316th Wing

Doing Business with 316th 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
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

- 316th Civil Engineering Squadron
- 316th Force Support Squadron
- 316th Medical Group
- 89th Wing
- U.S. Air Force Band
- U.S. Air Force Honor Guard
- Other JBA Tenant Units
Squadron Mission
316 CONS

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

- 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
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)

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

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.
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
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
- HubZone: www.sba.gov/hubzone
- Women Owned: https://www.sba.gov/.../women-owned-businesses
- 8(a) Development: www.sba.gov/aboutsba/sbaprograms/8abd/index.html
Tools to Connect and Locate Opportunities

- Beta Sam
  https://beta.sam.gov/

- GSA eBuy

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

- Dynamic Small Business Search
  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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