



U.S. AIR FORCE

# Advancing Sustainment Interests Through Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR)



Jonathan Foster  
Air Force Sustainment Center  
Engineering and Technical Management Directorate  
Technology Development

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March 27, 2025



# Outline



- What is SBIR/STTR?
- How to participate in SBIR/STTR programs
- Types of SBIR/STTR contracts
- Examples
- Questions and feedback



# What is SBIR/STTR?

The **SBIR** program was established by Congress in 1982 to fund research or research and development (R/R&D) by small businesses (those of 500 or fewer employees – hereafter “small business concerns {SBC}”).

- Eleven federal agencies participate in the SBIR program, including the Department of Defense.

The **STTR** program was established in 1992 to fund cooperative R/R&D projects with small businesses and non-profit U.S. research institutions, such as universities.

- Five federal agencies participate in STTR, including the Department of Defense.

- Both programs focus on developmental efforts for military or commercial interests.

The U.S. **Small Business Administration** (SBA) is the coordinating agency for the SBIR and STTR programs.

- The SBA directs federal agencies' implementation of SBIR/STTR, reviews their progress, and reports annually to Congress on its operation.



# What is SBIR/STTR? (cont.)



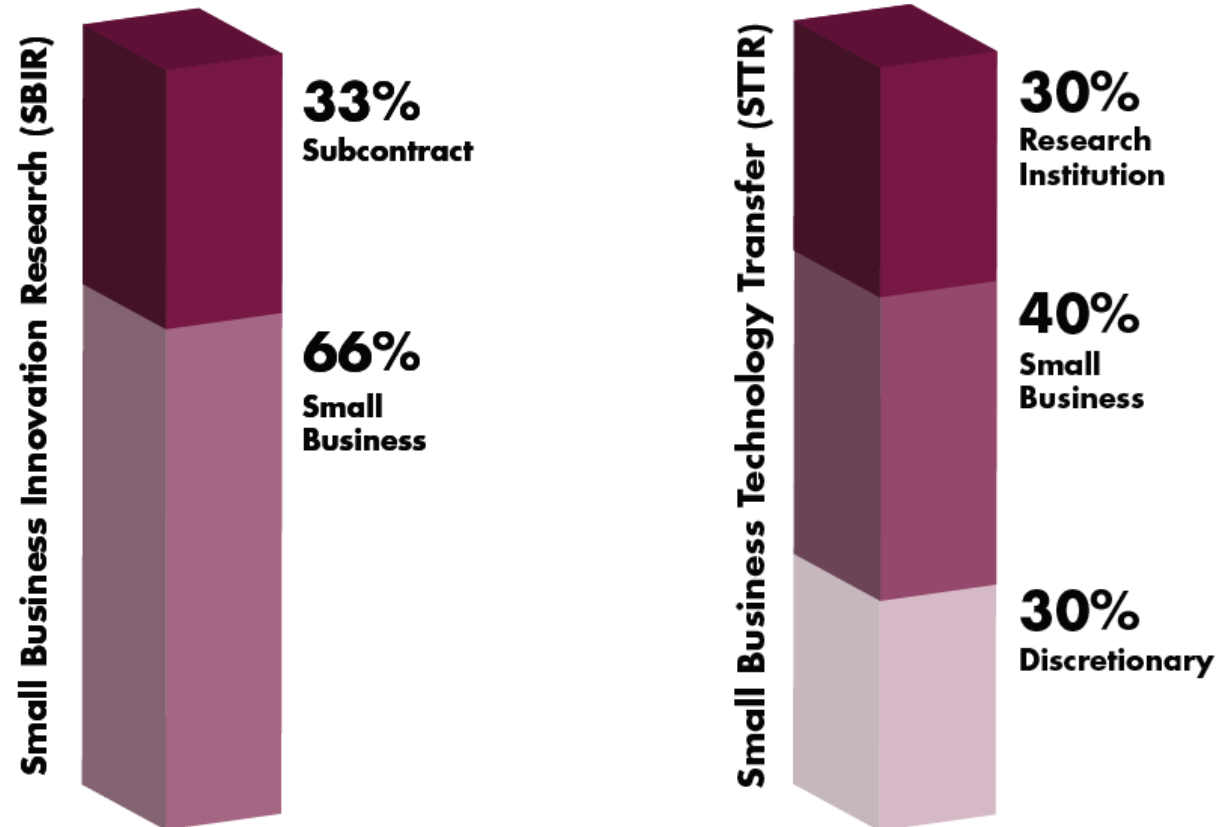
The SBIR/STTR programs effectuate their goals by providing three unique utilities:

- 1.) **SBIR/STTR funding** for R/R&D needs
- 2.) Sole source **contract award mechanisms** for both SBIR/STTR-funded and non-SBIR/STTR-funded initiatives that follow or relate to prior SBIR/STTR-funded agreements
- 3.) **SBIR/STTR data rights that** are mutually beneficial for government and SBC interests
  - SBC – exclusive “title and ownership of all SBIR/STTR Data it develops or generates in the performance of an SBIR/STTR award”
  - Government – limited rights geared toward evaluation of technologies as well as form, fit, and function analysis



# What is SBIR/STTR? (cont.)

Contract breakout allocations for SBIR/STTR-funded efforts:



This breakout does not apply for Phase III (non-SBIR/STTR-funded) efforts.



# What is SBIR/STTR? (cont.)



SBIR/STTR funding may be used for ‘Research or Research and Development (R/R&D).’

**“Research or Research and Development (R/R&D).** Any activity that is: (1) a systematic study directed toward greater knowledge or understanding of the subject studied; (2) a systematic study directed specifically toward applying knowledge and innovation to meet a recognized but unmet need; or (3) a systematic application of knowledge and innovation toward the production of useful materials, devices, and systems or methods, including design, development, and improvement of Prototypes and new processes to meet specific requirements.”

In essence, SBIR/STTR funding may be leveraged to advance the maturity of technologies through developmental and transitional activities.



