



# AIR FORCE LIFE CYCLE MANAGEMENT CENTER

## Office of Small Business

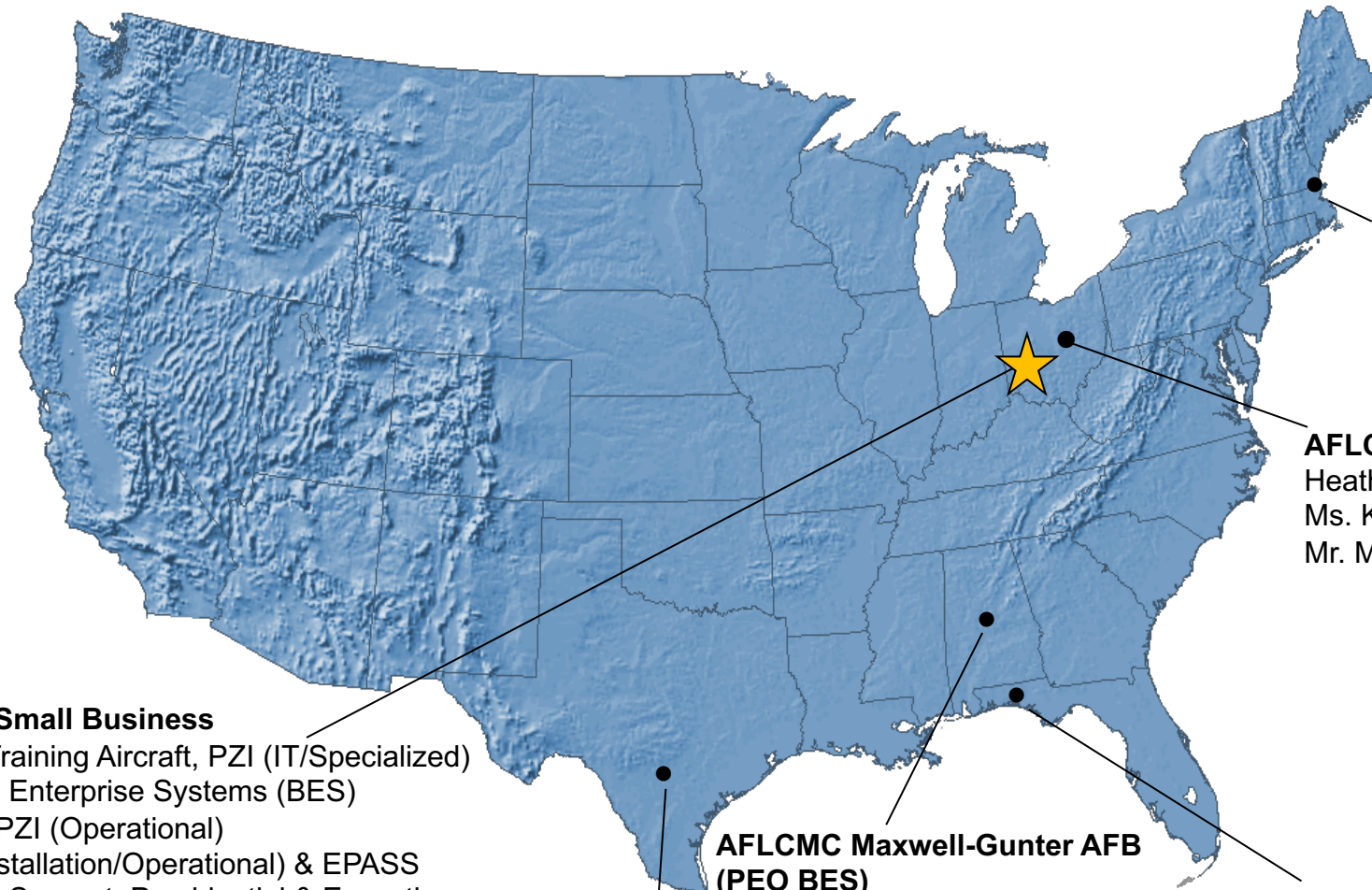
Mr. Luke Schultz  
AFLCMC/SB  
3 August 2021

# What Our Office Does



- **Core purpose of AFLCMC SB Office: *Support the Warfighter***
  - Encourage program offices to seek & consider small businesses
- **Counsel Contractors**
  - Advise on AFLCMC needs
  - Coordinate inquiries and guidance requests
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting small business alternatives**

