



Getting Started in Federal Government Contracting - How To Do Business With Air Mobility Command--Scott Air Force Base

“Mission Success Through Quality Acquisition Support”



OVERVIEW



- ➔ Contracting Agencies on Scott AFB
- ➔ Agency Information & Small Business Contacts
- ➔ How We Do Business
- ➔ Process Flow
- ➔ Where We Advertise and How to Gain Access
- ➔ How We Find You
- ➔ Contractor Requirements
- ➔ Base Security
- ➔ Q & A

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Contracting Agencies on SAFB



- 375th Operational Contracting Squadron
- 763rd Specialized Contracting Squadron (AMC)
- Defense Information Technology Contracting Office (DITCO)
- National Guard (126th Air Refueling Wing)
- United States Transportation Command (USTC)
- Military Surface Deployment & Distribution Command (SDDC)

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Agency Information



➡ 375th Operational Contracting Squadron:
Acquires supplies, services, and facilities in support of the 375th Airlift Wing and tenants on Scott AFB – FY18 spend was \$106M.

➡ Goods & Services: \$59M

➡ Construction: \$20M

➡ IT \$32M

➡ Purchase Card Program \$27M

➡ SB POC: Mr. Ted Bealer (618) 256-9322

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Agency Information



375 CONS Con't

- ☞ Call with questions, comments or suggestions
- ☞ Make appointment to present company literature and capabilities and to meet our staff
- ☞ Flight Chiefs:
 - ☞ Construction – Rodney Brown (618-256-9323)
 - ☞ Commodities & Services – Jeremy Vasquez (618-256-9315)
 - ☞ Plans & Programs – Penny Boggis (618-256-9275)

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Agency Information



- AMC Director of Small Business:
 - Elizabeth Cardenas (618-229-0401)
- 763rd Specialized Contracting Squadron: Acquires supplies and services in support of Air Mobility Command wide buys; specializing in complex acquisitions and unique requirements - \$200M annually.
 - IT Services, Environmental, A-76 Studies
 - SB POC: Lee Mutschler (618-256-9965)
- DI TCO: Acquires long haul telecommunications services and IT services products for the DoD & other federal agencies.
 - SB POC: Brenda Leonard (618-229-9667)

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Agency Information



- ➡ National Guard: Acquires supplies and services in direct support of the 126th Air Refueling Wing, facilities from Springfield IL
 - ➡ SB POC: Lt Col Milton Ware (217-761-3553)
- ➡ US Transportation Command: Acquires IT, RDT&E, A&AS, and contracts in support of Airlift, Sealift, and other transportation-related requirements.
 - ➡ SB POCs: Suzanne Muddyarber (618-220-7042)

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HOW WE DO BUSINESS (375CONS)



- ➡ Requirements under \$10,000 – Government Purchase Card
 - ➡ 600+ Card holders base-wide
 - ➡ 28K individual actions annually - ~\$27M
- ➡ Requirements over \$10,000 are purchased using a variety of methods depending on the individual request
 - ➡ Request for Quotes (RFQ) – Verbal, fax, WWW
 - ➡ Request for Proposals (RFP) – FedBizOpps
 - ➡ Federal Supply Schedules / Agency Contracts
 - ➡ Competitive or Sole Source
 - ➡ Multiple Award IDIQ Programs

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HOW WE DO BUSINESS (375CONS)

