



U.S. AIR FORCE

AF Small Business Solutions Center

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Director



Executive Summary

- Role is strategic and advisory
 - Assists acquisition decision-makers
 - “Pilot” support (such as A&AS)
- SBSC develops tools and implements processes to maximize utilization of small business
 - Sourcing strategy & acquisition strategy development
 - Data and spend analysis
 - Assistance with market research
 - Customer and industry outreach
 - Education and training
 - Knowledge Sharing



Then and Now

- Yesterday
 - AFOPO
 - Market Research, Training, Data Analysis and Outreach done on an ad hoc basis
 - Data Analysis done at SAF/SB
 - No immediate insight into strategically sourced requirements
 - Decentralized Knowledge sharing
 - Little standardized early involvement
- Today
 - SB Solutions Center
 - Focused Market Research, Training, Data Analysis and Outreach
 - Data Analysis done by SBSC
 - Early involvement through use of SAF/SB, Lead MAJCOM and SBSC
 - Community of Practice for knowledge sharing
 - SAF/SB – AQC policy directive to be established



SBSC Responsibilities

- Market research assistance
 - Characterization of the industry
 - Small businesses engaged in activities?
 - Commercial and DoD
 - Contact Customers in DoD
 - Comparative risk analysis
 - Same criteria for SB and large
 - Conduct surveys
 - Use credit ratings, size and capabilities



Responsibilities (Continued)

- Data Analysis
 - Collects spend data, baselines data and assesses performance against baseline and goals
 - Case studies, fact sheets, lessons learned, knowledge sharing
- Education and Training
 - Targeted education and training assistance
 - Training to industry to facilitate readiness of small businesses to respond to strategically sourced requirements



Responsibilities (Continued)

- Knowledge Sharing
 - Collects data and lessons learned
 - Cultivates success stories, best practices
 - Disseminates to the field
 - CoP, Newsletter, website, training venues, videos, fact sheets
- Relationships/Partnerships
 - Advisor to lead MAJCOM SB, SAF/AQC, Regional contracting center, Regional SB Centers of Excellence, SBA, Commodity Councils and Strategic Sourcing teams
 - Mandatory vs. optional engagement of SBSC



When to Engage the SBSC

- Engage:
 - Acquisitions over \$100M
 - Commodity council buys
 - Strategically sourced requirements
 - Centers of Excellence support
 - Other requests for assistance



Milestones

- SAF/SB IAT Liaison (Teresa Rendon)
- SBSC Charter
- SAF/SB-AQC MOA
- Data Analysis start
- Start “Pilot” A&AS Commodity Council
- CoP Knowledge Sharing
- In place Jan 08
- Jan 08
- Pending
- Feb 08
- Jan 08
- Mar 08



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BEYOND



Goals

AIR FORCE SMALL BUSINESS

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Outreach Program Office evolves into Air Force Small Business Solutions Center

The tools and strategies that will ensure open, transparent small business practices will be the focus of the new Air Force Small Business Solutions Center (SBSC). To achieve that mission and meet the needs of the warfighter, the former Air Force Outreach Program Office (AFPO) is being transformed so that small businesses will experience maximum utilization in Air Force acquisitions.

The strategic and advisory roles of the SBSC will assist acquisition decision-makers to identify, develop and implement processes with such initiatives as the Installation Acquisition Transformation (IAT), Regional Contracting Offices, Commodity Councils and other strategic sourcing teams. These decision-makers include the Lead MAJCOM Small Business Office, the IAT Team, Regional Commanders, Regional Small Business Offices, and Commodity Councils.

The SBSC will make full use of data and spend analyses, market research, customer and industry outreach, education and training, and strategy development, integration and deployment. Members of the SBSC, augmented by the initial stakeholders, will visit all identified customers to develop the team relationship and provide information on services and interfaces available.

Some of the various duties that the SBSC will be involved in include:

Requirements packaging: provide advice on structuring requirements in such a way that sufficient opportunity is present to capitalize on the capabilities of small business as prime contractors.

Acquisition strategy development: assisting the requirements and acquisition teams in formulating and developing acquisition strategies that deliver small business solution

alternatives and options to fully engage small businesses.

Education and training: providing targeted education training to both acquisition personnel to ensure awareness and facilitate readiness.

Knowledge sharing: collecting data and information on best practices and lessons learned and sharing that information Air Force-wide.

Data analysis: collecting data on spend, geographical anomalies and other information that could affect the outcome of strategically sourced requirements.

Market research: enhancing the internal customer's understanding of the small business industry.

Relationships/partnerships: acting as an advisor to various acquisition decision-makers in order to meet goals and objectives.