# How To Participate In SBIR/STTR



I. Submission and selection of proposal through **new topic solicitations**

or

II. Become a **successor in interest** to a prior SBIR/STTR-funded agreement awardee



# How To Participate In SBIR/STTR



- **New topic solicitations**: All Department of Defense new topic solicitations are issued through the Defense SBIR/STTR Innovation Portal at <https://www.dodsbirsttr.mil/submissions/login>.
- There are four types of competitive onboarding avenues (solicitations) for new SBIR/STTR topic participation:
  - i.) Phase I open topics
  - ii.) Phase I specific topics
  - iii.) Direct-To-Phase 2 (D2P2) open topics
  - iv.) D2P2 specific topics





# How To Participate In SBIR/STTR



## New topic solicitations (cont.):

**Open topics:** small business concern (SBC) may submit ideas (proposals) for any technology that they believe would be useful to the Air Force or agency of concern.

- Example: AF193-CSO1, ‘Open Call for Innovative Defense-Related Dual-Purpose Technologies/Solutions with a Clear Air Force Stakeholder Need’

**Specific topics:** SBC may submit proposals for technologies advantageous to the specific call of the solicitation

Example: AF193-023, ‘Spot Anodizing System For Repair Of Cargo Aircraft Flooring’



# How To Participate In SBIR/STTR



## New topic solicitations (cont.):

**Phase I topics:** in Phase I efforts, SBCs render proof of concept white papers or reports evidencing feasibility of commercial application.

- Example: AF193-024, ‘Finite Element Method (FEM) for Bonded Repair Design’

**D2P2 topics:** SBC may submit proposals for development and demonstration of relatively mature technologies related to clear stakeholder needs

- Example: AF221-DCSO1, ‘Persistent Power Supplies to Extend the Life of Asset Tracking Devices’



# How To Participate In SBIR/STTR



- **Successors in interest**: an entity becomes a successor in interest to a SBIR data rights holder whenever they specifically bargain for or otherwise acquire the SBIR data rights held by a SBC with existing or previous SBIR/STTR-funded agreements.
  - Once an entity becomes a successor in interest to a prior Phase I or D2P2 selectee under a given topic, they may be eligible for future SBIR/STTR-funded and/or non-SBIR/STTR-funded agreements related to that same topic.
  - That is, once an entity acquires the SBIR/STTR data rights arising under a particular SBIR/STTR topic from another entity, they may be able to form SBIR/STTR Phase III contracts and may be able to apply for additional SBIR/STTR funding under that same topic.



# Types Of SBIR/STTR Contracts

- Phase I – ~\$50k - \$240k (~3 – 9 months) (SBIR/STTR-funded)
  - Arise from new solicitations and involve proofs of concepts or commercial feasibility
- Phase II – ~\$375k - \$2 million (~15-24 months) (SBIR/STTR-funded)
  - Follow from initial Phase I agreements and involve developmental and demonstrational efforts
- D2P2 – ~\$375k - \$2 million (~15-24 months) (SBIR/STTR-funded)
  - Arise from new solicitations and involve developmental and demonstrational efforts
- Sequential Phase II – ~\$375k - \$15 million (~15-48 months) (SBIR/STTR-funded)
  - Follow from initial D2P2 or Phase II agreements and involve developmental and demonstrational efforts
- Phase III – any amount and duration of time (non-SBIR/STTR-funded)
  - Follow from any prior SBIR/STTR-funded agreement (Phase I, Phase II, D2P2, or sequential Phase II), “derive from, extend, or complete” prior SBIR/STTR-funded agreement, and leverage non-SBIR/STTR funding.
  - These are significant to both the government and SBC because they can be awarded sole source, for any type of contract, for any amount of funding, and on any number of occasions.



# Examples



*Example 1 - sometimes, SBIR/STTR topics proceed in a linear progression:*

Specific D2P2 SBIR topic **AF193-D001**, ‘**Virtual Paint Trainer**,’ sought to develop a virtual painter training system for provision of aircraft maintenance training related to paint, de-paint, or activities related thereto.

- D2P2 awarded from solicitation at the Air Force point of original concept;
- Multiple Phase III’s awarded thereafter for transitional and implementational activities at the topic’s point of origin;
- Multiple Phase III’s awarded thereafter for transitional and implementational activities at three other Air Force bases;
- Sequential Phase II awarded thereafter for further development at topic’s point of origin;
- Multiple other departments (Army, Navy, Coast Guard) seeking out implementation at other bases; and
- Multiple foreign nation militaries seeking out implementation at their overseas bases.



# Examples



*Example 2 - sometimes, SBIR/STTR topics begin in one location and wind up in another:*

Specific SBIR topic **AF172-005, 'Hardware Modeler Replacement for Digital Device Simulation,'** sought to develop a state-of-the-art hardware modeler process and means to support test program set rehosting and re-writing activities.

- SBIR Phase I awarded from solicitation at the Air Force point of original concept (base 1);
- SBIR Phase II awarded following Phase I at the Air Force point of origin;
- Multiple Phase III's awarded thereafter for transitional and implementational activities at a different Air Force base (base 2);
- Sequential Phase II awarded thereafter for further development at base 2; and
- Further Phase III's awarded for other additional transitional and implementational activities at base 2.



# Examples



*Example 3 – sometimes, SBIR/STTR topics require cross-organization, cross-center, or cross-command coordination:*

Open SBIR D2P2 topic **AF211-DCS02, ‘Radome Operational Performance Evaluation and Tuning with Machine Learning Methods’** developed new, lower-cost, and more efficient modes by which quality assurance testing of radomes may transpire.

- D2P2 awarded by AFWERX for interested parties in WR-ALC/EN and AFRL/RX;
- A Phase III award was facilitated thereafter by AFSC/EN to transition and implement the technology into 402 CMXG operations;
- Phase III award was facilitated thereafter by AFSC/EN to transition and implement the technology into other 402 CMXG operations, three other Air Force bases, and a Navy base by leveraging APFIT funding from OUSD(R&E); and
- On the basis of the Phase III awards, sequential Phase II funding is currently being sought for further development of the technology.





