375th Contracting Squadron

“Contracting 101”
Overview

- 375th Contracting Squadron: Who We Are
- Getting Started
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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
  - 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](http://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
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
Good and Services Flight  
*Flight Chief: Mr. Cliff Beasley*

- **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
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
Points of Contact:

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- IT Hardware & Software: Amber Gildon, 618-256-9258,
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- 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

- 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)
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
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)
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)
Final Tips

- 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

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Air Mobility Command’s Showcase Wing...Enabling Rapid Global Mobility
Questions
Backups
MACC Contractors

- 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