



U.S. AIR FORCE

375th Contracting Squadron

“Contracting 101”

Air Mobility Command’s Showcase Wing...Enabling Rapid Global Mobility



Overview



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- **375th Contracting Squadron: Who We Are**
 - **Getting Started**
 - **System for Award Management**
 - **Where We Advertise**
 - **How We Find You**
 - **How We Do Business**
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 - **Plans and Program Flight**
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375th Contracting Squadron: Who We Are



- **Mission**: Deliver agile, innovative and best value acquisition solutions to enable rapid global mobility
- **Vision**: One team providing sustained acquisition excellence through deliberate innovation
- **Commander**: Lt Col Chad Sessler
Director, Business Operations: Mr. Ted Bealer
Chief, Goods and Services: Mr. Cliff Beasley
Chief, Construction: Mr. Rodney Brown
Chief, Plans and Programs: Ms. Penny Boggis



System for Award Management (SAM)

- **System for Award Management (SAM) Registration**
 - **<https://www.sam.gov/SAM/pages/pubic/index.jsf>**
 - **You must have an active registration in order to be awarded a government contract. Keep information current and renew annually; the Defense Finance & Accounting Service (DFAS) uses SAM information to make vendor payments. Expired registration will stop all contract payments.**
 - **Assigns Commercial & Government Entity (CAGE) code**
- **Wide-Area Work Flow - AF mandated for invoicing**



Where We Advertise

- **All synopsis/solicitations are electronically posted to the Federal Business Opportunities website: www.fbo.gov**
 - **Select FedBizOpps Vendors**
 - **Scroll down to USAF under Acronym**
 - **Select Air Mobility Command – Locations**
 - **Select Posted Dates for the site of preference**
- **Notification services are also available on the website that allow contractors to register for specific product service classifications for individual or all federal sites**



How We Find You

- **Market Research**
 - **To develop purchase/acquisition strategy**
 - **To determine Small Business strategy**
 - **To determine competitive environment**

- **Small Business – We have Goals!**
 - **Size Standards**
 - **Socio-Economic Categories**
 - **Set-asides**



How We Find You (cont.)



- **Customer's Suggested Source of Supply**
- **System for Award Management (SAM) Database**
 - **SAM system is the primary vendor database for doing business with the Federal Government**
 - **375 CONS uses the Dynamic SB Search Tool**
- **Sources sought requests using FedBizOpps website**
- **Other Federal organizations (Air Force Bases, etc.)**



How We Do Business

- **Requirements under \$10K – Government Purchase Card**
 - **600+ Card holders base-wide**
 - **29K individual transactions annually - ~\$27M**

 - **Requirements over \$10K are purchased using a variety of methods depending on the individual request**
 - **Request for Quotes (RFQ) – Verbal, fax, WWW**
 - **Request for Proposals (RFP) – FedBizOpps**
 - **Federal Supply Schedules / Agency Contracts**
 - **Competitive or Sole Source**
 - **Multiple Award IDIQ Programs**
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How We Do Business (cont.)

- **Competitive procurement using “best value” approach:**
 - **Price/Performance Trade Off**
 - **Requests for Proposals**
 - **Monitor FedBizOpps for opportunities, changes, and pre-proposal conferences/site visits**
 - **Read all pages of the request for proposal (RFP)**
 - **Past Performance**
 - **Strong emphasis**
 - **References will be contacted**
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Good and Services Flight

Flight Chief: Mr. Cliff Beasley



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- **IT Support (Software and Hardware)**
 - **Total FY18 Expenditures: \$32M/289 actions (42% of 375 CONS obligations)**
 - **Mandatory Tools: AFWAY, NETCENTS, NASA-SEWP, GSA, ESI**

 - **Furniture**
 - **Systems, Wood, Seating, Filing and Storage**
 - **Total FY18 Expenditures: \$4.1M/46 actions**
 - **All furniture purchases are from GSA Schedules or mandatory contracts**
 - **Expect significant increase due to increase in facility renovations**
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Goods and Services Flight



▪ Service Contracts

- Janitorial Service
- Grounds Maintenance
- Fire Alarm Maintenance
- Fire Suppression Maintenance
- Elevator Maintenance
- Refuse/Recycling Collection
- Transient Alert Service
- Packing and Crating

▪ Medical Services

- Doctors, Nurses, Technicians
- Clerks, Coders, Lab Equipment Leases
- Equipment Maintenance
- Transitioning to DHA in FY20