# Examples



*Example 4 – sometimes, SBIR/STTR topics drift from one department or agency to another:*

Open Phase I SBIR topic **N201-X02, ‘Secure Enclave Environment for Fostering Collaboration and Increasing Readiness’** strives to develop the self-described capability for the purpose of fostering collaboration of manufacturing data.

- A Phase I initiative was initially awarded under this open topic with the Navy;
- Subsequently, a Phase II under the same topic was awarded through the Army;
- Thereafter, AFSC/EN facilitated a sequential Phase II contract formation under this topic on behalf of sustainment interests arising in and from WR-ALC/EN, AFRL/RX, and AFLCMC/RO.





# Questions and Feedback



# ***COMBAT READINESS DIRECTORATE***

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## ***Automatic Test Systems (ATS) Division***



**Ashley Murray, NH-04,  
DAF  
Product Support Manager  
Automatic Test Systems  
27 March 25**

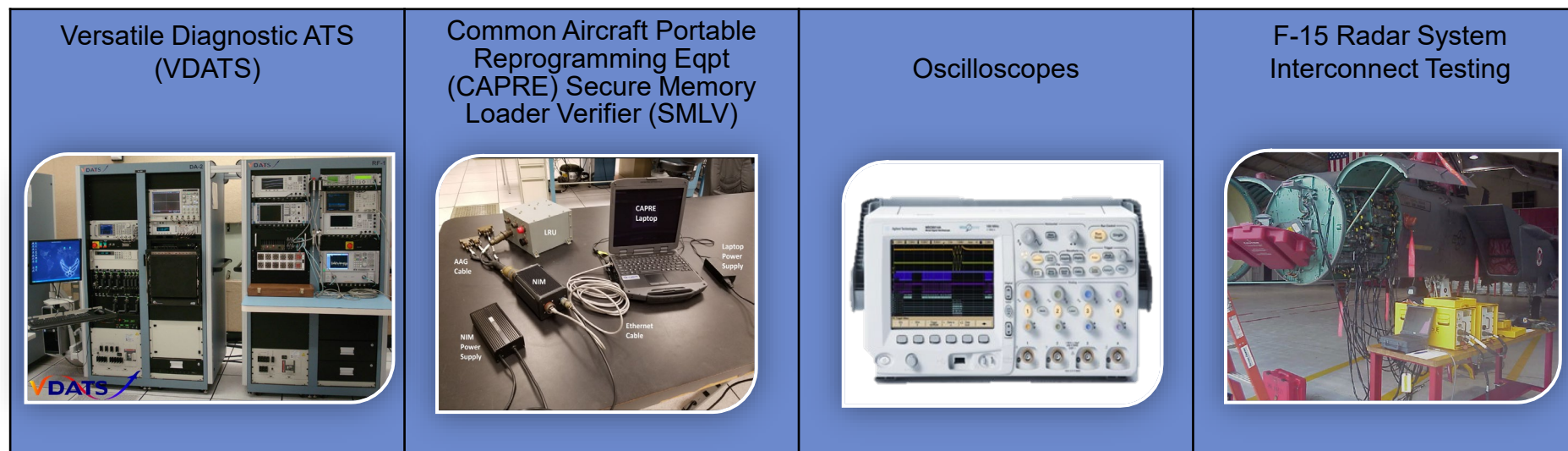
# Automatic Test Systems

## **Mission:**

***Provide and sustain world class enterprise test solutions that maximize warfighter core capabilities***

## **Vision:**

***Transform ATS / ATE to a common Joint Technical Architecture (JTA) across Air Force enterprise—transportable to DoD; offers a state-of-the-art test solution and keeps the warfighters' equipment mission capable***



# *Our Organization*

- **Values: Delivering on commitments**
- **Annual budget: \$298M**
- **Footprint:**
- **6 ATS Product Groups, 3 Acquisition Category (ACAT) III Programs, FMS**
- **300+ tester variants, ~8,000 testers**
- **Flight lines, Back shops, Air Logistics Complexes, Industry**
- **Stakeholders: Total Force/MAJCOMS**



# Automatic Test Systems Leadership



Lt Col Gregory Sullivan  
Deputy



Mr. Scott McClain  
Chief



Mr. Michael Brox  
Nuclear Deputy



Kevin Simpson  
Chief Engineer



Ashley Murray  
Product Support Manager



Arniecia Hector  
Chief Financial Officer



Lindsay Ammons  
Chief, ATS Contracting



Eugenia Moody  
Chief, Weapons System  
Management Branch



Daniel Segno  
Chief, Product Support  
Branch



LaKeisha Brantley<sup>21</sup>  
Chief, Innovation Cell

# ATS Capabilities

## Armament & Stores ATS

- COLT
- Cruise Missile Automatic Test Systems (CM-ATS)
- F-15 Armament Testers (Stores Management Test Set)
- F-15 APITS
- F-16 Stores System Tester (SST) & ACPTS
- B-52 MUSTANG
- PATS (70/A)

## Avionics ATS

- MBFI (F-16)
- A-10 ATS
- F-15 AFCSTS
- BRAT
- F-16 AIS
- F-15 Avionics Intermediate
- B-1B ADTS
- B-1B EPCAT
- B-1B IATE
- VDATS
- CBATS
- Depot Avionics

## Electronic Warfare ATS

- JSECST
- EW Chaff/Flare (ALM-288)
- Countermeasure Test Set (USM0464A)
- B-1B EASTE

## Software Loader/Verifier & BIT ATS

- CAPRE
- CAPRE SMLV
- CMBRE
- CMBRE SLEP
- VIPER MLV (F-16)

