

What's the best way to market to the Government?

Please hit the link called "Doing Business with the Air Force eProgram Guide". This document contains a lot of resources, tips and advice for successfully marketing to the installation/agency that might need the services/products you provide. If you are a small business, check out the "Locate a Small Business Specialist" link on the Air Force Small Business Office website.

What types of construction requirements are there at McConnell?

McConnell has recurring needs for a variety of construction requirements--to include renovation and repair of existing facilities, new minor construction and horizontal construction—much the same as any small city. The US Army Corps of Engineers has primary responsibility for executing new projects specifically approved by Congress. There are also strategically sourced contracts for Roofing (bid-build) and Airfield Runway Rubber Removal and Striping. Depending on the project scope, we may advertise the requirement on the FedBizOpps website; however, many projects will fall within the scope of several long-term contracts that we maintain to provide an efficient competitive method for buying our construction needs. These include:

- 1) Multiple Award Construction Contracts – This program is primarily for sustainment, restoration and modernization of existing facilities and includes a wide variety of trade disciplines. Project values typically range from \$150K to \$10M. Six small business firms were competitively awarded contracts in this program. In limiting future projects to these firms, the government can quickly obtain competitive bids from proven performers—thus expediting the award process. Although competition is limited for prime contracts on this program, most projects will have subcontracting opportunities. The current contract holders are provided under the "Major Contracts" link.
- 2) Multiple Award A&E Services – Currently the base has contracts with two local small business A&E firms. These contracts are typically 5-year terms if all options are executed.
- 3) Simplified Acquisition of Base Engineer Requirements (SABER) – This 5-year contract, currently in the SBA's 8(a) business development program, is a single award contract for smaller repair projects (typically under \$750K). This contract also covers some projects at Fort Riley. Projects are executed via negotiated task orders.

How do you purchase your Office Supplies?

Under a GSA-managed Federal Strategic Sourcing Initiative (FSSI), mandatory-use blanket purchase agreements have been issued for the purchase of office supplies. The base also has a supply store (office supplies and individual equipment items) that is run under contract with Envision, an AbilityOne agency. These are the primary sources for most office supplies and purchases are typically made using the Government Purchase Card.

Can I obtain a list of your GPC account holders?

We have about 300 cardholders on the base and due to frequent turnover, and for privacy reasons, we do not release cardholder contact information. Should you desire to provide a capabilities statement or line card, please contact our office and we'll distribute your information.

Do you have any recurring IT Services needs?

Many of our IT and Network services are provided in-house by our Communications Squadron. We do have a TeleComm Services contract (currently part of the SBA's 8(a) Program), and occasionally have small staffing needs for external network administration services. The Air Force has a number of mandatory-use contracts for a wide variety of IT products and services in the NETCENTS program (www.netcents.af.mil); they include:

Products (Commercial Off-the-Shelf): Networking equipment, servers/storage, peripherals, multimedia, software (shrink wrapped), identity management/biometric hardware and associated software, delivery, warranty, and maintenance.

NETOPS and Infrastructure Solutions: Network management/defense, SOA infrastructure, enterprise level security/management and implementation/operations, telephony infrastructure and services; managed services/cloud computing.

Application Services: Systems sustainment/development, migration, integration and netcentric data services, web services, COTS software integration, smart phone/mobile apps.

Enterprise Integration and Service Management (EISM) – A&AS: Services to enable enterprise integration service management support for both infrastructure and mission capabilities (enterprise level support).

Why are some requirements limited to certain sources?

The short answer is statute/regulations regarding obligation of appropriated (taxpayer) funds. The following factors influence how items/services are procured.

Required sources of supplies/services: Before a decision is made to commercially source an item/service, we are required to use these sources, in descending order:

For Supplies:

- Agency inventories,
- Excess from other agencies,
- Federal Prison Industries,
- Supplies on the Procurement List (Committee for Purchase from People Who Are Blind or Severely Disabled),
- Wholesale supply sources such as GSA stock programs and DLA

For Services:

- Services on the Procurement List (Committee for Purchase from People Who Are Blind or Severely Disabled)

Small Business – All requirements above \$3.5K up to the Simplified Acquisition Threshold (\$150K) are automatically reserved for small business. Above \$150K, small business set-asides have priority over acquisitions using full and open competition and the contracting officer shall first consider an acquisition for the small business socioeconomic contracting programs (i.e., 8(a), HUBZone, SDVOSB, or WOSB) before considering a small business set-aside. If a requirement has been accepted by the SBA under the 8(a) Program, it must remain in the 8(a) Program unless SBA agrees to its release.

Competition – With very few exceptions, requirements will be competed to obtain the best value for the government.

Increasingly, it seems the Air Force is moving towards regional and/or enterprise contracts, what types of services/products do these cover?

True, cost savings and efficiencies are driving the Air Force (and other services) to look at strategic sourcing opportunities whenever practical. Some of these contracts have mandatory-use policies and others do not. For us, the following requirements will likely be limited to procurement on existing enterprise contracts (subject to change):

- Airfield Rubber/Paint Removal & Restriping
- Roofing (not involving design)
- Elevator Maintenance/Repair/Inspection
- Industrial Supplies/Equipment
- Office Supplies
- IT Services and Products
- Furniture (executive, case goods, systems/modular, seating)
- Cellular Services/Devices
- Medical Staff Services