

# *Pacific Air Forces*

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## **Air Force Installation Contracting Center (AFICC) - Operating Location Pacific Small Business Program**



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**MS. AILIE SOURIOLE  
PACAF DIRECTOR OF  
SMALL BUSINESS**

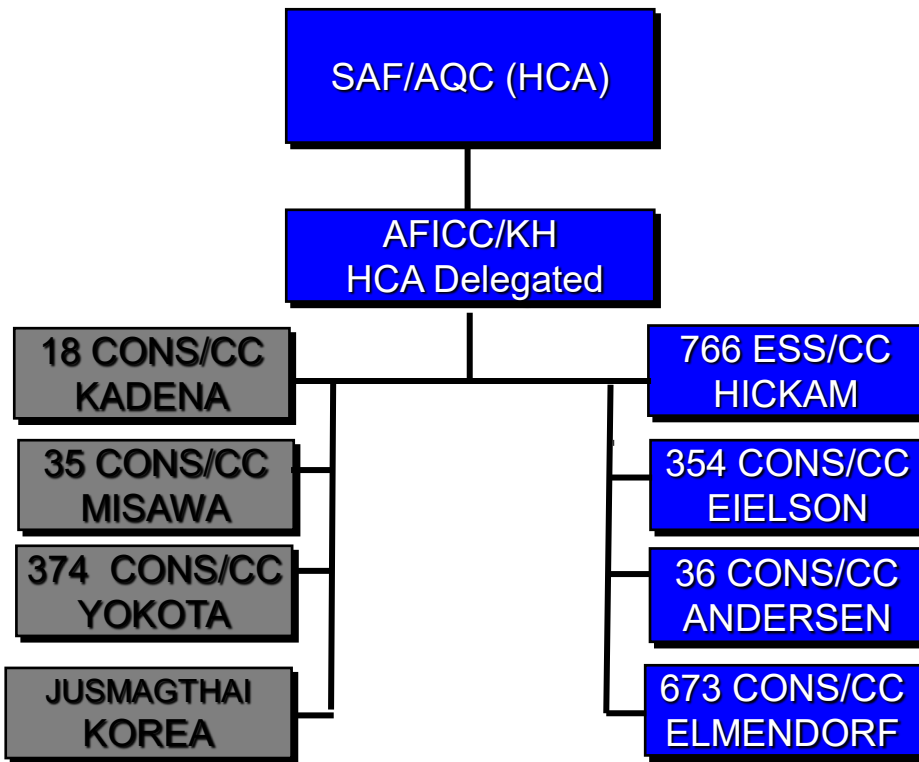
**11 April 2023**



# Geographical Location

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## Alaska, Hawaii, Guam, Japan



*\*Grey Slides indicate limited FAR 19 applicability*



# ***PACAF SB Director Role***

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## **■ Maximize SB Participation**

- Senior Leader Performance Expectations (SLPE/Goals)
- Engage early with our acquisition teams
- Provide Input on RFIs/Sources Sought Synopses, if requested
- Make Set-Aside Recommendations
- Acquisition Strategy Panels
- Publicize SB Programs

## **■ Counsel Contractors – Small Business Advocate**

- Advise what the Base/Complex/Supply Chain procures
- Coordinate Inquiries/Guidance Requests

## **■ Small Business Administration (SBA) Liaison**

- Acquisition Strategy (NAICS; SB Set-Aside; Subcontracting Plans)
- Size Challenges

**Ref: DOD Directive 4205.01; AFI 90-1801; DFARS 219.201 & PGI 219.201; and AFFARS 5319.201**

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# Small Business Roles

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- Educate yourself on who is buying what you're selling
- Utilize your Procurement Technical Assistance Centers (PTAC offices) first, then contact DoD agencies
- Learn to speak the language (FAR, DFAR, AFFARS, LPTA, Best Value, Contract Clauses)
- Learn the strategic contracts the Gov't uses
- FedBizOpps is point of entry to Gov't contracts
- Send capability statements to SBOs
- Schedule one on one meetings
- **RESPOND!! RESPOND!!**
- Request for Information (RFIs)
  - Sources Sought Synopsis
  - Industry Days/Outreach Events
- Talk up your capabilities....not business size
- Let Government know your intentions
  - Prime
    - Limitations in subcontracting
  - Sub-Contractor
    - What skill-sets and percentage can be performed
- Keep your profiles up to date
  - Dynamic Small Business Search (NAICS, Keywords, Perf History)