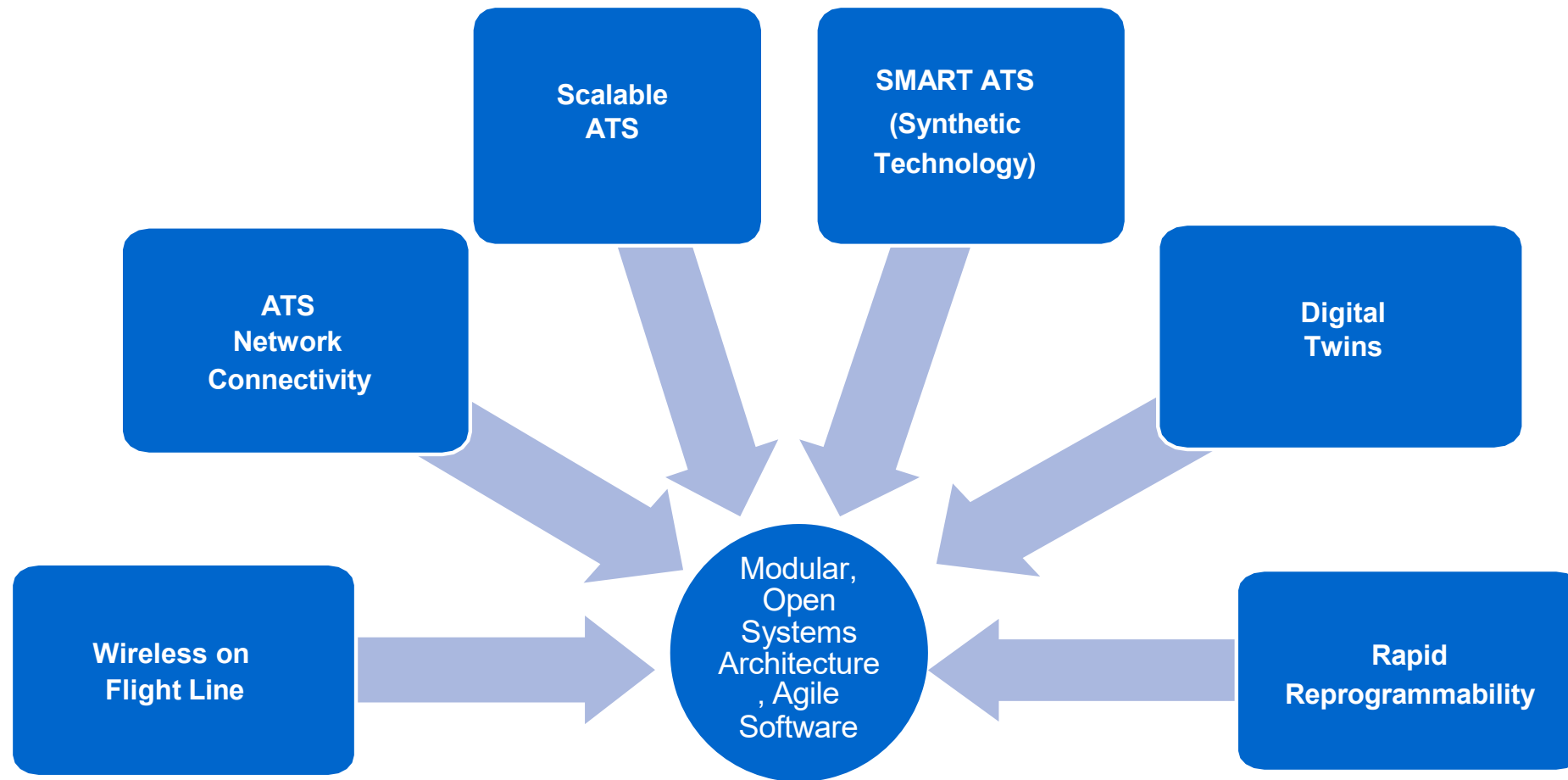
## Radar and IFF ATS

- IFF-RTS
- Radar Signal Simulator
- B-52 RTS
- B-1B Advanced Radar/EW Test Station
- RFTLTS
- EEETS

## Specialized ATS

- Common Cargo ATS
- AWTS
- Mature/Proven A/C ATS
- B-1B O-Level ATS
- B-1B Oil Cooling Cart
- F-15 Suitcase Testers
- TMDE Test Sets
- TMDE Analyzers
- TMDE Calibrators
- TMDE Generic/Meters
- Depot Hydraulic/Pneudraulics/Pneumatic
- PATEC
- HCS-ATE

# Our Capability Gaps



- **Accelerating ATS Digital Transformation**
- **Infuse Digital Engineering into legacy systems to realize game-changing agility**
- **Adopt Model Based System Engineering, agile software development, and open systems architecture**
- **Infusing game-changing technology into new and legacy ATS enabling Agile Combat Employment**
- **GRA provides Digital design in one integrated environment for born digital programs**



# Automatic Test Systems Acquisition – I

## Description

ATSA-I is a 10-year \$980M Multiple Award Indefinite Delivery-Indefinite Quantity (IDIQ) mandatory source contracts that will provide a rapid award approach for the procurement of the goods and services to support full life-cycle of legacy items and future requirements for the AFLCMC/ROA and all users supported.

