Air Force Installation Contracting Agency

Integrity - Service - Excellence

Air Force Installation Contracting Agency (AFICA)
SAME/SMPS Industry Day
27 April 2017

Col Severin Blenkush
Director of Contracting
Overview

- Organizational Structure and Locations
  - AFIMSC/AFICA Structure
  - AFICA Mission Areas
    - MAJCOM Support
    - Mission Execution
    - Enterprise Sourcing
    - Expeditionary Operations
  - Spend Data
  - AFICA Construction Contracting Vehicles
  - Wing Level Construction Contracting Vehicles
    - What’s Used in AMC
Note: The below graphic is intended to represent a map of operational contracting units and does not depict any lines of command or contracting authority.

Staff: 186
Direct Execution: 3053

Operational Contracting Units Receiving Contracting Authority from AFICA
Operating Location AMC
Scott AFB, IL

KM Staff

Our Installations
Above Wing and Enterprise Wide

763rd SCONS

EOD Support Services

Aircrew Training
AFICA Mission Area: MAJCOM Support
What/How/Who

What: Contracting staff and execution support
- MAJCOM mission partner/problem solver
- Senior Contracting Official (SCO) for MAJCOM/COCOMs

How: Co-located OL w/ reachback & interdependence w/ other OLs
- Provide acquisition solutions—”gateway” to needed inorganic capabilities
- Ensure acquisitions are timely, legal, FAR compliant, & cost-effective
- FAM, clearance, pricing, GPC, performance mgt, policy, training, MAJCOM Functional Manager (MFM), MIPR reviews, competition advocate, ombudsman, Functional Rqmts Board (FRB), Small Business mgt

Who: AFICA OLs and HQ
- OL Director, small staff on site, reachback (HQ, HR, FM, OLs, other)

Business/Contracting Problem Solver for Commander
AFICA Mission Area: Mission Execution

What/How/Who

- **What:** Direct support of installation and mission acquisition (Wing & Above-Wing)
  - Specialized contracting/enterprise solutions
  - Execution role in award of contracts to meet Wg/CC & MAJCOM/CC mission
  - Provide GCA and HCA execution oversight
- **How:**
  - Ensure acquisitions are legal, FAR compliant, & cost-effective
  - Clearance, pricing, GPC, performance mgt, source selections
  - Agile acquisition execution (SCONS and CONS level)
  - Functional support to CONS as needed
  - Establishing effective and efficient processes
- **Who:** CONF, CONS, SCONS, ESSs, OLs, AFICA Staff
AFICA Mission Area: Enterprise Sourcing
What/How/Who/Why

- **What:** Applying critical thinking and a structured, data-driven process to deliver business solutions at every level that improve cost efficiency and mission effectiveness

- **How:** Partner with requirements owners to execute cost savings initiatives and strategic sourcing at local, regional, or enterprise levels
  - Proven 7 Step Strategic Sourcing process
  - Implement solution (strategic contract, demand policy, standardization, etc.)

- **Who:** Everyone

- **Why:** Better Operational Buying Power

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“We’ve got to find a way to lower the cost of installations”
– Gen Mark Welsh, CSAF, WPAFB, 8 Jun 15
Expeditionary Operations (ExOps) is the process of planning for and obtaining supplies, services, and construction from commercial sources in support of joint operations. It includes Contingencies (all levels), Humanitarian Assistance, Disaster Relief and Local Emergencies.

Three areas of ExOps: EO is NOT just contracting.

<table>
<thead>
<tr>
<th>Contract Support Integration</th>
<th>Contracting Support</th>
<th>Contractor Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>The coordination and synchronization of contracted support executed in a designated operational area in support of the joint force.</td>
<td>The coordination of contingency contracts and the execution of contracting authority to legally bind commercial entities in support of DoD operational requirements.</td>
<td>The oversight and integration of contractor personnel and associated equipment providing support to the joint force in a designated operational area.</td>
</tr>
</tbody>
</table>

Warfighters’ Requirements…Commanders’ Effects!
AMC Total Spend FY14-16: $2,856,834,988
AMC Total # of Actions FY14-16: 32,574

AMC % Competed Actions FY16: 79.5%
AMC % Competed Spend FY16: 82.9%

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spend</td>
<td>$1,028,430,066</td>
<td>$886,904,210</td>
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</table>
## Socio-Economic Spend Data

<table>
<thead>
<tr>
<th>FY</th>
<th>8(a)</th>
<th>HubZone</th>
<th>Women Owned SB</th>
<th>SDVOSB</th>
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<tbody>
<tr>
<td>2014</td>
<td>$101,588,602</td>
<td>$46,037,678</td>
<td>$154,106</td>
<td>$48,599,788</td>
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<tr>
<td>2015</td>
<td>$91,166,526</td>
<td>$27,214,779</td>
<td>$378,826</td>
<td>$40,213,244</td>
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<tr>
<td>2016</td>
<td>$109,328,849</td>
<td>$31,088,022</td>
<td>$871,865</td>
<td>$21,663,412</td>
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</tbody>
</table>
## Air Force Construction Vehicles

