375th Contracting Squadron
Partnering With Small Business

AMC’s Showcase Wing…Enabling Rapid Global Mobility
Overview

- Who We Are, Our Mission & Vision
- Key Decision Makers
- How to Find Opportunities
- Acquisition Strategy
- Program Updates
- How to Market Your Firm

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375th Contracting Squadron

- One of 4 Contracting Agencies on SAFB
- One of 5 Squadrons under the Mission Support Group, 375th Air Mobility Wing
- Contracting Authority/Support flows from AF Installation Contracting Agency
- Staff of 54 Authorizations, approximately 60/40 civilian/military ratio
- Two Major Buying Flights and a Support Flight
  - Commodities & Services Flight
  - Construction Flight
  - Plans & Programs Flight
Mission/Vision/Priorities

▪ United States Air Force:
  ▪ Mission: Fly, Fight, Win...in Air, Space, and Cyber Space
  ▪ Vision: The World’s Greatest Air Force...Powered by Airmen...Fueled by Innovation

▪ Air Mobility Command
  ▪ Mission: Provide Global Air Mobility...Right Effects, Right Place, Right Time
  ▪ Vision: Unrivaled Global Reach for America...Always!

AMC’s Showcase Wing...Enabling Rapid Global Mobility
Mission/Vision/Priorities

- 375\textsuperscript{th} Air Mobility Wing:
  - Mission: AMC’s Showcase Wing…Enabling Rapid Global Mobility
  - Vision: America’s Premier Mobility Team…Leading through Deliberate Balance, Risk Management, Innovation, and Connectedness
  - Priorities:
    - Execute and Strengthen the Mission
    - Develop and Care for Airmen and Families
    - Strengthen Mission and Community Partners
Mission/Vision/Priorities

- 375<sup>th</sup> Contracting Squadron

  ▪ **Mission:** Deliver Innovative, Agile, and Best Value Acquisition Support to Enable Rapid Global Mobility

  ▪ **Vision:** One team providing sustained acquisition excellence through deliberate innovation
Key Decision Makers

Squadron Leadership:

- Commander: Lt Col Chad Sessler
- Director, Business Ops: Ted Bealer
- Superintendent: SMSgt Thomas Adams
- Unit Program Coordinators: Melissa Manning & Steffani Simkins
- Chief, Commodities & Services: Amber Gildon
- Chief, Construction: Rodney Brown
- Chief, Plans & Programs: Penny Boggis
- Appointed Contracting Officers
How to Find Opportunities

- GSA Advantage
- Multiple Award IDIQ Contract Holders
- Commercial/Industry Publications
  - Dodge Reports (construction project leads)
  - Southern Illinois Builders Association
- Self-Marketing – Come See Us!
Bidders Lists

- Government does not maintain bidders lists! Register in SAM!!!
- Opportunities are driven by competing requirements, priorities, and funding constraints (and they change all the time)
- Need to be dialed in to FedBizOpps!
  - Task Orders are not advertised
- Companies may self-market
ACQUISITION STRATEGY

• Market Research
  • Small business focus

• Contract Methods
  • Architect-Engineer IDIQ
  • Multiple Award Construction Contract
    • Design-Bid-Build
    • Design-Build
    • Renovate (No Design)
  • Multiple Award Paving Contract
  • Painting Multiple Award Contract

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PROGRAM UPDATES

■ FY18 MACC AWARDED!!!
  ▪ 5-year $90M ceiling
  ▪ 14 IDIQ contract awards
  ▪ 5 Reserved for 8(a) firms
  ▪ Performance Period through Aug 2023

■ FY19 MAPC
  ▪ Target solicitation release: 1 May
  ▪ Watch FedBizOpps
  ▪ Target award: 15 Aug (or sooner!)
  ▪ Base year + 4 options
PROGRAM UPDATES

Architect Engineer Services:

• Analyzing strategy/way forward
• Researching available design support/execution options
• May extend current IDIQs 6 months with remaining ceiling/capacity
Marketing Tips

- Build Your Resume, Profiles, Capabilities
- Keep Accurate Past Performance Records
- Watch FedBizOpps!
- Stay Engaged, Attend Pre-bid conferences
- Market services to IDIQ Awardees
Any Questions?