

# 316th Wing

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*Doing Business with 316<sup>th</sup> Wing*  
*JBA*  
*29 June 2020*



# Agenda



- About 316th Wing
- Major 316th Wing Customers
- Most Utilized Contracting Vehicles and Methods
- Most Utilized NAICS Codes
- How to Locate Opportunities
- Local Area Preference
- 316th Wing Small Business Program Office



# About 316th Wing



- The 316th Wing is the host wing for Joint Base Andrews providing security, personnel, contracting, finance and infrastructure support for six Wings, two Headquarters and more than 80 tenant organizations
- The 316th Wing supports contingency operations in our nation's capital with immediate response rotary-assets
- It also provides security for the world's highest visibility flight line and is responsible for ceremonial support with the United States Air Force Band, Honor Guard and Air Force Arlington Chaplaincy



# Major 316th Wing Customers

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- **316<sup>th</sup> Civil Engineering Squadron**
  - **316<sup>th</sup> Force Support Squadron**
  - **316<sup>th</sup> Medical Group**
  - **89<sup>th</sup> Wing**
  - **U.S. Air Force Band**
  - **U.S. Air Force Honor Guard**
  - **Other JBA Tenant Units**
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# Squadron Mission

## 316 CONS

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### ***Who we are...***

***56 contracting professionals; military, civilians, contractors  
Award/manage supply, services, construction contracts***

### ***What we do...***

***Provide Presidential support to 6 Wings, 17K personnel  
Deploy to austere locations in support of combat operations***

### ***How we do it...***

***Stand up and do the right thing to ensure integrity/fairness  
Never award a contract at the expense of integrity  
Know fundamentals, think innovatively, and focus on details  
Care for one another by sharing knowledge/expertise  
Protect image of our Nation, Air Force, and Contracting  
profession***



# 316 CONS Requirements



- **Engineering Services**
- **Office Furniture**
- **General Construction**
- **Professional Services**
- **Education Services**
- **Health Care Services**
- **Food Services**
- **Security Guards and Patrol Services**
- **Other Computer Peripheral Equipment**
- **Radio and Television Broadcasting and Wireless Communications**
- **Freight Transportation**
- **General Warehousing and Storage**
- **Computer and Office Machine Repair and Maintenance**



# Most Utilized Contracting Vehicles and Methods

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- AFWAY (IT Commodities)
- NETCENTS (IT Services)
- GSA Government-Wide Acquisition contracts
- MCC (Medical Commodity Council)
- Set-aside opportunities posted on BetaSam.gov and GSA
- SBA 8(a) Business Development Program



# Most Utilized NAICS Codes in FY20



- 238210 - Electrical Contractors and Other Wiring Installation Contractors
- 334118 - Computer Terminal and Other Computer Peripheral Equipment Manufacturing
- 334220 - Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
- 337214 - Office Furniture (Except Wood) Manufacturing
- 532490 - Other Commercial and Industrial Machinery and Equipment Rental and Leasing
- 811310 - Commercial and Industrial Machinery and Equipment Repair and Maintenance





# Most Utilized NAICS Codes in FY20



- 236220-Commercial and Institutional Building Construction
- 238210-Electrical Contractors and Other Wiring Installation Contractors
- 238390-Other Building Finishing Contractors
- 811121-Automotive Body, Paint and Interior Repair and Maintenance
- 611512-Flight Training
- 335122-Commercial, Industrial and Institutional Electric Lighting Fixture Manufacturing
- 238910-Site Preparation Contractors
- 339112-Surgical and Medical Instrument Manufacturing



# Doing Business with the Air Force



## Step 1: Registering to Do Business with the Federal Government

There are three basic steps that a small business or minority institution must take in order to sell their products or services to the US Air Force.

A small business or minority institution needs to be a registered contractor in the US Federal Government's System for Award Management (SAM).

### System for Award Management Website ([www.sam.gov](http://www.sam.gov))

Prospective vendors must be registered in SAM prior to the award of a contract; basic agreement, basic ordering agreement, or blanket purchase agreement.



# Doing Business with the Air Force



## Step 2: Finding an Opportunity

There are several resources available to search for US Air Force contracting opportunities on-line. The following online resources are available for use for your marketing research.