<table>
<thead>
<tr>
<th>Definition</th>
<th>Application</th>
</tr>
</thead>
</table>
| **772 ESS A&E 2013 DCS** | IDIQ contracts for Architect-Engineering for Design and Construction Services (DCS)  
Program Office Info: AFICA.A-E13.DCSContracts@us.af.mil | Program Scope: Includes requirements for A-E services in support of the Air Force Civil Engineer’s Military Construction, Military Family Housing (to include Military Housing Privatization Initiatives), Sustainment, Restoration and Modernization program areas (SR&M), and other areas of support. |
| **772 ESS SATOC** | IDIQ contracts for Sustainment, Restoration & Modernization Task Order Contract (SATOC) competed among 18 Large and Small business pool of awardees.  
Program Office Info: Mr. David Woodford 850-283-6327  
TSgt Michael Kilbourn 850-283-6818 | Includes SR&M requirements and may include conceptual design, construction, implementation, demolition, standalone demolition, repair, etc. $2K-$5M. |
| **CECC Roofing Replacement and Repair Strategic Sourcing** | Regional Multiple Award Indefinite Delivery Indefinite Quantity (IDIQ) Contracts IN FIVE CONUS REGIONS with Total Small Business Set Asides and 8(a) Pools.  
Program Office Info: AFICA.Roofing@us.af.mil  
Phone: 937-257-4823 | The Roofing strategic sourcing project is focused on replacement and repair of existing installed assemblies (excludes new construction projects associated with MILCON, BRAC, etc.) For the purposes of this project, roofing includes eleven commercial low-slope and steep slope roof types identified in UFC 3-110-03 for AF-hosted, active duty CONUS facilities. |

**Strategic Sourcing Launch Pad**  
## Wing Level Construction Vehicles

<table>
<thead>
<tr>
<th><strong>Definition</strong></th>
<th><strong>Application</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MATOC</strong></td>
<td>IDIQ contracts for construction with task orders competed among a pool of awardees.</td>
</tr>
<tr>
<td><strong>MACC</strong></td>
<td>IDIQ contracts for construction with task orders competed among a pool of awardees.</td>
</tr>
<tr>
<td><strong>SABER</strong></td>
<td>IDIQ contract (single award) for construction with task order pricing based on a UPG; Expedites CE requirements; reduces CE design work.</td>
</tr>
<tr>
<td><strong>COCESS</strong></td>
<td>IDIQ Requirements contract that provide a simplified method for Civil Engineer personnel to purchase materials.</td>
</tr>
<tr>
<td></td>
<td>MATOC</td>
</tr>
<tr>
<td>----------------</td>
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</tr>
<tr>
<td>375 CONS Scott</td>
<td></td>
</tr>
<tr>
<td>628 CONS JB Charleston</td>
<td></td>
</tr>
<tr>
<td>19 CONS Little Rock</td>
<td></td>
</tr>
<tr>
<td>87 CONS JB MDL</td>
<td></td>
</tr>
<tr>
<td>436 CONS Dover</td>
<td></td>
</tr>
<tr>
<td>92 CONS Fairchild</td>
<td></td>
</tr>
<tr>
<td>22 CONS McConnell</td>
<td></td>
</tr>
<tr>
<td>6 CONS MacDill</td>
<td></td>
</tr>
<tr>
<td>319 CONF Grand Forks</td>
<td></td>
</tr>
<tr>
<td>763 SCONS HQ AMC</td>
<td></td>
</tr>
</tbody>
</table>
Construction Tasking Order (CTO)

- The Centralized Portfolio Management Process Must...
  - Fulfill Our Commitments – Put the next $$$ against the AF’s greatest risks
  - Meet Obligation Rates – Always ready to spend when $$$ arrives
  - Be Consistent – Plan 3-years ahead to enable efficiencies of centralization

- Key to Victory: A Sustainable, Well-communicated process
CTO Timelines

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
<td>2Q</td>
<td>3Q</td>
</tr>
<tr>
<td>FY16</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CTO</td>
<td>Execute</td>
<td>C/O</td>
<td></td>
</tr>
<tr>
<td>FY17</td>
<td></td>
<td>Plan</td>
<td>Execute</td>
</tr>
<tr>
<td>CTO</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>FY18</td>
<td></td>
<td>Plan</td>
<td>Execute</td>
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<tr>
<td>CTO</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Today
Doing Business with AFICA
763 SCONS