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# PACAF SB Performance Metrics

<u>Category</u>	<u>Target</u>
SB	65%
SDB	50%
HUBZone	11%
WOSB	9.28%
SDVOSB	3%

- Year to date PACAF has awarded \$162M to SB's; 69% obligated to SB of eligible SB dollars
- Currently PACAF struggles with HUBZone & SDB



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# ***Upcoming PACAF Requirements & DoDAAC's***

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## **■ PACAF DoDAACS**

- Andersen (36 CONS) – FA5240
  - Construction MACC - Est value: \$350M - solicit by April award by July 2023
  - Paving IDIQ – solicit by May award by Aug 2023
- Eielson (354 CONS) – FA5004
  - Ability one and mandatory use contracts currently
- JBER (673 CONS) – FA5000
  - Construction MACC - Est value: \$50M to \$100M – anticipated award FY 2023
  - Exterior Painting – Est value \$10M to \$50M – anticipated award FY 2026
- JBPH-H (766 ESS) – FA5215
  - Aviation Squadron Administrative Support (ASAS) Recompete - GSA OASIS
  - Defense Red Switch Network (DSRN) Recompete – 8(a) competitive
- **Japan DoDAAC's**
  - Kadena (18 CONS) – FA5207
  - Misawa (35 CONS) - FA5205
  - Yokota (374 CONS) - FA5209



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# *Hawaii Small Business Points of Contact*

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## Hawaii

- AFICC/KH OL-PAC -- Joint Base Pearl Harbor – Hickam (JBPHH)
  - Ms. Ailie Souriolle – PACAF Small Business Director Email – [ailie.souriolle@us.af.mil](mailto:ailie.souriolle@us.af.mil)
  
- 766<sup>th</sup> Enterprise Sourcing Squadron (766 ESS), JBPHH
  - Ms. Roberta Ross – Small Business Specialist Email – [roberta.ross@us.af.mil](mailto:roberta.ross@us.af.mil)

## Alaska

- 354<sup>th</sup> Contracting Squadron – Eielson Air Force Base
  - Mr. Gregory Johnson – Small Business Professional Email – [gregory.johnson.68@us.af.mil](mailto:gregory.johnson.68@us.af.mil)
  
- 673<sup>th</sup> Contracting Squadron – Joint Base Elmendorf-Richardson
  - Ms. Della Simmons – Small Business Professional Email – [della.simmons@us.af.mil](mailto:della.simmons@us.af.mil)

## Guam

- 36<sup>th</sup> Contracting Squadron – Joint Region Marianas (JRM)
  - SMSgt David Morgan – Primary Small Business Professional Email: [david.morgan.29@us.af.mil](mailto:david.morgan.29@us.af.mil)
  - Christine Manglona – Alternate Small Business Professional Email: [christine.manglona@us.af.mil](mailto:christine.manglona@us.af.mil)



# *Additional Information*

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- Small Business Development Centers:
  - Website: [www.sba.gov/tools/local-assistance/sbdc](http://www.sba.gov/tools/local-assistance/sbdc)
- Procurement Technical Assistance Centers:
  - Website: [www.aptac-us.org/find-a-ptac/](http://www.aptac-us.org/find-a-ptac/)
- SAM.gov
  - Website: <https://sam.gov/content/home>
- Helpful Websites for Researching Acquisitions
  - FPDS-NG - Website: [https://www.fpds.gov/fpdsng\\_cms/index.php/en/](https://www.fpds.gov/fpdsng_cms/index.php/en/)
  - USA Spending - Website: [www.USASpending.Gov](http://www.USASpending.Gov)
  - FAR/More – Website: [www.acquisition.gov](http://www.acquisition.gov)
  - Dynamic SB Search – Website: [https://dsbs.sba.gov/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/search/dsp_dsbs.cfm)





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# Questions?



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