



WARNER ROBINS AIR LOGISTICS CENTER

4th Annual Requirements Symposium

Small Business Session

**Office of Small Business Programs
Warner Robins Air Logistics Center
Robins AFB GA**

November 8 - 9, 2006

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We're from the Government and We're Here to Help...



....No, Really!

AREAS OF DISCUSSION

- **Small Business Program**
- **Role Of SB Office**
- **WR-ALC SB Program Performance**
- **Website Tutorial**



SMALL BUSINESS PROGRAM

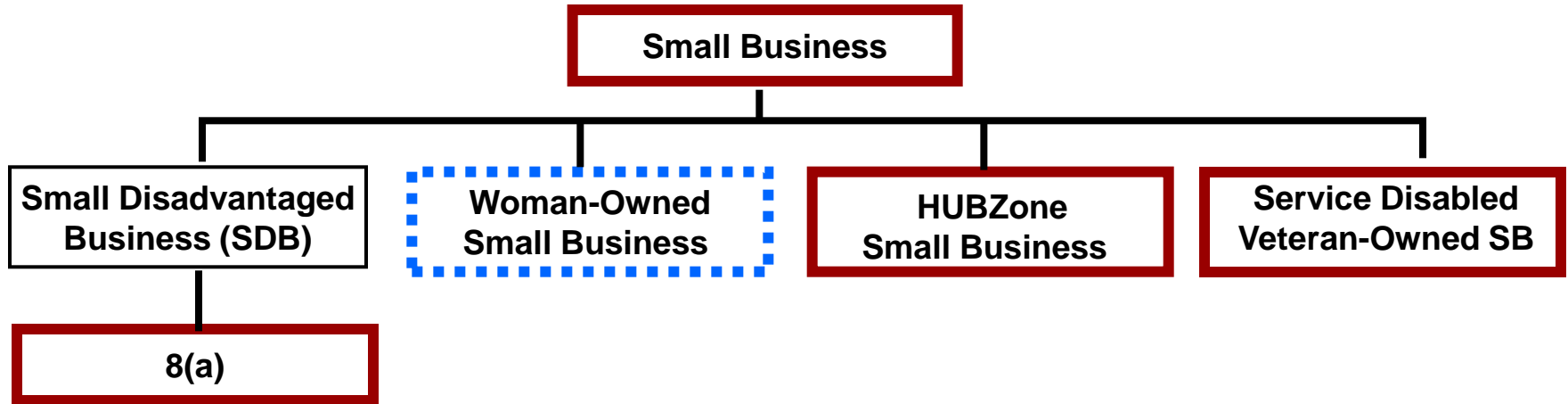
- **OBJECTIVE**

- Maximize Contracting Opportunities for Small Business
- Promote Effective Outreach to Small Business

- **GOAL CATEGORIES**

- Small Business (SB)
- Small Disadvantaged Business (SDB)
- Woman-Owned Small Business (WOSB)
- Historically Underutilized Business (HUB) Zone Small Business
- Service-Disabled Veteran-Owned Small Business (SDVOSB)

SET-ASIDE AUTHORITY



CATEGORIES OVERLAP



= No Set-Aside



= May Use Set-Aside



= Future Set-Aside Authority

SET-ASIDE AUTHORITY (Cont)

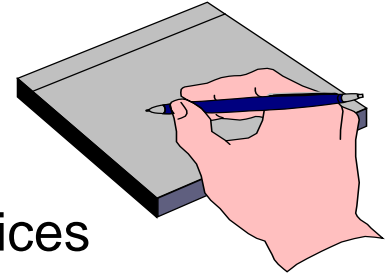
- **Order of Precedence**
 - **SBA revised 13 CFR guidance providing equal consideration for 8(a), HUBZone & SDVOSB set-asides before SB set-aside (Upheld in GAO case B-298326, *Protest of EssTech Engineering*, 14 Jun 2006)**
 - **The set-aside approach is at the discretion of the Contracting Officer (past history, market research)**
 - **There is still a disconnect in FAR language vis-à-vis SBA guidance**



It's Almost Here: WOMAN-OWNED SMALL BUSINESS SET-ASIDE

- **Section 811 of PL 106-554 provides for a Procurement Program for WOSBs (Dec 2000)**
 - Authorizes Set-Asides
 - Implementation Delayed Several Times
 - U.S. Women's Chamber of Commerce filed suit against SBA in Oct 2004 for their failure to implement
 - U.S. District Court held 5-year delay unreasonable and directed SBA to get on with adherence
 - SBA Proposed Rules Posted in Federal Register 15 Jun 2006 (Vol 71, Number 115)
 - Establish new regulation 13 CFR 127 (WOSB Contracting Assistance Pgm)
 - Implement set-asides in industries where WOSBs are underrepresented (SBA will post list of NAICS code subsectors that are eligible)
 - Watch for Final Rule & FAR Implementation in FY07

