SB/MDG Services Outreach Workshop Agenda – 11 May 2016

- 0730-0800  Sign-In / Networking
- 0800-0900  Admin Announcements & Intros
- 0900-1000  96 MDG Presentation
- 1000-1030  Break / Networking
- 1030-1130  Contracting Presentation
- 1130-?    Networking
96th Medical Group, Eglin AFB, FL

Patient's First Choice for Recognized Quality Healthcare
Sue Siebenberg  
Phone: 850-883-9153
Agenda

- 96 MDG Mission
- Logistics Mission Statement
- History/Background
- Prime Vendor and Electronic Ordering
- Questions
Mission:

Deliver Trusted Care and Promote the Well-Being of Every Patient...Educate, Prepare, and Develop Tomorrow’s Medics to Heal our nation’s Warrior
Mission:

Provide and maintain the highest quality and lowest delivered cost for materiel, services, transportation, equipment and facilities in a safe and secure environment, during peacetime or contingency operations in support of the mission of the 96th Medical Group
History/Background

- Beneficiary Population: 92K
- Beneficiary Enrollment: 37K
- Annual Supply Sales: $48.3M
- FY 15 purchased equipment: $5M
- 241.5 Contract Employees
- 139 Contracts valued at $26.7M
- 34 Service Contracts valued at $5.5M

- Other agencies supported
  Army veterinarian clinic
  Duke Field ANG clinic
  Arnold AFB, TN
  6th Rangers Battalion
  7th Special Forces Group
Prime Vendor/Electronic Ordering

- Prime Vendor
- Owens & Minor – Provides Medsurg Items
- Amerisource Bergen – Provides Pharmaceutical Items
- ECAT
  - Must have a DAPA to do business with Prime Vendors or ECAT
  - Apply at the following website to get a DAPA
Questions
BASE OPERATING SUPPORT SECTION
SMALL BUSINESS BRIEFING

11 May 2016

MSgt Chris Slater
Contracting Officer, Base Operating Support Section
AFTC/PZ-Eglin Contracting Products

- Timely and Accurate Business Advice and Strategies
- Weapon System Contracts
- Test and Evaluation Contracts
- Science and Technology (S&T) Contracts
- Operational (Installation) Contracts
- Specialized Contracts
- Services Contracts
- Contingency Contracting Support

Missions at Eglin Heavily Reliant on Contracted Products and Services

Integrity - Service - Excellence
Integrity - Service - Excellence
AFTC/PZI-Eglin Org Chart
60th Medical Group

Installation/Operational Contracting
PZI

Base Operating Support (PZIOA)
Chief: Gary Funkhouser

Team A (PZIOA-A)
Team Lead: Ronald Wilson

Team B (PZIOA-B)
Team Lead: Vernon Valigura

Team C (PZIOA-C)
Team Lead: MSgt Chris Slater

Team D (PZIOA-D)
Team Lead: MSgt Jason Frazee

Base Infrastructure (PZIOC)
Chief: Mark Brock

Team A (PZIOC-A)
Team Lead: Cynthia Smith

Team B (PZIOC-B)
Team Lead: Juanita Lambert

Team C SABER (PZIOC-C)
Team Lead: Kristine Wright

Specialized Contracting (PZIE)
Chief: Erik Urban

LPCOs
Capt Jonathan Esquivel
Maria Fox
Mark Clapp
Joseph O’Gallagher

Plans & Programs (PZIOP)
Chief: Marc Fitzhugh
SCEP: Patrick McKenzie
DOP: Grace Nelson

U.S. AIR FORCE
Base Operating Support Section (PZIOA)

Mission:
- Procure Variety of Commercial Services < $10M and Commercial Commodities

Customers Supported:
- 96 TW, 7th SFG, 33 FW, 20 SPCS, 53 WG, JDAT, AFRL, 919 SOW, AFLCMC

Dollars/Actions:
- FY13 Dollars Spent: $78M
- FY13 Contract Actions: 1,415
- FY 14 Dollars Spent: $79.4M
- FY 14 Contract Actions: 1,146

Workload Snapshot
- Administration of:
  - 198 Service Contracts - $198.8M
  - 70 BPA’s - $142.5M
  - 9 IDIQ’s - $195.2M
  - 216 Active Purchase Orders - $72.3M

Four Teams:
- PZIOAA - Base Ops Support
- PZIOAB - Test Wing
- PZIOAC - Medical
- PZIOAD - AF Research Lab

BOS Chief: Gary Funkhouser
Team A Lead: Ronald Wilson
Team C Lead: MSgt Slater

Team B Lead: Vernon Valigura
Team D Lead: Michelle Guzman
Team A
Base Ops Support

Mission:
- Procure a variety of base related commodities and services for day-to-day operations.
- This team covers the base as a whole in order to ensure customers have what they need when they need it in order to accomplish the mission.

Primary Customers:
Due to the nature of its mission, Team A has an extremely large customer base, but primarily it supports:
- 7th SFG
- 96 MSG
- 919 SOW
- JDAT

Small Business Opportunities
Team A deals with a wide variety of requirements and the list is growing daily. Some opportunities to be on the lookout for include:
- End Of Year Buys
  - Gym Equipment
  - Appliances
  - Security Cameras
  - Training
  - Misc Electronic Equipment
Mission:
- Procure requirements in support of the 96th TW operations
- The 96th TW is the test and evaluation center for Air Force air-delivered weapons, navigation and guidance systems, Command and Control systems, and Air Force Special Operations Command systems.

