375th Contracting Squadron
Partnering With Small Business

AMC’s Showcase Wing...Enabling Rapid Global Mobility
Overview

- Who We Are, Our Mission & Vision
- Key Decision Makers
- How to Find Opportunities
- Acquisition Strategy
- Program Updates
- How to Market Your Firm

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375th Contracting Squadron

- One of 4 Contracting Agencies on SAFB
- One of 5 Squadrons under the Mission Support Group, 375th Air Mobility Wing
- Contracting Authority/Support flows from AF Installation Contracting Center
- Staff of 54 Authorizations, approximately 60/40 civilian/military ratio
- Two Major Buying Flights and a Support Flight
  - Commodities & Services Flight
  - Construction Flight
  - Plans & Programs Flight
Mission/Vision/Priorities

- United States Air Force:
  - Mission: Fly, Fight, Win...in Air, Space, and Cyber Space
  - Vision: The World’s Greatest Air Force...Powered by Airmen...Fueled by Innovation

- Air Mobility Command
  - Mission: Provide Rapid Global Mobility...Right Effects, Right Place, Right Time!
  - Vision: Projecting Decisive Strength Across Contested Domains and Delivering Hope... Always.
Mission/Vision/Priorities

- **375th Air Mobility Wing:**
  - **Mission:** AMC’s Showcase Wing…Executing Rapid Global Mobility
  - **Vision:** Combat Ready, Showcase Worthy
  - **Priorities:**
    - Operate & Sustain Mission Capabilities
    - Prepare for Tomorrow’s Operating Environment
    - Develop & Care for our Airmen and their Families
    - Foster Mission & Community Partnerships
375th Contracting Squadron

- **Mission**: Deliver innovative, agile, and best value acquisition solutions to execute rapid global mobility

- **Vision**: One team providing sustained acquisition excellence through deliberate innovation

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Key Decision Makers

Squadron Leadership:

- **Commander**: Lt Col Christopher Jones
- **Director, Business Ops**: Jeremy Vasquez
- **Superintendent**: SMSgt Johnny Crawford
- **Unit Program Coordinators**: Andrea Adamsky & Tori Kincaid
- **Chief, Commodities & Services**: Keely Webb
- **Chief, Construction**: Lt. Chace Morris
- **Chief, Plans & Programs**: Penny Boggis
- **Appointed Contracting Officers**
How to Find Opportunities

- GSA Advantage
- Multiple Award IDIQ Contract Holders
- SAM.gov
- Commercial/Industry Publications
  - Dodge Reports (construction project leads)
  - Southern Illinois Builders Association
- Self-Marketing – Come See Us!
Bidders Lists

- Government does not maintain bidders lists! Register in SAM!!!
- Opportunities are driven by competing requirements, priorities, and funding constraints (and they change all the time)
- Need to be dialed in to SAM.GOV Opportunities!
  - Task Orders are not advertised
- Companies may self-market
ACQUISITION STRATEGY

- Market Research
  - Small business focus

- Contract Methods
  - Architect-Engineer IDIQ
  - Multiple Award Construction Contract
    - Design-Bid-Build
    - Design-Build
    - Renovate (No Design)
  - Multiple Award Paving Contract
  - Painting Basic Purchase Agreement (BPA)
PROGRAM UPDATES

- FY18 MACC
  - 5-year $90M ceiling
  - 14 IDIQ contract awards
  - 5 Reserved for 8(a) firms
  - Currently in Option Year 3
  - Performance Period through Aug 2023

- FY20 MAPC
  - 5-year $45M ceiling
  - 8 IDIQ contract Awards
  - Currently in Option Year 1
  - Performance Period through May 2025
PROGRAM UPDATES

Architect Engineer Services:

- 5 separate A&E IDIQ contracts
- 5-year $2.4M ceiling on each contract
- Currently in Option Year 1
- Performance period through June 2025
Marketing Tips

- Build Your Resume, Profiles, Capabilities
- Keep Accurate Past Performance Records
- Watch SAM.gov!
- Stay Engaged, Attend Pre-bid conferences
- Market services to IDIQ Awardees

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Any Questions?

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