## Schedule

- Request for Proposal (RFP) 3Q FY 24
- Award 3Q FY 25

## Acquisition Details

- **Awardee Base:** Large business, small business, non-profit (educational)
- **Contract Type:** “D” Type Multiple Award IDIQs / Various Pricing Types
- **Requirements:** Defined at the order levels
- **Not-Decentralized:** Only supports ATS requirements that flow through AFLCMC/ROA
- **Ordering Periods:**
  - **PHASE I (5 years):** Base ordering period of 24-months and three, 12-month ordering periods
  - **PHASE II (5 years):** Base ordering period of 24-months and three, 12-month ordering periods

## Benefits

- Increases warfighter support - reduces obligation timeline / faster reimbursements
- Expands participation / increases competition opportunities
- Heightens awareness, promoting communication, and partnership opportunities
- Creates increased opportunities for Government and Industry to be change agents in the digital field and innovation
- Reduces administrative burden by reducing number of contracts managed

# Common Armament Tester – Fighters (CAT-F)

## Description

Objective: Common, cyber secure nuclear certified armament tester for A-10, F-15, and F-16 platforms

Scope: Armament Tester to perform pre-load/fault isolation of aircraft armament systems, bomb racks, and launchers

## Schedule

- Program Start Date: FY26
- Est'd RFP Release Date: 3Q FY 25
- Est'd Award Date: 3Q FY 26
- Period of Performance: FY26-FY31

## Acquisition Details

- Anticipated Contract Strategy:
  - Full and Open Competition
  - Contract Type:
    - Indefinite Delivery Indefinite Quantity (IDIQ)
    - EMD, Production, Sustainment

## Benefits

- Modular Open Systems Architecture (MOSA)
- Government Reference Architecture (GRA)

# Questions



**For further inquiries please contact:**

**Genia Moody, Chief, Weapons System Management Branch**

**Email: [eugenia.moody.1@us.af.mil](mailto:eugenia.moody.1@us.af.mil)**

**Mobile: (407) 687-8311 Work: (478) 222-2101**

**or**

**LaKeisha Brantley, Chief, Innovative & Digital Transformation Branch**

**Email: [lakeisha.brantley@us.af.mil](mailto:lakeisha.brantley@us.af.mil)**

**Mobile: (478)-832-5456**



# DEFENSE LOGISTICS AGENCY

*Established 1961*



## DLA Aviation

### DLR Procurement Operations

Russell McGaha Deputy Director

March 27, 2025



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY





# Robins Symposium, March 2025



## Purpose:

Robins Symposium overview of Procurement office and projected requirements this fiscal year. Information purposes, including contact information at the end.

## Agenda:

- Who we are.
- What we do.
- How we do it.
- Contacts and Questions.



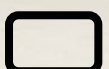
Information



Guidance



Decision



Other

The overall classification of this presentation is:  
**Unclassified Controlled Information (CUI)**



- **Our Mission:** Sustain warfighter readiness and lethality by delivering proactive global logistics in peace and war.
- **Values:** Leadership, professionalism, and technical knowledge through dedication to duty, integrity, ethics, honor, courage, and loyalty.
- **Annual Budget:** \$735.9M
- **Stakeholders:** U.S. Air Force (Robins), U.S. Navy, and Foreign Military Sales



- **Defense Logistics Agency – Fort Belvoir, VA (Lt. General Simerly)**  
Six Major Subordinate Commands (MSCs) – **Aviation**, Troop Support, Land and Maritime, Energy, Distribution, and Disposition Services.  
Strategy/Business Services – Strategic Materials, Logistics Info Services, Document Services, and Defense Automated Addressing System
- **DLA Aviation – Richmond, VA (Brig. General Ellsworth)**  
Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, consumable hardware, environmental products, industrial plant systems **and procures depot-level reparable (DLRs) for the military services.**



- **Depot Level Reparable sites (Ms. Cathy Contreras/Sharita Culp)**  
**Warner Robins (Air Force)**  
Oklahoma City (Air Force)  
Ogden (Air Force)  
Huntsville (Army)  
Philadelphia (Navy)
- **WR DLR Procurement Operations (DLA Avn/AW)**  
13 directly on-site to provide Contracting, Pricing, Policy, and Management Support  
FY24: 85 contract actions, \$246M obligated  
FY25: Estimated 92 contract actions, Budgeted Spend \$362M





- **Procure Robins-managed DLRs for DOD & FMS users**  
**Systems/Platforms Supported**
  - Common Avionics
  - Electronic Warfare
  - C-5, C-130, F-15 Structures and Aircraft-Peculiar Avionics
  - Support Equipment and Armament
  - Special Ops Forces (C-130 Gunship, H-1, TH-1, HH-60)
- **Plan/Award/Administer/Close Out DLR contracts**
- **Predominantly sole source procurements (~80%)**
  - Occasional competition using Technical Data Packages and Form/Fit/Function/Interface (F3I) specifications when available.



- **Strategically**

- Flexible, Long-Term Contracts (LTCs)
- Multiple NSNs per Contract
- FY25 Performance Metrics

Procurement Administrative Lead Time – 42 days (45-day goal)

% Actions on LTC – 92% (90% goal)

% \$\$ on LTC – 100% (85% goal)

On-Time Delivery – 92% (90% goal)

- **Innovatively**

- Power Supply Solutions
- C-130 Fuel Bladders
- Long-term Focus Across Multiple Sites



# Competitive Requirements

<u>Purchase Request</u>	<u>Noun</u>	<u>NSN</u>	<u>Platform</u>	<u>PoC</u>
FD2060-25-00032	Radio Frequency Amplifier	5996-01-365-2245	ALQ-161 (B-1)	Terrence Wideman 478-926-6475 terrence.wideman.2@us.af.mil
FD2060-25-00202	Axial Piston Pump	4320-00-872-8798	TH-1H Helicopter	Terrence Wideman 478-926-6475 terrence.wideman.2@us.af.mil
FD2060-25-00021	Fuel Booster Pump	2915-01-100-5556	C-130	Roberto Martinez-Perez 478-926-6337 roberto.martinez-perez@us.af.mil
FD2060-23-00075	Transfer Unit Housing	1005-01-190-9802	20MM	Todd Stimus 478-222-8413 todd.stimus@us.af.mil
FD2060-25-00034	RF Module Band 7	5895-01-174-5742	C-5	Todd Stimus 478-222-8413 todd.stimus@us.af.mil
FD2060-25-00345	Audio Frequency Amplifier	5998-01-256-2530	F-15/F-16	Todd Stimus 478-222-8413 todd.stimus@us.af.mil
FD2060-25-00314	Liquid Indicator	6680-01-360-9451		Christine Smith christine.smith.20@us.af.mil