# AFLCMC Small Business Offices



**AFLCMC-Hanscom  
AFB (PEO Digital &  
C3I&N)**

Mr. Jeff Emmons  
Ms. Ellen McDonnell

**AFLCMC-AFMETCAL**

Heath OH  
Ms. Kathryn Vaccaro  
Mr. Michael Hickey

**AFLCMC Maxwell-Gunter AFB  
(PEO BES)**

Ms. Denise Baylor

**Eglin AFB (Including AFLCMC,  
AFRL, AFTC) PEO Weapons**

Ms. Anita Jackson  
Ms. Rochelle Gasper

**AFLCMC-Crypto Div**  
Ms. Zakiya Norris

**AFLCMC/SB WPAFB**

**Mr. Luke Schultz, Director of Small Business**

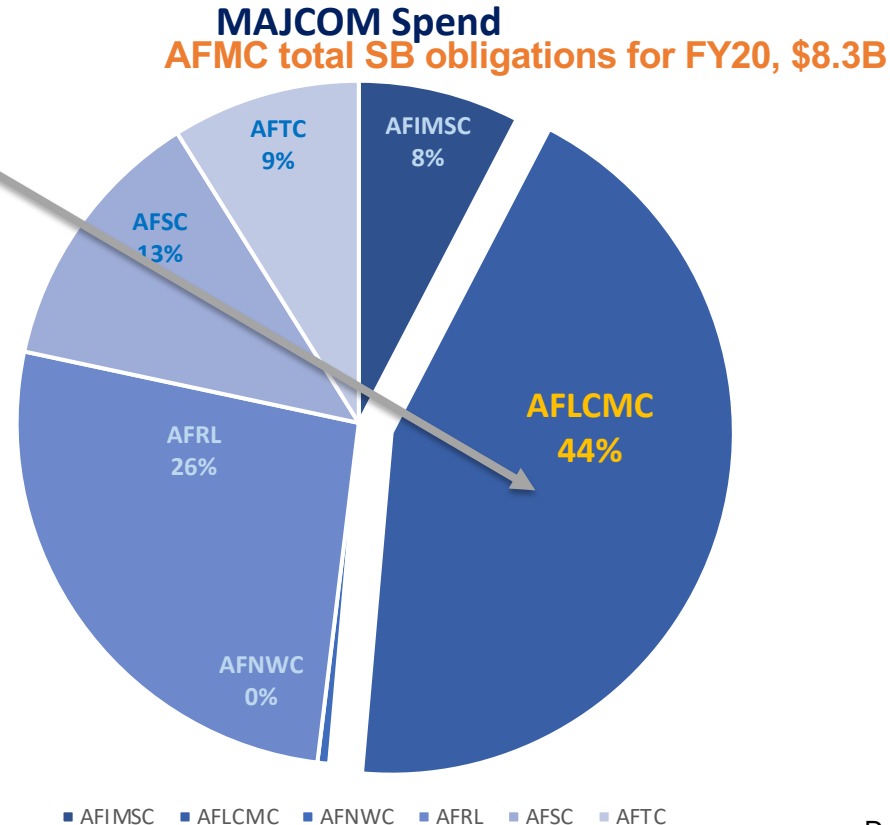
Ms. Sarah Chaffe – Mobility & Training Aircraft, PZI (IT/Specialized)  
Ms. Alicia Draines – Business & Enterprise Systems (BES)  
Ms. Kendra Ephrem – AFSAC, PZI (Operational)  
Ms. Jennifer Gallagher– PZI (Installation/Operational) & EPASS  
Mr. Kevin Parks – Agile Combat Support, Presidential & Executive  
Airlift & Propulsion  
Ms. Kelly Stamper – Fighters & Advanced Aircraft, Bombers,  
ISR/SOF, Rapid Sustainment

Mr. Luke Schultz

**UNCLASSIFIED**



- AFLCMC is ~71% of AFMCs total spend
- AFMC is ~74% of USAF total spend
- FY20 AFLCMC spent 44% of AFMC's SB dollars (\$3.6B)