- 763 SCONS Contract Execution Support
  - Complex Services
  - AMC-Wide / Multi-Base Mgmt
  - Enterprise Sourcing

- Acquisition Methods
  - NETCENTS 2
  - AMCAAS
  - FedBizOpps
  - ESI
  - A-E MAC
  - OASIS

- Doing Business with AFICA:
  http://www.wpafb.af.mil/afica

- Federal Business Opportunities (FBO)
  https://www.fbo.gov

AFICA-OL AMC
Director of Contracting
Col Severin J. Blenkush II

AFICA-OL AMC
Senior Procurement Analyst
Mr Gregg Oneal

763 SCONS Director
Mr Greg English

763 SCONS DBO
Mr Eric Hassenplug

Small Business Specialist
Ms Connie Robben
connie.robben@us.af.mil
618-256-9953

FBO
https://www.fbo.gov
Questions?
The Business Intelligence Competency Cell (BICC) provides actionable business intelligence to Air Force Cost Owners through the application of business intelligence tools, techniques, and methods that enable Cost Owners to manage installation costs in the most effective and efficient manner.

BICC Tools
- Category Manager Repository
- Operational Contracting Repository
- AF Business Intelligence Tool (AFBIT)
- Training Tools and Templates
- Data Request Page
- Industry Intelligence Reports
Business Intelligence Competency Cell (BICC)

We need to accelerate our efforts to characterize the “does cost/should cost” GAP.
AFICA Organizational Structure

HQ AFICA
OL Staff
Specialized CONs
Enterprise CONs
AFMC/CC
AFIMSC/CC
AFMC/SB
AFICA/CC (O-7)
Commander
AFICA/CA (SES)
Director Contracting
AFICA/DS (O-6)
Director of Staff
Chief Enlisted Manager
AFICA/KX
Resource Mgt Dir
(WPAFB)
AFICA/KP
Policy & Acq Support Dir
(WPAFB, JBSA-L & Pentagon)
AFICA/KA
Strat Plans & Comm Dir
(WPAFB)
AFICA/FM
Financial Mgt Dir
(WPAFB)
AFICA/SB
Small Business Dir
(WPAFB)
Small Business OLs
(JBSA-L, JBSA-R, & Ft Belvoir)
AFICA/KG (OL GSC)
(Barksdale AFB)
AFICA/KO (OL SOC)
(Hurlburt Field)
AFICA/KU (OL AFE)
(Ramstein AB)
AFICA/KH (OL PAC)
(JB PH-Hickam)
AFICA/KC (OL ACC)
(JB Langley -Eustis)
AFICA/KS (OL SPC)
(Peterson AFB)
AFICA/KT (OL AET)
(JBSA-Randolph)
AFICA/KM (OL AMC)
(Scott AFB)
AFICA/KD
Commodity Councils
(WPAFB, Gunter Anx & JBSA-L)
14 Directorates
5 Specialized Contracting Squadrons/Flights
3 Enterprise Sourcing Squadrons
17 Operating Locations (2 Countries, 11 States)
AFICA/KA
Strat Plans & Comm Dir
(WPAFB)
AFICA/FM
Financial Mgt Dir
(WPAFB)
AFICA/SB
Small Business Dir
(WPAFB)
Small Business OLs
(JBSA-L, JBSA-R, & Ft Belvoir)
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(Ramstein AB)
AFICA/KH (OL PAC)
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AFICA/KC (OL ACC)
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AFICA/KD
Commodity Councils
(WPAFB, Gunter Anx & JBSA-L)
14 Directorates
5 Specialized Contracting Squadrons/Flights
3 Enterprise Sourcing Squadrons
17 Operating Locations (2 Countries, 11 States)
AF Services FY Obligations
By Portfolio Group

FPDS-NG As of 12 Oct 2015
## AMC Total FY13-15

<table>
<thead>
<tr>
<th>AMC Total Spend FY13-15</th>
<th>AMC Total # of Actions FY13-15</th>
<th>AMC % of MAJCOM Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,693,805,335</td>
<td>31,156</td>
<td>11%</td>
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## AMC % Competed Actions FY15

<table>
<thead>
<tr>
<th>AMC % Competed Actions FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>81%</td>
</tr>
</tbody>
</table>

## AMC % Competed Spend FY15

<table>
<thead>
<tr>
<th>AMC % Competed Spend FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>76%</td>
</tr>
</tbody>
</table>
Upcoming Opportunities