- **Deputy Director of Procurement Operations:**  
Russell McGaha, [russell.mcgaha@us.af.mil](mailto:russell.mcgaha@us.af.mil)  
(478) 926-4794
- **Chief of Procurement**  
April Walls, [april.walls@us.af.mil](mailto:april.walls@us.af.mil)  
Phone: (478) 926-5000
- **Team Leads**  
Jimmy Hicks: [jimmy.hicks@us.af.mil](mailto:jimmy.hicks@us.af.mil)  
Chrissie Tomlinson: [christine.tomlinson@us.af.mil](mailto:christine.tomlinson@us.af.mil)



# ***United States Air Force Reserve***

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*Integrity – Service – Excellence*

## ***HQ AFRC/PK Requirements Symposium***



**Jacqueline Anthes  
HQ AFRC/PKA  
27 March 2025**



# *OVERVIEW*

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- **AFRC Capabilities**
- **Structure & Authority Flow**
- **Upcoming requirements**
- **Discussion**



# AFRC CAPABILITIES

<p><b>Air Superiority:</b> F-22</p>	<p><b>Global Precision Attack:</b> <u>Bomber</u> B-52, B-1 <u>Close Air Support</u> A-10  <u>Precision Attack</u> F-16, F-35</p>	<p><b>Global Integrated Intel, Surveillance &amp; Recon:</b> Acq Intel, Airborne Crypto DCGS HUMINT, SIGINT, GEOINT, MASINT, Targeting Hurricane Hunter WC-130J <u>Remote Pilot</u> MQ-1, MQ-9, RQ-4 / <u>Manned ISR</u> U-2</p>	<p><b>Rapid Global Mobility:</b> <u>Air Evac</u>, <u>Aerial Port</u>, <u>Aerial Firefight</u> C-130H MAFFS <u>Aerial Spray</u> C-130H MASS <u>Air Refuel</u> KC-10, KC-135R, KC-46A <u>Ops Spt</u> C-40C / <u>Stratgic Airlift</u> C-5, C-17A / <u>Tactical Airlift</u> C-130H, C-130J</p>
<p><b>Agile Combat Spt:</b> Contracting, CE, Force Spt, Logistics, Medical, Maintenance, SF, and Safety, Test &amp; Eval</p>	<p><b>Special Operations:</b> AC-130U, C-145, MC-130H <u>Defense</u> C-145A, Various HN Aircraft <u>Non-Standard AC</u> C-146A <u>Manned ISR</u> U-28A</p>	<p><b>Personnel Recovery:</b> HC-130N/P/J, HH-60G &amp; Guardian Angel</p>	<p><b>Space Superiority:</b> GPS, Jt Space Ops Ctr Missile Warning, Space Control, Space Prof Education, Enviro Intel &amp; Weather</p>
<p><b>Cyber Superiority:</b> Cmd &amp; Control <u>Defense Active/Passive</u> Combat Comm Info Network Ops</p>	<p><b>Nuclear Deterrence Ops:</b> <u>Bomber</u> B-52 <u>Air Refueling:</u> KC-46, KC-135R - ICBM</p>	<p><b>Command and Control:</b> Air &amp; Space Operations Center Spt <u>AWACS</u> E-3</p>	<p><b>Education &amp; Training:</b> AF Academy Fly &amp; Jump Basic Military Training <u>Flight Training</u> T-1, T-6, T-38, AT-38, F-15E, F-16, A-10, B-52, C-5, C-17, C-130, KC-10, KC-135, MQ-9, RQ-4, C-145A, Air Evac</p>