Interfaces: identifying and establishing relationships with Regional Center and other identified customers through introductory meetings, regular follow-on meetings, and acquisition-specific planning meetings to assist in requirements definition and strategy development.

While the name change may happen relatively soon, the evolution process will be fluid and may take some time. It will not happen overnight, but in the end, Air Force acquisitions and, more importantly, the warfighter, will be stronger because of it.

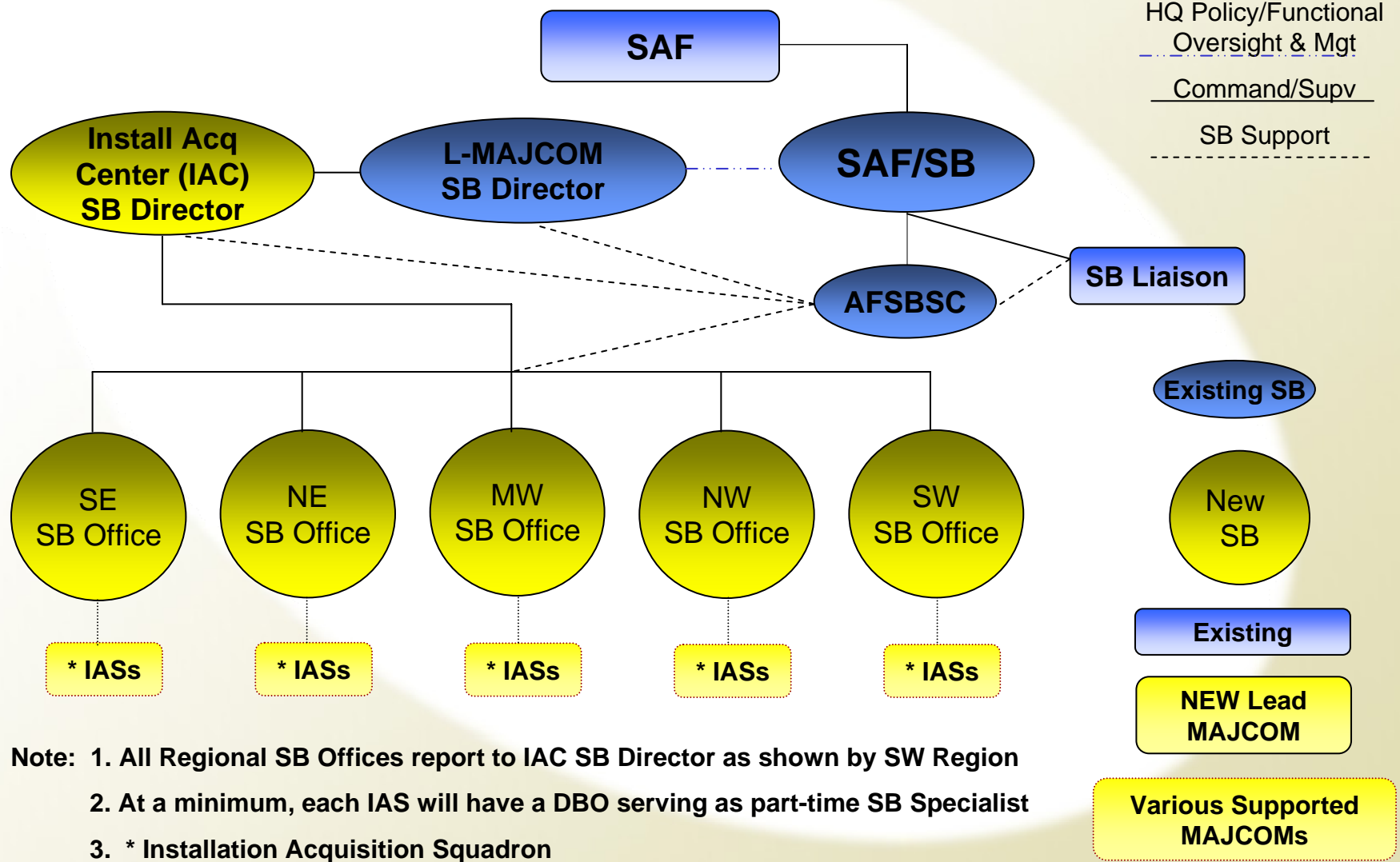
When to engage the SBSC

- ✓ Over \$100 million
- ✓ Commodity Council
- ✓ Center of Excellence support
- ✓ Strategically sourced requirements



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SB Structure (In Conjunction With IAT)



HQ Policy/Functional Oversight & Mgt

Command/Supv

SB Support