



375th Contracting Squadron

Partnering With Small Business



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Section Chiefs PKA Flight

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 Center**
- **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**

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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 Rapid Global Mobility...Right Effects, Right Place, Right Time!**
 - **Vision: Projecting Decisive Strength Across Contested Domains and Delivering Hope... Always.**

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Mission/Vision/Priorities



- **375th Air Mobility Wing:**
 - **Mission: AMC's Showcase Wing...Executing Rapid Global Mobility**
 - **Vision: Combat Ready, Showcase Worthy**
 - **Priorities:**
 - **Operate & Sustain Mission Capabilities**
 - **Prepare for Tomorrow's Operating Environment**
 - **Develop & Care for our Airmen and their Families**
 - **Foster Mission & Community Partnerships**

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Mission/Vision/Priorities



- **375th Contracting Squadron**
 - **Mission: Deliver innovative, agile, and best value acquisition solutions to execute rapid global mobility**
 - **Vision: One team providing sustained acquisition excellence through deliberate innovation**

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Key Decision Makers



Squadron Leadership:

- **Commander: Lt Col Christopher Jones**
- **Director, Business Ops: Jeremy Vasquez**
- **Superintendent: SMSgt Johnny Crawford**
- **Unit Program Coordinators: Andrea Adamsky & Tori Kincaid**
- **Chief, Commodities & Services: Keely Webb**
- **Chief, Construction: Lt. Chace Morris**
- **Chief, Plans & Programs: Penny Boggis**
- **Appointed Contracting Officers**



How to Find Opportunities



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

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Bidders Lists



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- **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 SAM.GOV Opportunities!**
 - **Task Orders are not advertised**
 - **Companies may self-market**
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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 Basic Purchase Agreement (BPA)**

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PROGRAM UPDATES



- **FY18 MACC**

- 5-year \$90M ceiling
- 14 IDIQ contract awards
- 5 Reserved for 8(a) firms
- Currently in Option Year 3
- Performance Period through Aug 2023

- **FY20 MAPC**

- 5-year \$45M ceiling
- 8 IDIQ contract Awards
- Currently in Option Year 1
- Performance Period through May 2025

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PROGRAM UPDATES



Architect Engineer Services:

- 5 separate A&E IDIQ contracts
- 5-year \$2.4M ceiling on each contract
- Currently in Option Year 1
- Performance period through June 2025

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Marketing Tips



- **Build Your Resume, Profiles, Capabilities**
- **Keep Accurate Past Performance Records**
- **Watch SAM.gov!**
- **Stay Engaged, Attend Pre-bid conferences**
- **Market services to IDIQ Awardees**

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Any Questions?

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