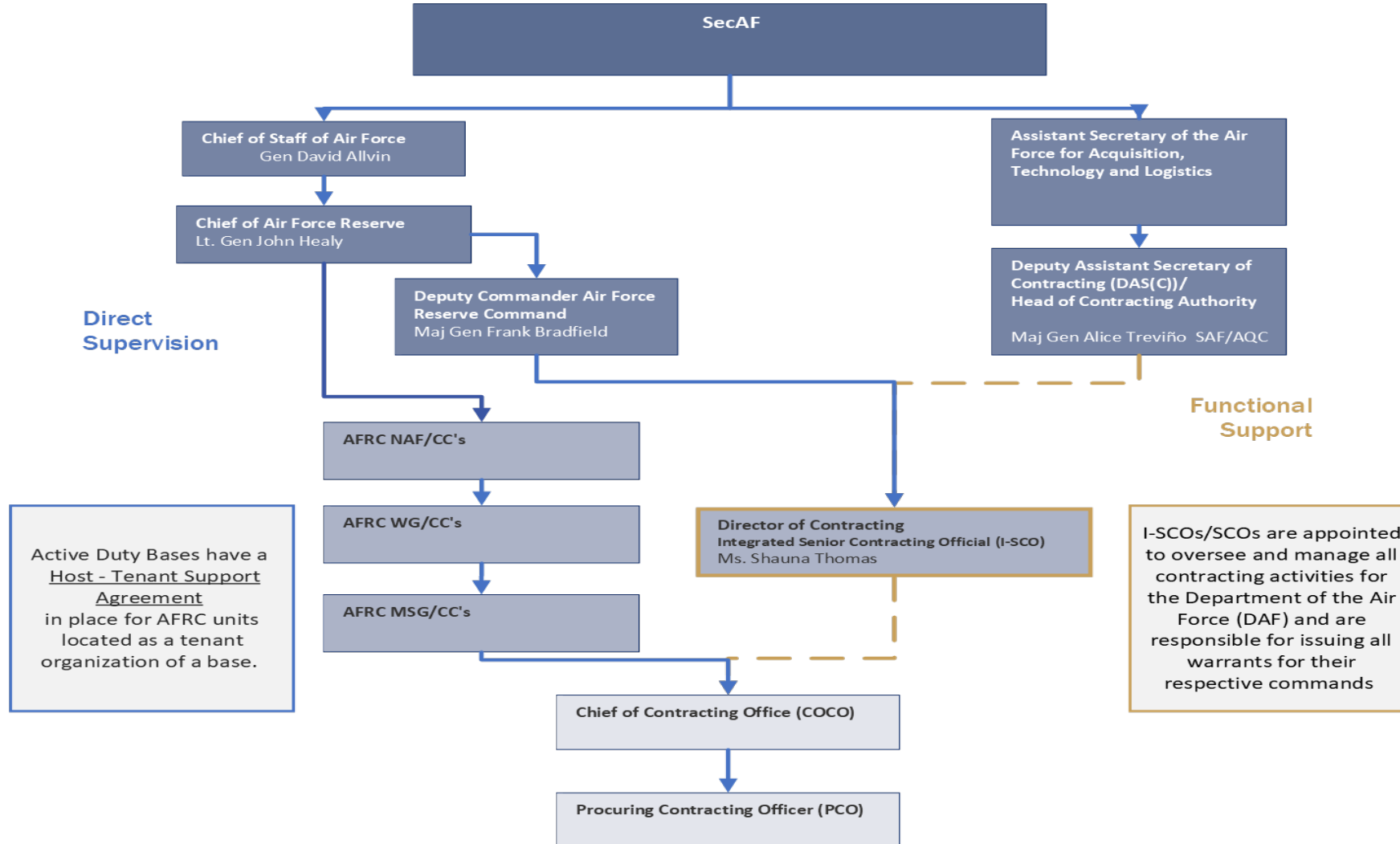


# STRUCTURE





# AUTHORITY FLOW





# STRUCTURE

## AFRC HOST BASE

AFRC/I-SCO

COCO

PCO

## ACTIVE DUTY BASE

MAJCOM/I-SCO

SQ/CC & DBO

PCO

## HOST – TENANT SUPPORT AGREEMENT

I-SCO = Integrated Senior Contracting Official (O6/GS-15)

DBO = Director of Business Operations (GS-14/15)

COCO = Chief of the Contracting Office (O4-O5/GS-13/14)

PCO = Procuring Contracting Officer (SrA to Lt to GS-9 & up)



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# ***FY25 REQ's PROJECTION***

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- **See attached listing**
- **Some won't execute**
- **Budget/funding dependent (CR complicates things)**
- **It's a 'projection' and not guaranteed to get funded**



# Discussion

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## HQ AFRC/PK SharePoint

<https://usaf.dps.mil/sites/AFRC-Contracting/SitePages/Home.aspx>

I highly recommend DAU Course CLC 011 – Contracting for the Rest of Us

<https://www.dau.edu/training/p/apply-for-a-course>

Continuously monitor **SAM.gov**

# ***United States Air Force Reserve***

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*Integrity – Service – Excellence*

## **Doing Business with the Government**



**Virginia “Carol” Clopton Elliott**  
**HQ AFRC/PKO**  
**27 March 2025**



# Benefits

- Government contracts are a tremendous financial opportunity
- The U.S. government is the largest customer in the world.
  - The U.S. government buys all types of products and services — in both large and small quantities — and it's required by law to consider buying from small businesses.
- The Government wants to buy from small businesses
  - To offer opportunities to disadvantaged businesses
  - To ensure that large businesses don't “muscle out” small businesses
  - To gain access to the new ideas that small businesses provide
  - To support small businesses as engines of economic development and job creation

Source: <https://www.sba.gov/federal-contracting/contracting-guide>





# Resources



Sam.gov provides contract opportunities and procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit their partner site at [grants.gov](https://grants.gov).

Source: <https://sam.gov/content/home>



# Resources



Acquisition.gov provides a digital copy of the Federal Acquisition Regulation (FAR) and all its supplements

FAR



DFARS



DAFFARS

NOTE: DAFFARS was previously AFFARS

Source: <https://www.acquisition.gov/>



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# *Small Business Resources*

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## **Department of Air Force Office of Small Business website has great tools:**

- Expiring Contracts
- Locating Small Business Professional
- Trifold Brochure “How to do Business with the Airforce”

Source: <https://www.airforcesmallbiz.af.mil/Resources/Expiring-Contracts/>



# Small Business Resources

- **APEX Accelerators** (formerly known as **PTACs**)

- APEX Accelerators will help business with the following:

- Complete registration with a wide range of databases necessary for them to participate in the government marketplace (e.g., SAM).
- Identify which agencies and offices may need your products or services and how connect with buying agencies and offices.
- Determine whether you are ready for government opportunities and how to position themselves to succeed.
- Navigate solicitations and potential funding opportunities.
- Receive notifications of government contract opportunities on a regular basis.
- Network with buying officers, prime contractors, and other businesses.
- Resolve performance issues and prepare for audit, only if the service is needed, after receiving an award.

Warner Robins POC: Aileen Zoellner (<https://gtapexaccelerator.org/>)  
[aileen.zoellner@innovate.gatech.edu](mailto:aileen.zoellner@innovate.gatech.edu)

Source: <https://www.apexaccelerators.us/#/about-us>



# Small Business Resources

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## • Dynamic Small Business Search

- The Dynamic Small Business (SB) Search is a market research tool for contracting professionals
- Website where SBA certifications for 8(a), HUBZone, Women Owned SB, Economically Disadvantaged Woman Owned SB, Veteran Owned SB, and Service-Disabled Veteran Owned SB are verified.

NOTE: It is important to complete the Capabilities Narrative, Keywords, and Performance History (References) section.

Source: [https://dsbs.sba.gov/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/search/dsp_dsbs.cfm)



# Small Business Resources

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- **SBA Subcontracting Network (SubNet)**

The Small Business Administration's (SBA) Subcontracting Network System bridges the gap between businesses seeking small businesses and small businesses seeking contracting opportunities

Source: [https://subnet.sba.gov/client/dsp\\_Landing.cfm](https://subnet.sba.gov/client/dsp_Landing.cfm)

- **Federal Contracting Counseling and Help**

Provides resources to help small businesses win federal contracts.

