



Develop America's Airmen Today ... for Tomorrow

Civil Engineering Opportunities for Small Business

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Overview



Develop America's Airmen Today ... for Tomorrow

- Who we are...
- Fiscal Timelines and Our Needs
- Our Contracting Activities – How we buy
- Strategic Sourcing
- Marketing at an Air Force Base
- What's in it for you?



AETC Mission



Develop America's Airmen Today ... for Tomorrow



Recruiting



Technical Training



Education



Military Training



Flying Training

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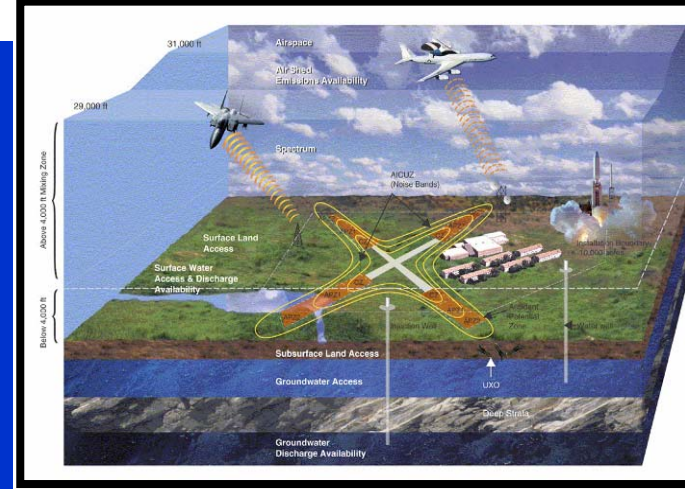
The Civil Engineer Mission



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Support AETC's missions & people by providing unrivaled installations, environmental leadership, & highly-skilled expeditionary engineering & emergency response forces



Installation Engineering

Environmental Leadership



Expeditionary Engineering



Emergency Services

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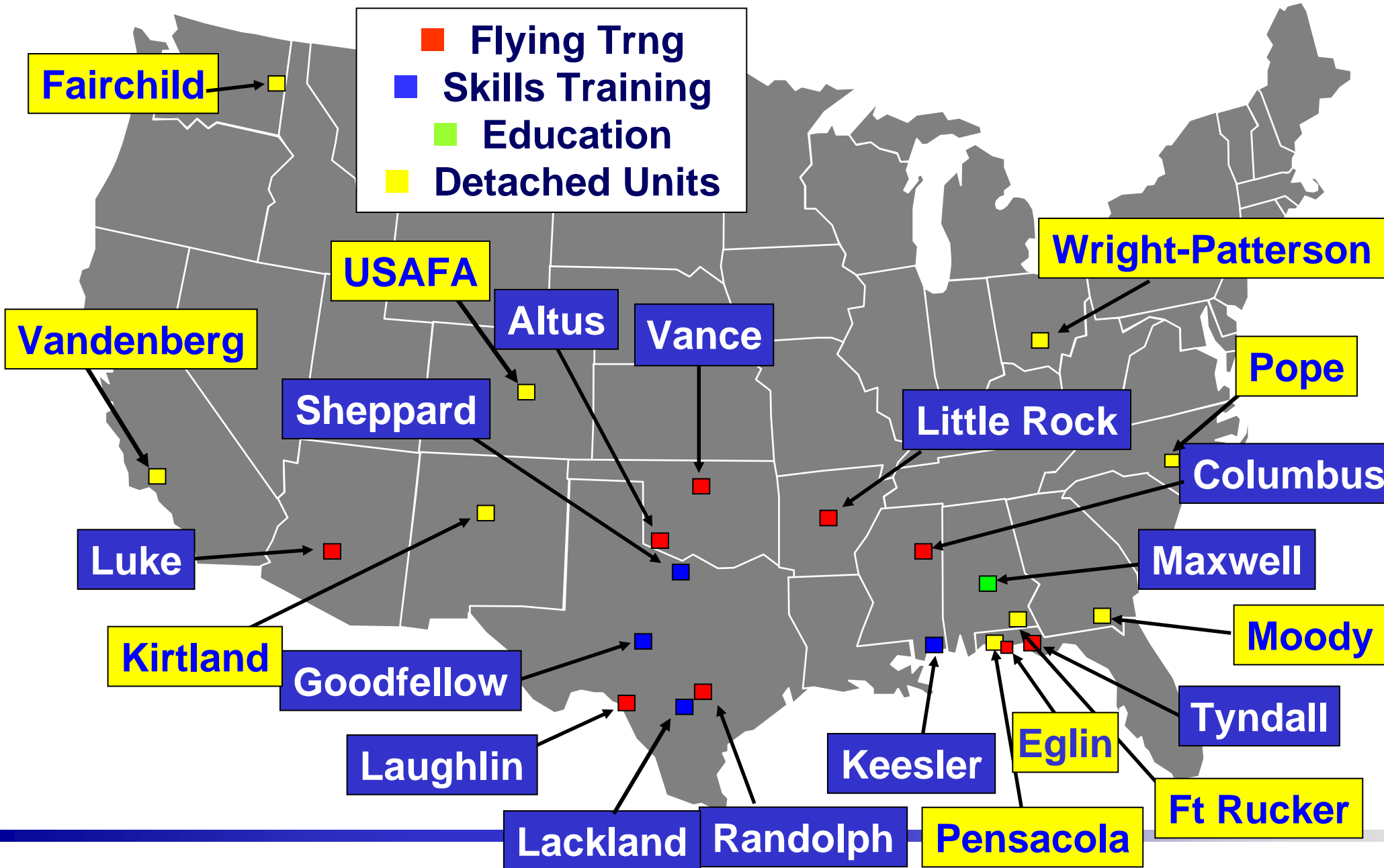
Housing Excellence



