

# ***Headquarters U.S. Air Force***

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*Integrity - Service - Excellence*

## **Small Business in the BIG Air Force**



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USAFA/CDO  
11 Aug 11**

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# Set-Asides

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- Any acquisition valued between \$3,000-\$150,000 is reserved exclusively for small business concerns, and therefore “set aside”.
- Acquisitions estimated to be valued over \$150,000 are set aside for small business participation when there is a reasonable expectation that offers from at least two responsible small business concerns will be received at fair market prices.



# Small Business Sub-Sets

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- **Per SBA regulations, a business may qualify for one or more of the following categories:**
  - **Service-Disabled Veteran-Owned Small Business**
  - **HUBZone Small Business**
  - **Small Disadvantaged Business (commonly known as “8(a)”)**
  - **Women-Owned Small Business**



# Small Business Concerns

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## A. Small Disadvantaged Business

- In general, to qualify as an SDB, a company must be a small business which is at least 51% unconditionally owned and controlled by one or more socially and economically disadvantaged individuals.
- Numerous criteria which the SBA looks into when reviewing an application.



# Small Business Concerns

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## **(i) 8(a) program small disadvantaged business**

- **Generally, a concern meets the basic requirements for admission to the 8(a) program if it is a small business which is unconditionally owned and controlled by one or more socially and economically disadvantaged individuals who are of good character and citizens of and residing in the United States, and which demonstrates potential for success.**
- **However, businesses that are owned and controlled by Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans and Subcontinent Asian Americans are rebuttably presumed to be socially and economically disadvantaged.**



# Small Business Concerns

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## **B. Historically Underutilized Business Zone small business**

- **The HUBZone program provides federal contracting assistance for qualified small business concerns located in historically underutilized business zones in an effort to increase employment opportunities, investment, and economic development in such areas.**
- **There are numerous criteria which the SBA looks into when reviewing an application to see if a business meets these criteria.**



# Small Business Concerns

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## C. Veteran-owned small business (VOSB)

- A business that is at least 51% owned by one or more veterans; or in the case of any publicly owned business, at least 51 % of the stock of which is owned and controlled by one or more veterans and the management and daily business operations of which are controlled by one or more veterans.

### (i) Service Disabled-Veteran-owned small business (SDVOSB)

- To qualify as a SDVOSB, a small business concern must be at least 51% unconditionally and directly owned by one or more service-disabled veterans.



# Small Business Concerns

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## D. Woman-owned small business (WOSB)

- Section 8(m) of the Small Business Act authorizes certain procurement mechanisms to ensure that Women-Owned Small Businesses (WOSBs) have an equal opportunity to participate in Federal contracting.

### (i) Economically-disadvantaged woman-owned small business

- To qualify as an EDWOSB, a concern must be a small business that is not less than 51 percent unconditionally and directly owned and controlled by one or more women who are United States citizens and are economically disadvantaged.





# Does the Air Force buy your product or service?

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- ***Information about the selling to the Air Force is found at [www.selltoairforce.org](http://www.selltoairforce.org)***
- **A consolidated calendar of outreach events allows small business owners to make effective marketing decisions when targeting small business specialists and opportunities.**
- **The FAQ section provides vital answers to improve suppliers' ability to understand the federal contracting process and describes supplies and services typically bought by an Air Force base for day-to-day operations.**
- **The locator section provides the name and contact information for the Air Force Small Business Specialist for every Air Force activity with a contracting function.**



# *How is your commodity typically purchased?*

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- **If purchased locally, marketing to the Air Force Small Business Specialist and local contracting offices is necessary. When marketing to the Small Business Specialist, first call and make an appointment to meet with them.**
- **If purchased for the entire Air Force, you need to find any and all solicitations for that product or service by going to [www.fedbizopps.gov](http://www.fedbizopps.gov) This Web site is the single posting site for all federal procurements over \$25,000.**
- **In the case of both local and Air Force-wide purchases, it is your responsibility to demonstrate to potential buyers that you are a capable supplier. It is likely you will be competing with other vendors.**



# ***Demonstrate your capabilities if you have the opportunity***

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- ***Provide prospective Air Force clients with:***
    - **A capability package (ask your Small Business Specialist what to include, e.g., brochures, pamphlets, or other materials)**
    - **A product demonstration or presentation if requested**
  - **Keep information fresh...**
    - **Keep your Small Business Specialist informed about changes in your business.**
  - **Follow up...**
    - **Ask your Small Business Specialist about new or projected requirements.**
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# Get registered...

- ***The Small Business Administration or a Small Business Specialist can help you through this process.***
- **Central Contractor Registration (CCR) is mandatory.**  
**[www.ccr.gov](http://www.ccr.gov)**
- **Contractor And Government Entity (CAGE) codes are necessary for all businesses. Your CAGE Code will be given when you register with CCR at [www.dlis.dla.mil/cageserv.asp](http://www.dlis.dla.mil/cageserv.asp).**
- **Dun & Bradstreet (D&B) numbers are required. [www.dnb.com](http://www.dnb.com)**



# Continued...

- The government identifies your product or service with a 6-digit code called the North American Industry Classification System (NAICS). [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).
- If you do get a contract with the USAF you must register with Wide Area Work Flow to ensure electronic payment. <https://www.wawf.eb.mil>
- The Small Business Administration (SBA) is a great resource to help you with the intricacies of government contracting. Your local SBA office can be found at [www.sba.gov](http://www.sba.gov).



# Questions

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## **USAFA Point of Contact**

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# Helpful Websites

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Size Standards  
[www.sba.gov/size](http://www.sba.gov/size)

Federal Acquisition Regulations  
[farsite.hill.af.mil](http://farsite.hill.af.mil)

Small Business Development Centers  
[www.asbdc-us.org](http://www.asbdc-us.org)

Procurement Technical Assistance Center  
<http://www.coloradoptac.org/>

Air Force Civil Engineering Support Agency  
System <http://www.afcesa.af.mil/>

8(a) Program Guide  
[http://www.sba.gov/idc/groups/public/documents/sba\\_program\\_office/8abd\\_bdmis\\_user\\_guide.pdf](http://www.sba.gov/idc/groups/public/documents/sba_program_office/8abd_bdmis_user_guide.pdf)

DoD Office of Small Business  
[www.acq.osd.mil/sadbu](http://www.acq.osd.mil/sadbu)

General Services Administration  
[www.gsa.gov](http://www.gsa.gov)

DOD Business Opportunities  
[www.dodbusopps.com](http://www.dodbusopps.com)

AF Center of Eng/Environment  
<http://www.afcee.af.mil/>

Federal Procurement Data  
Next Generation (FPDS-NG)  
[https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)