▪ Misc Purchases

- Mobile Radios
- Audio Visual Equipment
- Video Surveillance Cameras/Systems
- Equipment/vehicle parts



Good and Services Flight



▪ Points of Contact:

- **Flight Chief: Cliff Beasley, 618-256-9315**
john.beasley.1@us.af.mil
- **IT Hardware & Software: Amber Gildon, 618-256-9258,**
amber.gildon@us.af.mil
- **Wing Support Team: SSgt Greg Hovland, 618-256-9270,**
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- **Critical Services Team: Marcia Wuebbels, 618-256-9308,**
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- **Medical Support Team: Celina Campbell, 618-256-9286,**
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Construction Flight

Flight Chief: Mr. Rodney Brown



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- **Multiple Award Construction Contract (MACC) – 31 Aug 18 thru 30 Aug 23**
 - 5 year Multiple Award IDIQ (Base plus 4 options)
 - 14 contractors (Small Businesses and 8(a))

 - **Multiple Award Paving Contract (MAPC) – 1 Jul 15 thru 30 Jun 20**
 - 5 year Multiple Award IDIQ (Base plus 4 options)
 - 5 contractors (Small Businesses)

 - **Painting Multiple Award Contract (PMAC) – 7 Sep 15 thru 6 Sep 20**
 - 5 year Multiple Award IDIQ (Base plus 4 options)
 - 3 contractors (HUBZone Certified)

 - **Architect-Engineering Services – 14 Sep 14 thru 14 Sep 19**
 - 5 year Multiple Award IDIQ (Base plus 4 options)
 - 4 Architectural-Engineering Firms (Small Business)
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Plans and Program Flight

Flight Chief: Ms. Penny Boggis



- **Scott AFB Government Purchase Card Program**
 - **Fiscal Year 2018 Data: \$27M and 29K transactions**
 - **600 cardholders and 323 managing accounts**
 - **Used for purchase up to \$10K**
 - **With waiver can go up to \$25K for purchases from GSA Schedules**





GSA Schedules Program



- **GSA Multiple Award Schedule (MAS) New Offerors Roadmap**
 - **Provides information for vendors on how to submit an offer to sell commercial products and services under the Schedules Program**
 - **Electronic Package submitted using the eOffer system**
 - **For questions and assistance with required documents**
 - **Contact NCSCcustomer.service@gsa.gov**
 - **<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/guide-to-preparing-a-schedule-offer>**



Annual Spend and Economic Impact



- **FY17 Spend: \$78.1M**
 - **Construction: \$18.2M**
 - **Goods and Services: \$59.9M**
 - **GPC: \$27M**
 - **IL/MO Economic Impact: 12K Actions, \$39.8M (\$11M on GPC)**

- **FY18 Spend: \$79.7M**
 - **Construction: \$22.5M**
 - **Goods and Services: \$57.2M**
 - **GPC: \$27M**
 - **IL/MO Economic Impact: 11K Actions, \$45.3M (\$10M on GPC)**

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Future Requirements

- **New Multiple Award Paving Contract (MAPC)**
 - **New Architect-Engineering Services Contract**

 - **Programmed but not funded:**
 - **Design - Repair, S. Foxtrot Taxiway and Stormwater Pipe**
 - **Design - Repair, Reconstruct Scott Drive & Storm Drainage**

 - **Audio Visual Data Wall for Bldg 3189, 618 AOC(2019)**
 - **Moving contracts for upcoming unit moves (2019)**
 - **Sports Officials(Jan 2019)**
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Final Tips



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- **Build Your Resume, Profiles, Capabilities**
 - **Keep Accurate Past Performance Records**
 - **Watch FedBizOpps!**
 - **Stay Engaged, attend Pre-bid conferences**
 - **Market services to IDIQ Awardees**
 - **Reach out to 375th CONS**



Contact Information

Commander: Lt Col Chad Sessler, 618-256-9321, chad.sessler@us.af.mil

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Questions



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Backups

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MACC Contractors



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- **GIVSCO RCC**
 - **MKB**
 - **J.E. Novack Construction**
 - **DMS Contracting**
 - **HOF Construction**
 - **Pugsley-Bush**
 - **Davinroy Mechanical**
 - **J & B Builders**
 - **Mantle-Plocher**
 - **Zodiac-Poettker**
 - **RB Construction**
 - **Supplied Industrial Solutions**
 - **Batir Partners**
 - **Master Design Build**

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