## Air Force Life Cycle Management Center: Global vs. Ohio Obligations (FY20)



**\$33.4B**

AFLCMC Total Obligations

**\$1.9B**

AFLCMC Contract Dollars for Performance in Ohio

**\$646M**

State of Ohio – *Small Business* AFLCMC





- **Register your business**
  - Obtain DUNS Number/CAGE code – Free for Government Contracting & Grants
- **System for Award Management (SAM)**
  - Consolidated system for federal procurement
  - No cost to companies, <https://www.sam.gov>
- **Search for contracting opportunities**
  - Sam.gov, <https://www.sam.gov> - replaced Beta.Sam and FBO
- **Know the Rules of Federal Government Contracting**
  - Keep abreast of changes in laws and regulations
- **Submit well-prepared quotes or proposals**

# Pointers for Small Businesses



- **Respond to Sources Sought Synopses, RFIs, draft RFPs**
- **Be sure the information from SAM is accurate and complete**
- **Consider teaming in order to strengthen capabilities**
- **Consider subcontracting opportunities - perform well**
- **Attend Industry Days**
- **Consult with your local PTAC and SBA PCR**

# Opportunities



<b>Agile Manufacturing</b>	<b>Condition Base Maintenance +</b>	<b>Artificial Intelligence/ Machine Learning</b>
<b>Automation</b>	<b>Augmented/Virtual Reality</b>	<b>Digital Environment</b>
<b>Advanced Manufacturing</b>	<b>NASIC (COMET &amp; NOVASTAR)</b>	<b>Try Decide Buy</b>
<b>Services (EPASS)</b>	<b>Prime Agility</b>	<b>BES Smart Guide</b>
<b>Innovative Technologies</b>	<b>SBEAS Contract</b>	<b>Operational</b>



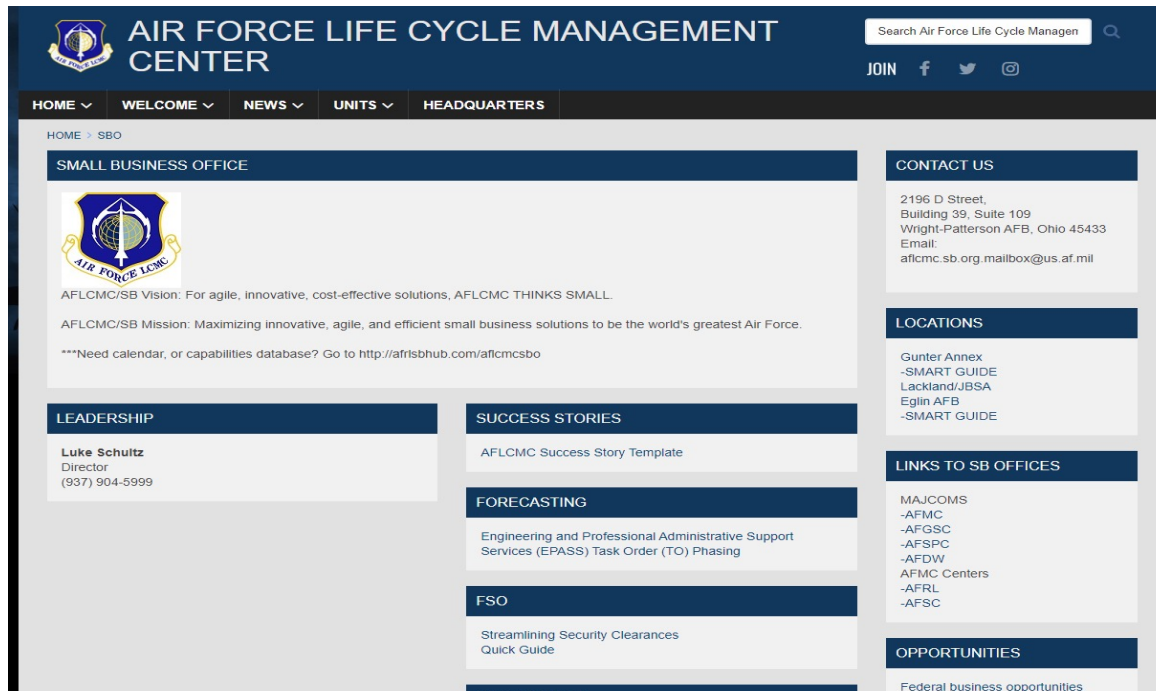
# AFLCMC/SB—How to Reach Us



- **2 Websites to better serve you**
  - **Direct links to Capability Database, and Calendar**

## Official WPAFB SBO Website

<https://www.aflcmc.af.mil/SBO>



## SB Hub Website

<https://afrlsbhub.com/aflcmcsbo/>



# Contact Information



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