AETC Installations



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15,861 Facilities

76 Mil Square Feet



3.3 Mil Acres of Land

7,917 Houses



38,903 Bed Spaces

**24.1 Mil SYs of
Airfield Pavements**



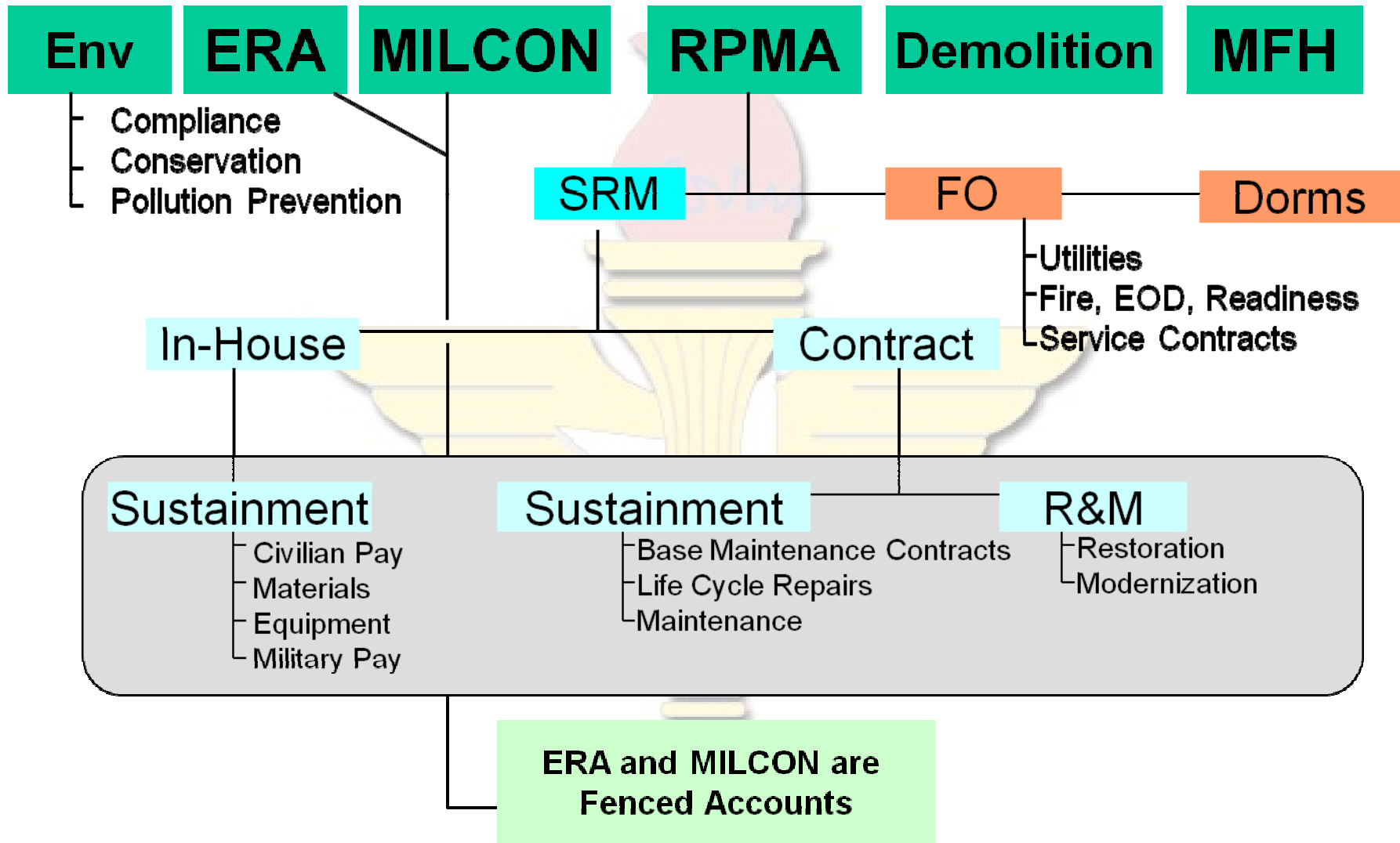
Plant Replacement Value = \$17.5B



CE Annual Programs



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Budget Timelines



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- Initial Distribution – December
- Budget Execution Review – February/March
- Financial/Execution Plan – April/May
- Budget Execution Review – June/July
- End of Year Spend Plan – July/August