CONTRACTING AT WR- ALC



- **78th Air Base Wing**

- 78th Contracting Squadron procures the supplies/services for the day-to-day operation of Robins AFB, including support for 402 Maintenance Wing

- **330th Aircraft Sustainment Wing**

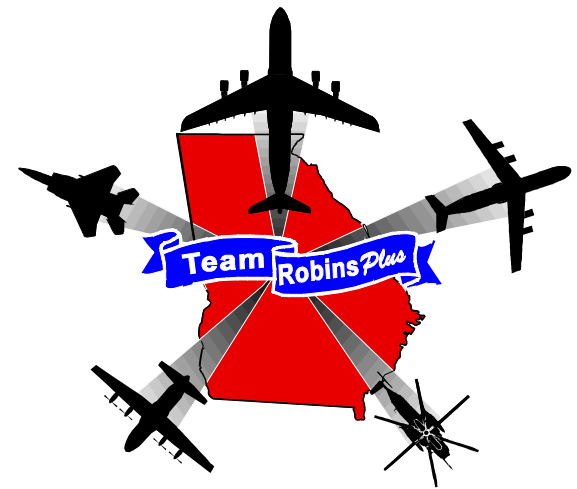
- Acquires support for the C-5, C-130, C-17, F-15, U-2, E-8C, and SOF/CSAR aircraft with primary focus on engineering services, major mod programs, and depot repairs

- **542nd Combat Sustainment Wing**

- Acquires spare parts for C-5, C-130, and F-15 as well as supplies/services in support of electronic warfare, avionics, missiles, ground support equipment, automatic test systems, vehicles, and basic expeditionary airfield resources
- Includes Commodity Councils: Support Equipment; Aircraft Structural; and Electronics

ROLE OF SMALL BUSINESS OFFICE

- **Maximize SB Participation**
 - Review Acquisitions, Make Set-Aside Recommendations, and Provide Sources
 - Attend Program Reviews/Acquisition Strategy Panels
 - Publicize SB Program
- **Counsel Contractors**
 - Advise what the Center's Needs are
 - Coordinate Inquiries/Guidance Requests
 - Interface with Wings (See SB Liaison List)
- **Evaluate Subcontracting Plans**



- **Administer Robins AFB Long Range Acquisition Estimate (LRAE)**
- **Manage Outreach Program**
 - Procurement Conferences
- **Track Progress in Meeting SB Goals**
 - Advise Commander and Wings quarterly
- **Education**
 - Internal & External Customers
 - Advise & Assist PCOs on SB Matters
- **Source Development**
 - Market Research
 - Source Approval Process Administrators



MARKETING

- **Call, write, or visit the Small Business Office. An analyst will advise how and where to market your firm.**
- **Provide data on your firm (preferably via e-mail) that can be forwarded to SB Liaisons for dissemination.**
 - Clear description as to what your firm does/provides.
 - List of clients including work performed for them, dollar value, performance period, and contact point with phone number. (Ensure your profile in *CCR Dynamic SB Search* is accurate and current).
- **Make appointments with program personnel/end-users to further discuss your capabilities.**
- **Watch for opportunities in *FedBizOpps*, RPOW (Requirements Projections on the Web), and LRAE**



OTHER ASSISTANCE AVAILABLE

- **Procurement Technical Assistance Centers**

<http://www.dla.mil/db/procurem.htm>

- **Small Business Development Centers**

<http://www.sba.gov/sbdc/sbdcnear.html>

- **Service Corps of Retired Executives (SCORE)**

<http://www.score.org>





WR-ALC SB TREND DATA FY03 – FY06

	<u>FY03</u>	<u>FY04</u>	<u>FY05</u>	<u>FY06 (Thru Aug 06)</u>
Small Business Base	\$3.38 B	\$3.52 B	\$3.20 B	\$2.75 B
<u>Goal Category</u>				
Small Business (SB)	\$710.4 M	\$849.5 M	\$735.9 M	\$575.9 M
Small Disadvantaged	\$163.2 M	\$159.4 M	\$205.3 M	\$136.4 M
Woman-Owned SB	\$ 64.2 M	\$ 79.9 M	\$ 80.4 M	\$ 71.5 M
HUBZone SB	\$ 47.2 M	\$ 54.8 M	\$ 87.6 M	\$ 48.3 M
Service-Disabled Vet SB	\$ 4.3 M	\$ 8.1 M	\$ 11.2 M	\$ 8.8 M

Winner of SAF Small Business Program Excellence Award: FY02, FY03, FY05

WEBSITE TUTORIAL

- **Central Contractor Registration (CCR)**
- **SBA Website**
- **Federal Business Opportunities Website**
- **DD 2345 Export Control Data Website**
- **Federal Technical Data System**
- **Sell-to-the-Air Force Website (Including LRAE & RPOW)**
- **WR-ALC/SB Website**
- **WR-ALC/PK Website**