Air Mobility Command (AMC) SB Prime Contracts Projected – FY 16 - 18

$ 7M  JB McGuire-Dix-Lakehurst Exercise Support  SB Set-Aside  FY16
$ 2M  JB McGuire-Dix-Lakehurst Rubber Removal  HubZone Set-Aside  FY17
$ 22M  JB McGuire-Dix-Lakehurst Airfield Pavements SDVOSB Set-Aside  FY17
$165M  Little Rock AFB Mul. Awd. Construction  SB Set-Aside  FY16
$ 30M  MacDill AFB Mul. Awd. Task Order Contract  SB Set-Aside  FY15
$  9M  FOIA Support Services  SB Set-aside  FY16
$  50M  McConnell AFB Mul. Awd. Construction  SB Set-Aside  FY17
$ 14.8M  MacDill AFB Avon Park (BOS) Air Force Rang Comp 8(a)  FY16
$  30M  MacDill AFB Mul. Awd. Task Order Contract  SB Set-Aside  FY16
$ 183M  Civil Engineering Services  SB Set-Aside  FY17
$ 36.0M  Special Plans Working Group Support  SDVOSB  FY17
$  2.5M  Info Management/Info Technology (IM/IT)  SDVOSB  FY18

Website:  http://www.airforcesmallbiz.org
Central Call Center:  1-888-225-0448
Central Email Inquiry Center:  answerdesk@airforcesmallbiz.org

$ Are Estimates; Acquisition Lead Times Range From 18-30 Months
# Acquisition Pipeline

<table>
<thead>
<tr>
<th>Contract Title</th>
<th>Projected Award Date</th>
<th>Projected NAICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical IT Network &amp; Desktop Support Services</td>
<td>30-Sep-16</td>
<td>541519</td>
</tr>
<tr>
<td>Executive Airlift Communication Network (EACN) Support Services</td>
<td>30-Sep-16</td>
<td>517110</td>
</tr>
<tr>
<td>Wing LAN</td>
<td>1-Oct-16</td>
<td>541611</td>
</tr>
<tr>
<td>Joint Operation Planning &amp; Execution System (JOPES)</td>
<td>1-Oct-16</td>
<td>541611</td>
</tr>
<tr>
<td>Numbered Air Force Air &amp; Space Operations Center (NAF AOC)</td>
<td>1-Oct-16</td>
<td>541611</td>
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<tr>
<td>Geospatial IDIQ (AF-Wide)</td>
<td>1-Apr-17</td>
<td>541370</td>
</tr>
<tr>
<td>Consolidated Air Mobility Planning System (CAMPS)</td>
<td>1-Apr-17</td>
<td>TBD</td>
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<tr>
<td>MAF C2 Readiness Platform Support (RPS)</td>
<td>21-Apr-17</td>
<td>541611</td>
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<tr>
<td>A3D Program Management</td>
<td>13-Jul-17</td>
<td>541611</td>
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<tr>
<td>Application Infrastructure and Systems Support (AISS) III</td>
<td>1-Aug-17</td>
<td>541511</td>
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<tr>
<td>Data Link Aviation Support Services (DLAAS)</td>
<td>18-Aug-17</td>
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<tr>
<td>A6 Network &amp; Technology Support Services</td>
<td>1-Oct-17</td>
<td>541611</td>
</tr>
<tr>
<td>Mass Notification System (MNS)</td>
<td>1-Oct-17</td>
<td>541611</td>
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<td>1-Oct-17</td>
<td>541611</td>
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<tr>
<td>Mass Notification System (MNS)</td>
<td>1-Oct-17</td>
<td>541611</td>
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<tr>
<td>Threat Analysis and Response Cell (TARC)</td>
<td>30-Nov-17</td>
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<td>Air Refueling Liaison Office (ARLO)</td>
<td>31-Dec-17</td>
<td>541611</td>
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<tr>
<td>Integrated Technical &amp; Program Document Sustainment Svs (ITIPS)</td>
<td>1-Jan-18</td>
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<tr>
<td>Global Air Transportation Execution System (GATES)</td>
<td>31-Jan-18</td>
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<td>Program Requirements Development (PRD)</td>
<td>31-May-18</td>
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<tr>
<td>Functional Management Business Case Analysis Support (FM BCA)</td>
<td>15-Jul-18</td>
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<tr>
<td>A3OS – 18th AF Program Management Support</td>
<td>26-Sep-18</td>
<td>541611</td>
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<tr>
<td>Defense Enterprise Accounting &amp; Management Sys (DEAMS DCBS)</td>
<td>1-Oct-18</td>
<td>541511</td>
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<tr>
<td>Video Teleconference (VTC) &amp; Audio Video (AV) Maintenance</td>
<td>1-Oct-18</td>
<td>TBD</td>
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<tr>
<td>Advanced Computer Flight Plan (ACFP) Applications Support</td>
<td>1-Oct-18</td>
<td>TBD</td>
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<tr>
<td>Air Force Learning Resources Ctrs (LRCs) Integrated Logistics Support (ILS)</td>
<td>TBD</td>
<td>511210</td>
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