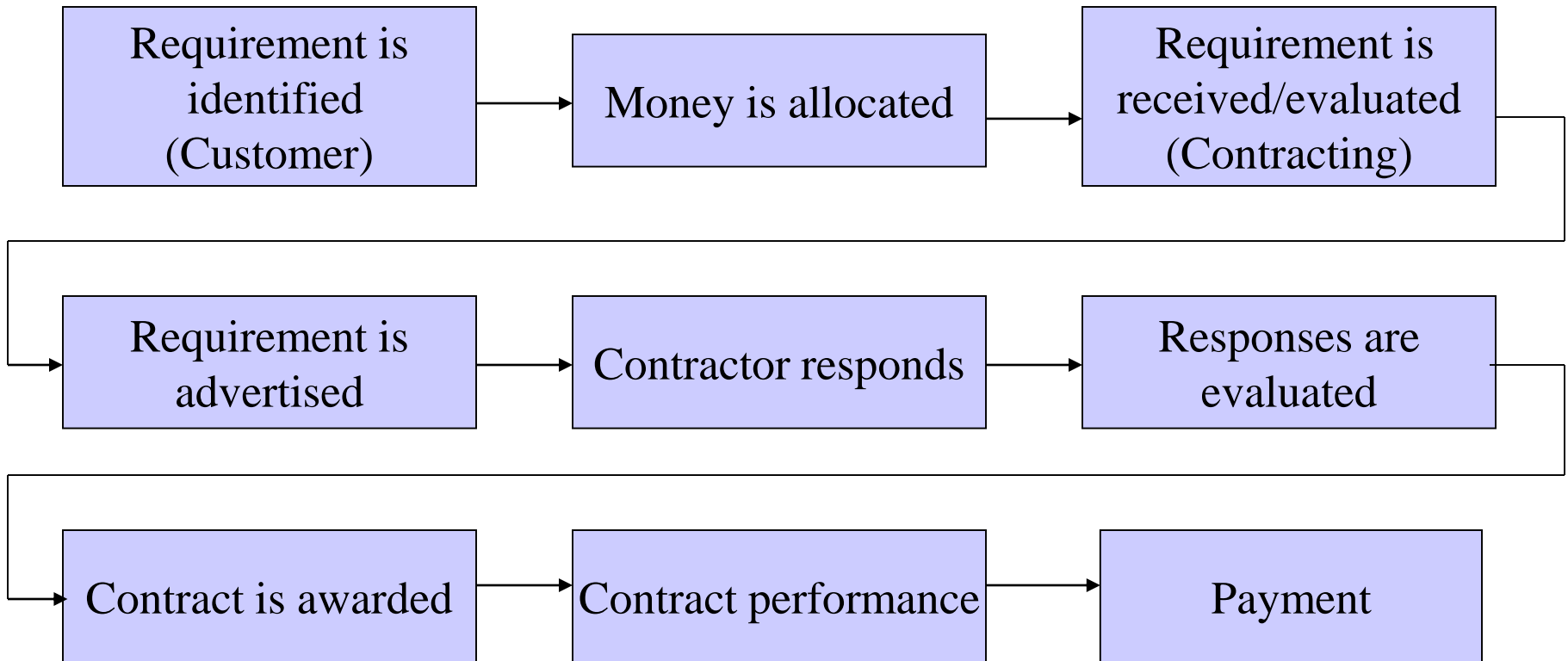


- ➔ **Competitive procurement using “best value”**
approach: Price Performance Trade Off
- ➔ Requests for Proposals
 - ➔ Monitor FedBizOpps for opportunities, changes, and pre-proposal conferences/site visits
 - ➔ Read all pages of the request for proposal (RFP)
- ➔ Past Performance
 - ➔ Strong emphasis
 - ➔ References will be contacted

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Process Flow



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WHERE WE ADVERTISE



- All synopsis/solicitations are electronically posted to the Federal Business Opportunities website:
www.fbo.gov
- Select FedBizOpps Vendors
- Scroll down to USAF under Acronym
- Select Air Mobility Command – Locations
- Select Posted Dates for the site of preference
- Notification services are also available on the website that allow contractors to register for specific product service classifications for individual or all federal sites.

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HOW WE FIND YOU (375CONS)



- **Customer's Suggested Source of Supply**
- System for Award Management (SAM) Database
 - SAM is the primary vendor database for doing business with the Federal Government
 - 375 CONS uses the Dynamic SB Search Tool
- Sources sought requests using Fedbizopps web site
- Other Federal organizations (Air Force Bases, etc.)
- Thomas Register, Yellow Pages, etc.

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CONTRACTOR REQUIREMENTS



- System for Award Management (SAM) Registration
 - <https://www.uscontractorregistration.com/>
 - You must have an active registration in order to be awarded a government contract. Keep information current and renew annually; the Defense Finance & Accounting Service (DFAS) uses CCR information to make vendor payments. Expired registration will stop all contract payments.
 - Assigns Commercial & Government Entity (CAGE) code
- Wide-Area Work Flow - AF mandated for invoicing

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CONTRACTOR REQUIREMENTS



- Data Universal Numbering System number
 - Provided by Dun & Bradstreet at no charge
 - Call 1-800-333-0505 or <http://www.dnb.com>
- North American Industry Classification System (NAICs) code
 - 6 digit number that identifies your business sector
 - <http://epic.od.nih.gov/naics/index.asp>

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Where to Get Advice



Illinois PTAC of Western Illinois

Director: Theresa Ebeler

347 Covington Drive, Suite C.

Waterloo, IL 62298

618-420-8313

tl-ebeler@wiu.edu

Website:

<https://www.iira.org/procurement-technical-assistance-center/>

To locate a office near you visit

www.ilsmbiz.biz/ptacnearme

To sign-up to the program visit:

<http://ilsbdc.ecenterdirect.com/>



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SECURITY



- ➡ Enhanced Security Measures
 - ➡ Different Force Protection Conditions
 - ➔ A - B - C - D
 - ➔ Delays
- ➡ Visitor and Vehicle Pass Procedures
 - ➡ Base Rules - Driver License, Proof of Insurance, Vehicle Registration
 - ➡ Traffic Provisions - loss of base access
 - ➡ Contractor Employee Background Checks
 - ➡ Cell Phone Policy - Hands-free only while driving

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☞ ANY QUESTIONS?

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