operator.
- Note: pneumatic bladders strength is that one size fits most but in an emergency, it could be less safe than a static cushion due to expansion during ejection and potentially increasing the load on the spine/shoulders.

Requirements for Lumbar Support

- Non-pneumatic bladder options also exist in industry and can be safer for ejection as well as reduced maintenance costs.
- Shape and sizes required vary significantly due to body shape so a variety of products may be needed.
- Rough dimensions would be approximately 12 inches wide with 10.5 inches long with thickness differing by operator. Suggested 2-4 inches thickness with increments of 0.5 inch for variety.
- Construction preferred to be rate dependent memory foam (multiple brands such as Temper/Confor/purple available in industry) or other polyethylene foam in a fire retardant shell consistent with aviation seat cushion standards for flammability and compressibility.
- Thermal effects on the human body should be a consideration i.e. material should allow some air circulation to ensure temperature remains cool and comfortable over prolonged use (>6hrs). Advanced static mattress materials used in medical settings can be a good place to start developments.
- Cushions should be able to be secured to the existing ACES II/III seats and MB standards US16E seats. Typically Velcro attachments will be preferred.



Thank you

QUESTIONS

Headquarters Air Combat Command

Cyberspace & Information Dominance (ACC/A6)



Col Lawrence Hager ACC/A62-2



This Briefing is: UNCLASSIFIED



Specific Interest Areas



- We are interested in evaluating new deployable communications capabilities to include:
 - Software defined radio systems
 - Satellite systems/ground terminals
 - 4G/5G systems
 - Tactical edge servers
 - Tactical voice/data baseband units
 - Radio over IP crossbanding
 - Tactical WiFi systems
- We are looking for smaller, lighter, more agile systems with increased capabilities and lower total ownership cost
- All items must be packaged for transport on commercial aircraft
 - Must be small form factor and less then 66 lbs (30 Kg) for international travel



ACC/A6 Points of Contact



MSgt Travis Crowell

TSgt James Stott

E-mail: <u>ACCA6.A6OK.ExpeditionaryComm@us.af.mil</u>

Address: ACC/A6OK

180 Benedict Ave, Bldg 556

Langley AFB. VA 23665



Connecting to AF and DoD



Air and Space Forces Science & Technology (S&T) Front Door

- Connects potential partners (entrepreneurs, small business, industry, academia) with experts and opportunities
- Also contains an internal-to-AF SME profile repository and search engine
- Goal is to rapidly connect SMEs to ideas for evaluation and potential collaboration
- View opportunities and submit ideas here: http://airforcetechconnect.org/

Defense Innovation Marketplace

- Provides info about Department investment priorities to better help industry plan IR&D investment projects
- Resource for info on Technical Interchange Meetings, SBIR/STTR, DoD innovation organizations, and service-specific opportunities
- Link https://defenseinnovationmarketplace.dtic.mil

Questions