### **BetaSam([www.betaSAM.gov](http://www.betaSAM.gov))**

BetaSAM is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers publicize their business opportunities by posting information directly to BetaSAM via the Internet. Through one portal - BetaSAM - commercial vendors seeking Federal markets for their products and services can **search, monitor, and retrieve opportunities** solicited by the entire Federal contracting community. BetaSAM also provides a training video to help familiarize users with features and functionality of BetaSAM.



# Doing Business with the Air Force



## Step 3: Finding Assistance in Pursuing an Opportunity

The following resources are available to assist your small business.

### Small Business Professional

Each Air Force Base in the continental United States has a Contracting Office with an assigned Small Business Professional. To find the correct Small Business Professional for your opportunity, go to the Small Business Administration (SBA) Homepage (<https://www.sba.gov/>), select Menu, then scroll down to Local Assistance, then search either by State or by Base. This method will provide contact information for the Small Business Professional.



# Use of Small Business Concerns



- In order to attain more deliberate results towards increased small business participation throughout the AF enterprise, the following measures are directed:
  - 1) Take immediate steps to increase small business participation and
  - 2) Re-emphasize expectations of sound acquisition and procurement practices to ensure efficiency initiatives (i.e. mandatory vehicles) are balanced to harmonize statutory requirements in promoting maximum practicable small business opportunities.
- All of these measures align directly with the AF SB and with Offices of the Under
- Secretary of Defense for Acquisition, Technology, and Logistics (USD AT&L) Better Buying
- Power initiatives for increased competition and small business participation



# Use of Small Business Concerns cont...



To ensure small businesses are a first consideration in all AF procurements, the importance of adhering to the following is emphasized:

## A. Immediate steps to increase small business performance:

- In accordance with FAR 19.502-2(a), *all requirements **between** the micro purchase (\$10,000) and the Simplified Acquisition Threshold (SAT) (\$250,000) shall be set-aside for small businesses unless an exception applies and is documented by the contracting officer.*
- In accordance with FAR 19.502-2(b), *all requirements in **excess** of the SAT shall be set-aside for small businesses when two or more responsible small businesses are expected to participate and offer fair market prices.*
  - *However, the contracting officer **shall first consider** an acquisition for the small businesses **socioeconomic** contracting program (i.e., 8(a), HUBZone, SDVOSB, or WOSB programs) **before** considering any other type of **small business set-aside**. (See FAR 19.203 and 502-2(b)(2)).*



# Small Business Administration



- **SBA.gov**
- **Government Contracting:** [www.sba.gov/GC](http://www.sba.gov/GC)
- **HubZone:** [www.sba.gov/hubzone](http://www.sba.gov/hubzone)
- **Women Owned:** <https://www.sba.gov/.../women-owned-businesses>
- **8(a) Development:**  
[www.sba.gov/aboutsba/sbaprograms/8abd/index.html](http://www.sba.gov/aboutsba/sbaprograms/8abd/index.html)



# Tools to Connect and Locate Opportunities



- **Beta Sam**

<https://beta.sam.gov/>

- **GSA eBuy**

[https://www.gsaadvantage.gov/advantage/ws/main/start\\_page?store=ADVANTAGE](https://www.gsaadvantage.gov/advantage/ws/main/start_page?store=ADVANTAGE)

- **Federal Procurement Data System – Next Generation (FPDS-NG)**

[https://www.fpds.gov/fpdsng\\_cms/index.php/en/?pageSource=loginPage](https://www.fpds.gov/fpdsng_cms/index.php/en/?pageSource=loginPage)

- **Dynamic Small Business Search**

[https://web.sba.gov/pro-net/search/dsp\\_dsbs.cfm](https://web.sba.gov/pro-net/search/dsp_dsbs.cfm)

**\*\*\*\*\*BE SURE TO REGISTER AT THE LINK BELOW IN ORDER TO DO BUSINESS WITH THE FEDERAL GOVERNMENT:**

- System for Award Management (<https://www.sam.gov>)





# QUESTIONS

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# Contact 316th Wing Small Business Office

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