Source: <https://www.sba.gov/federal-contracting/counseling-help>

- **Small Business Development Center (University of Georgia)**

With 18 locations across the state, the University of Georgia Small Business Development Center's goal is to enhance the economic well-being of Georgians by providing a wide range of educational services for small business owners and aspiring entrepreneurs.

Source: <https://georgiasbdc.org/>



# Small Business Resources

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- **SBA District Office**

The district offices provide help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.

Note: You can find upcoming events that vendors can attend virtually.

Source: <https://www.sba.gov/about-sba/sba-locations/sba-district-offices>





# Getting Started

- SAM Registration
  - [www.SAM.gov](http://www.SAM.gov)
  - Registration and information must be kept up to date
  - Awards cannot be made without an active registration
  - Contractor And Government Entity (CAGE) and Unique Entity ID (UEI) will be given to you once you register
- Supplier Performance Risk System ([SPRS](#)) Registration and Assessment
  - 1<sup>st</sup> obtain role in [PIEE](#)
    - SPRS Cyber Vendor User” role is required for entering and editing NIST SP 800-171 Assessment results in SPRS.
  - Ensure NIST SP 800-171 Assessment is performed and not expired, if you are selling other than Commercial off the shelf items (COTS)
  - Email for Assistance: [sprs-helpdesk@us.navy.mil](mailto:sprs-helpdesk@us.navy.mil)



# Getting Started

- Electronic Invoicing (TO GET PAID)
  - Register in Wide Area Workflow (WAWF)
  - WAWF General Information: <https://piee.eb.mil/xhtml/unauth/help/help.xhtml>
  - Registration:  
<https://piee.eb.mil/xhtml/unauth/registration/registration.xhtml?cid=1>
- VECTR (Veterans Education Career Transition Resource) Center
  - Georgia VECTR Center serves as a gateway for veterans' re-entry into Georgia's public postsecondary educational systems and workforce. The center was established by the state and is designed to serve veterans and their families through career counseling, educational coaching, workforce training, and more.  
<https://www.gavectr.org/index.html>
- Veterans Business Outreach Center (VBOC)
  - The program is designed as a one-stop-shop for transitioning service members, veterans, and military spouses looking to start, purchase or grow a business  
<https://www.gavectr.org/vboc/>



# Helpful Tips

- Prepare a printed and electronic Capabilities Statement and ensure you include the following:
  - What is your specialty?
  - Previous Contracts
  - Contractor And Government Entity (CAGE)
  - North American Industry Classification System (NAICS) codes:  
<https://www.census.gov/naics>
  - Unique Entity ID (UEI), this was once called DUNS Number
  - Certifications you have obtained such as 8(a), HUBZone, WOSB, EDWOSB, VOSB, SDVOSB
  - Points of Contacts
  - Reference

NOTE: Capabilities Statements can and should be upload to your DSBS profile.



# Helpful Tips

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## Working with Regulations

- Make sure you are using the correct version of the regulation
- Understand how “prescription” clauses work
- Check to see if there is any “case law” on the topic
- Always review all the FAR supplements
- Ask your Contracting Officer questions

## Definitions

Cardinal Rule- The regulations in effect on the date of contract award generally will govern the contract regardless of its period of performance and despite the fact that a regulation might change during the course of the contract.

Contracting Officer (CO)- Only the warranted CO can bind the Government.



# How Things Work

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## Contracting Process

- Government Conducts Market Research
  - Researches the most appropriate way to conduct the acquisition
- Government Conducts Acquisition Planning
  - The acquisition goes through reviews to approve the acquisition approach
- Small Business Coordination IAW FAR Part 19
- Government will Post Synopsis
  - Federal Agencies list their contract opportunities IAW FAR Part 5, this is usually done on SAM.gov
  - You will see the acquisition is either going to be sole source or competitive
  - Will also specify if the acquisition is eligible for a small business set-aside or full and open



# How Things Work

## Contracting Process - Tips for Preparing and Reviewing RFP/RFQ

- Each RFP/RFQ and contract will have sections (See FAR 15.204-2 / 14.201-1).
- Ensure that you are reading the entire solicitation.
- Review all attachments. The Performance Work Statement (PWS) specifies the performance requirements for services. Contract Data Requirements List (CDRL) spell out the data deliverables required – monthly status reports, cost reports, etc.
- Provide all deliverables (pricing breakdown, technical proposals, etc.) IAW Sections L&M
- Make sure you are filling in required clause fill-ins
- Watch for amendments against the solicitation--take note of the changes therein and plan accordingly
  - You must also review and sign amendments as part of their proposal package
- Ask questions if you need clarification or something is unclear



# How Things Work

## Contracting Process

- Once evaluations are complete, you will hear from the Contracting Officer (CO) either telling you that you won the competition, or you were an unsuccessful offeror
- You can request a debriefing IAW FAR 15.504 and 15.505
- Make sure once awarded a contract to follow the schedule requirement and notify the CO immediately if any issues arise.
- The CO is the only one allowed to make changes, do not take direction from anyone else, all changes will be codified via contracting officer signing a modification
- The Contractor should keep their own records of performance (strengths, successes, areas to work on) for use in reviewing Govt issued monthly Performance Assessment Reports (PAR), annual Contractor Performance Assessment Reporting System (CPARS), etc.
- Follow up with your CO if the a required CPARS is not being sent to you, positive CPARS help the contractor win contracts.
- Ensure that you are reporting Executive Compensation and First-Tier Subcontract Awards, IAW FAR 4.14/ 52.204-10 (all contracts with value of \$30K or more)





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# QUESTIONS?

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Feel Free to Reach out if you have questions:

[katherine.welchel@us.af.mil](mailto:katherine.welchel@us.af.mil)

[virginia.elliott.1@us.af.mil](mailto:virginia.elliott.1@us.af.mil)