What It Takes to Run Our Bases



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- O&M Dollars
 - Facilities Operations (FO)
 - Utilities, grounds maintenance, custodial, refuse/recycling, supplies
 - Dormitory Management
 - Sustainment, Restoration, and Modernization (SRM)
 - Base maintenance contracts, in-house facility maintenance and repair, self-help, supplies
 - Facility Projects (Sustainment, Restoration, and Modernization by Contract (SRMC))
 - Environmental – cleanup (restoration), compliance, conservation, pollution prevention, studies, Ops and Services, permits, projects
- Investment
 - Military Construction (MILCON) & Military Family Housing (MFH) -- replacement and new facilities
 - Housing Privatization – privately financed and built housing alternatives to traditional military housing construction projects



FY09 AETC/A7C Programs



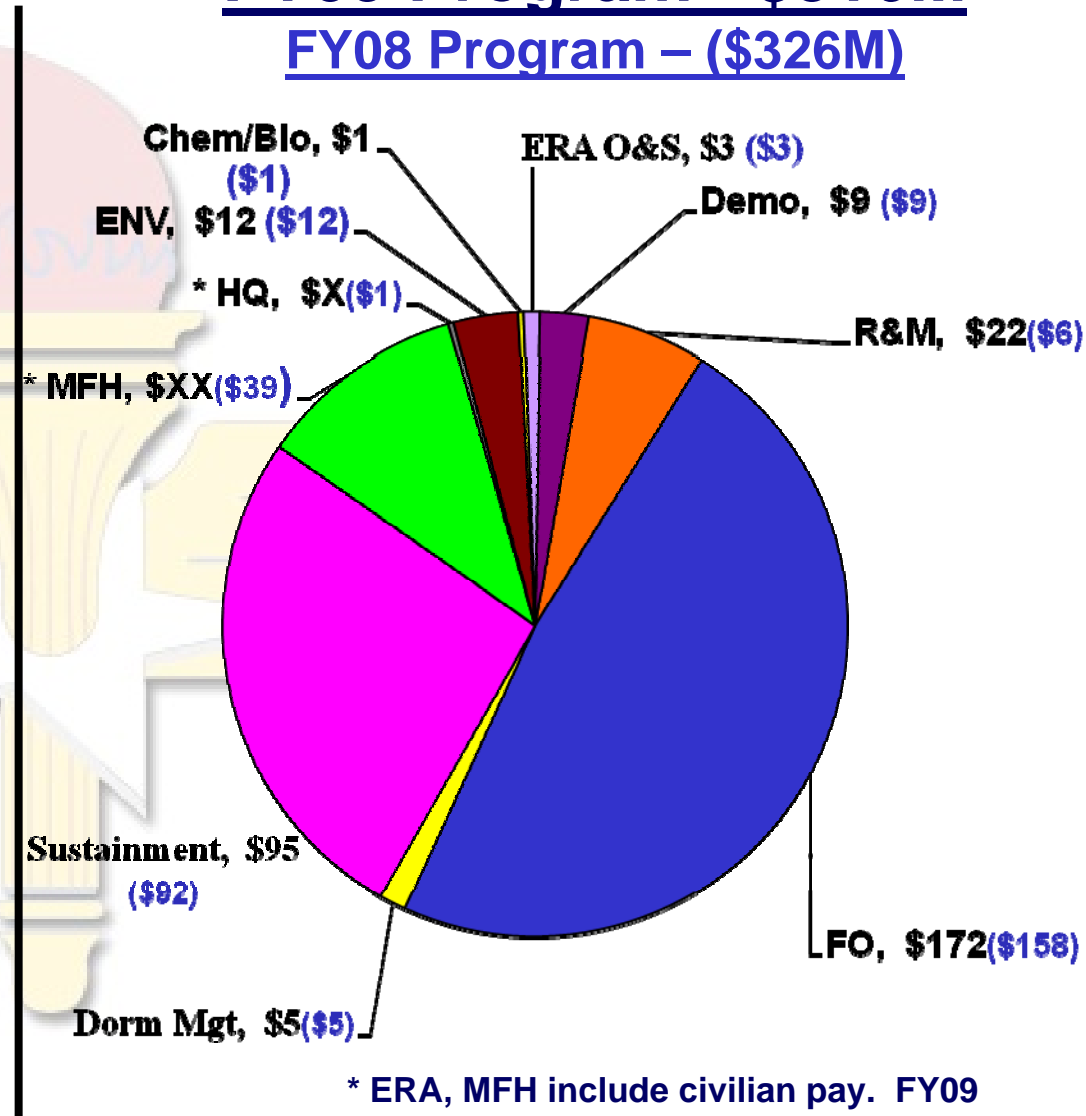
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Program Highlights