Primary Customers:
- 96 TW

Small Business Opportunities
The 96th TW uses highly specialized equipment that must be sole sourced, but there are some requirements to look out for.
For example:
- Repair Services for Test Equipment
- Facility Maintenance
- Test and Lab instruments
  - A wide variety of scopes
  - Data analyzers
  - Etc.
- Upcoming UAV support
Team C
Medical Support

Mission:
- Supports the base hospital by acquiring supplies and services required for providing and maintaining medical care and associated facilities.

Primary Customers:
- 96 MDG - Base Hospital

Small Business Opportunities:
Team C has a large number of medical requirements that are provided by small business:
- Medical Equipment
- Repairs and Upgrades to Medical Facilities
- Medical Professionals:
  - Clinical Nurses
  - Operating Room Technicians
  - Dental Assistants
  - Pharmacy Technicians
  - Pharmacists
  - Etc.
Mission:

- Supports the Research Lab, 20 SPC, 53 WG, & LCMC by acquiring supplies and services in support of their missions

Primary Customers:

- AFRL
- 20 SPC
- 53 WG
- LCMC

Small Business Opportunities

The AFRL, 20 SPC, 53 WG, & LCMC uses highly specialized equipment. For example:

- 3D Printers
- Specialized Research Cameras
- Training
- Misc Electronic Equipment
# Small Business Performance

## Total SB Performance (YTD)
- Eligible Small Business Actions: 2285
  - Total Small Business Actions: 699
- Total Eligible SB Funds: $44,147,211.67
  - Total Funds Spent: $29,949,607.23
- SB Goal Met: 67.84%

## Small Disadvantaged Business
- SDB Actions: 168
- Total Funds Spent: $12,642,316.97
- SDB Goal Met: 28.64%

## Woman Owned Small Business
- WOSB Actions: 255
- Total Funds Spent: $5,345,137.80
- WOSB Goal Met: 12.11%

## Small Disadvantaged Veteran Owned Business
- SDVOB Actions: 41
- Total Funds Spent: $5,935,127.88
- SDVOB Goal Met: 13.44%

## HUBZone Business
- HUBZone Actions: 16
- Total Funds Spent: $1,282,542.81
- HUBZone Goal Met: 2.91%
The Acquisition Process

How the customer explained it

How the Project Leader understood it

How the Analyst designed it

How the Programmer wrote it

How the Business Consultant described it

How the project was documented

What operations installed

How the customer was billed

How it was supported

What the customer really needed

Integrity - Service - Excellence
The Acquisition Process Overview

- Requirements Definition
- Acquisition Strategy
- Request for Proposal
- Evaluation Phase
- Contract Award

- SOW/SOO
- Contract Formulation
The contracting process is a partnership between the contracting office and project personnel. The Contracting Officer molds and shapes the procurement and is ultimately responsible for contract award and administration. The requirements Phase includes:

- **Customer Requirement**
  - This is a very important activity. If this is wrong then there is little chance of satisfying the warfighter.

- **Market Research**
  - Assess competitiveness of market
  - Identify commercial practices
  - Identify potential products to satisfy requirement

- **Statement of Work/Statement of Objective (SOW/SOO)**
The Acquisition Process
Acquisition Strategy

PRE-SOLICITATION:
- Requirements Definition
- SOW/SOO

SOLICITATION:
- Acquisition Strategy
- Request for Proposal
- Evaluation Phase
- Contract Formulation

SOURCE SELECTION:
- Contract Award
The Acquisition Strategy describes the following:

- What the basic contract buys
- How the items are defined
- Options, if any, and prerequisites for exercising them

In addition, the Acquisition Strategy should include market research, address competition, and identify any incentive strategies needed to promote the attainment of selected program priorities, such as cost and/or schedule goals. DFARS 207.105 describes the required contents of written acquisition plans.
The Acquisition Process
Solicitation

- Requirements Definition
- Acquisition Strategy
- Request for Proposal
- Evaluation Phase
- Contract Award

PRE-SOLICITATION
SOLICITATION
SOURCE SELECTION

- SOW/SOO
- Contract Formulation
The Acquisition Process
Solicitation

A solicitation is any request to submit offers or quotations to the Government.

- Solicitations under sealed bid procedures are called “invitations for bids.”
- Solicitations under negotiated procedures are called “requests for proposals” (RFP)
- Solicitations under simplified acquisition procedures may require submission of either a quotation or an offer. (RFQ)
The Acquisition Process
Evaluation Phase

- Requirements Definition
- Acquisition Strategy
- Request for Proposal
- Evaluation Phase
- Contract Award

- SOW/SOO
- Contract Formulation
The Evaluation Phase helps deliver the best value product or service to the customer. This is accomplished by using contractors who have a track record of successful past performance or who demonstrate a current superior ability to perform a contract. Some factors include:

- Cost or Price evaluation
- Past performance evaluation
- Technical/Quality evaluation
- Cost information
- Production capabilities
The Acquisition Process
Contract Award

The contract is awarded upon completion of final evaluations and approval of the required clearance documentation. The Contracting Officer will notify the successful offeror by furnishing the executed contract. Based on the procurement/contract type, the award will occur via one of the following forms:

- **Standard Form (SF) 26 Award/Contract**
- **SF 33 Solicitation, Offer and Award**
- **SF 1449 Solicitation/Contract/Order for Commercial Items**
- **DD 1155 Order for Supplies or Services**
Facilitate Rapid Technology Transition to the Warfighter