Air Force Civil Engineer Center

2016 SAME Southeastern Tri-Regional JETS

Lt Col Mat Brennan
JB Charleston
13 Oct 16

Battle Ready...Built Right!
Overview

- Small Business Awards
- Source Selection Lessons Learned
- AFCEC Contract Toolbox
AFCEC Joint Base San Antonio
Small Business Awards

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<thead>
<tr>
<th></th>
<th>SB</th>
<th>SDB</th>
<th>WOSB</th>
<th>HBZ</th>
<th>SDVOSB</th>
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<tbody>
<tr>
<td>FY16 Goal</td>
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<td>14%</td>
<td>6%</td>
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<tr>
<td>FY16 3rd Qtr</td>
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SB - Small Business
SDB - Small Disadvantaged Business
WOSB - Woman Owned Small Business
HBZ - Hub Zone Small Business
SDVOSB - Service Disabled Veteran Owned Small Business
AFCEC Tyndall
Small Business Awards

For Official Use Only

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Source Selection
Lessons Learned

• OVER $14.6B IN CONTRACTING CAPACITY AT AFCEC

• Explain STRENGTHS proposed and respective benefits to exceeding the minimum requirements – the Trade Off

• Explain RISK MITIGATION proposed

• Explain your ability to meet requirement
  – Can only evaluate what is in proposal!

• Strictly comply with terms and conditions of the solicitation

• Strictly comply with due date / method / place for submission

• Acknowledge any amendments

• Ask questions when offered
  – Question any ambiguities
Source Selection

Lessons Learned

• Attend site visits when available
• Craft offer on evaluation factors in solicitation (section M)
• Lead with best offer – assume discussions will NOT occur
• Past performance is important – maintain a database of previous work
• Provide accurate, current, complete cost and pricing data
• Requests a debriefing – get immediate lessons learned
AFCEC Contract Toolbox
Business Opportunities

• All AFCEC Business Opportunities are posted at FedBizOpps.gov

• AFCEC Enterprise Procurement Division can provide additional information on current AFCEC contracts

• VENDOR MEETING REQUESTS: Meeting requests with AFCEC directors and division chiefs can also be arranged by sending a message to the email below

Contact AFCEC Enterprise Procurement Division at UDG_AFCEC_CPE@us.af.mil
Business Opportunities

Construction Tasking Order and other Business Opportunities:

www.afcec.af.mil