- Facilities Operation
 - Utilities
 - Contract/Emergency Response
 - Migration from Sustainment/Dorms required
 - Dorm Management
- Sustainment \$95M, supplies minimally funded
- R&M \$22M, provides for facility repairs
- Demolition \$9M
- MFH includes funding for civilian pay, Housing Management Office, GOQ furnishings, and Keesler MFH requirements

FY09 Program - \$316M

FY08 Program - (\$326M)



* ERA, MFH include civilian pay. FY09

bogeys not received

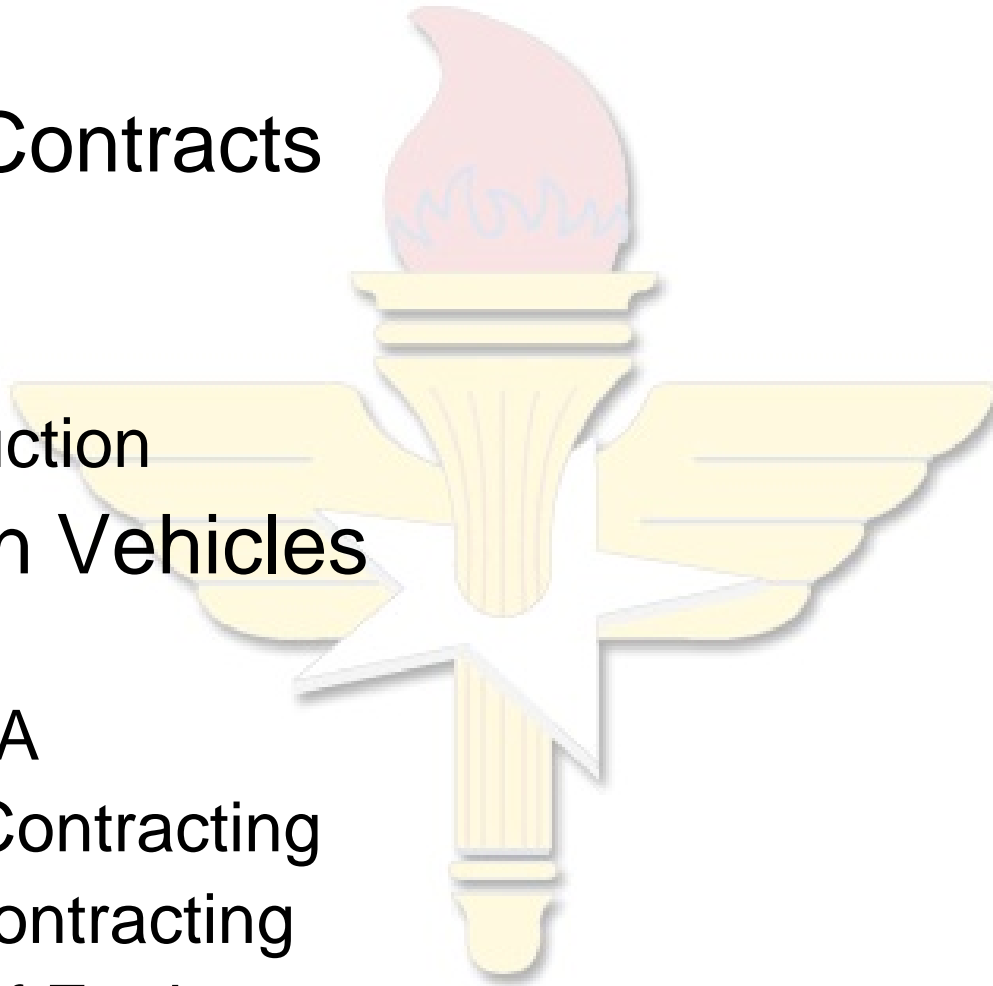


Contractor Opportunities



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- S/R&M
- Service Contracts
- Projects
 - Design
 - Construction
- Execution Vehicles
 - AFCEE
 - AFCESA
 - AETC Contracting
 - Base Contracting
 - Corps of Engineers





Who Buys What



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- Air Force Center for Engineering and the Environment
 - MILCON
 - Environmental Restoration
- HQ AETC - MAJCOM Central Buys 22%*
- 13 AETC Bases 78%*

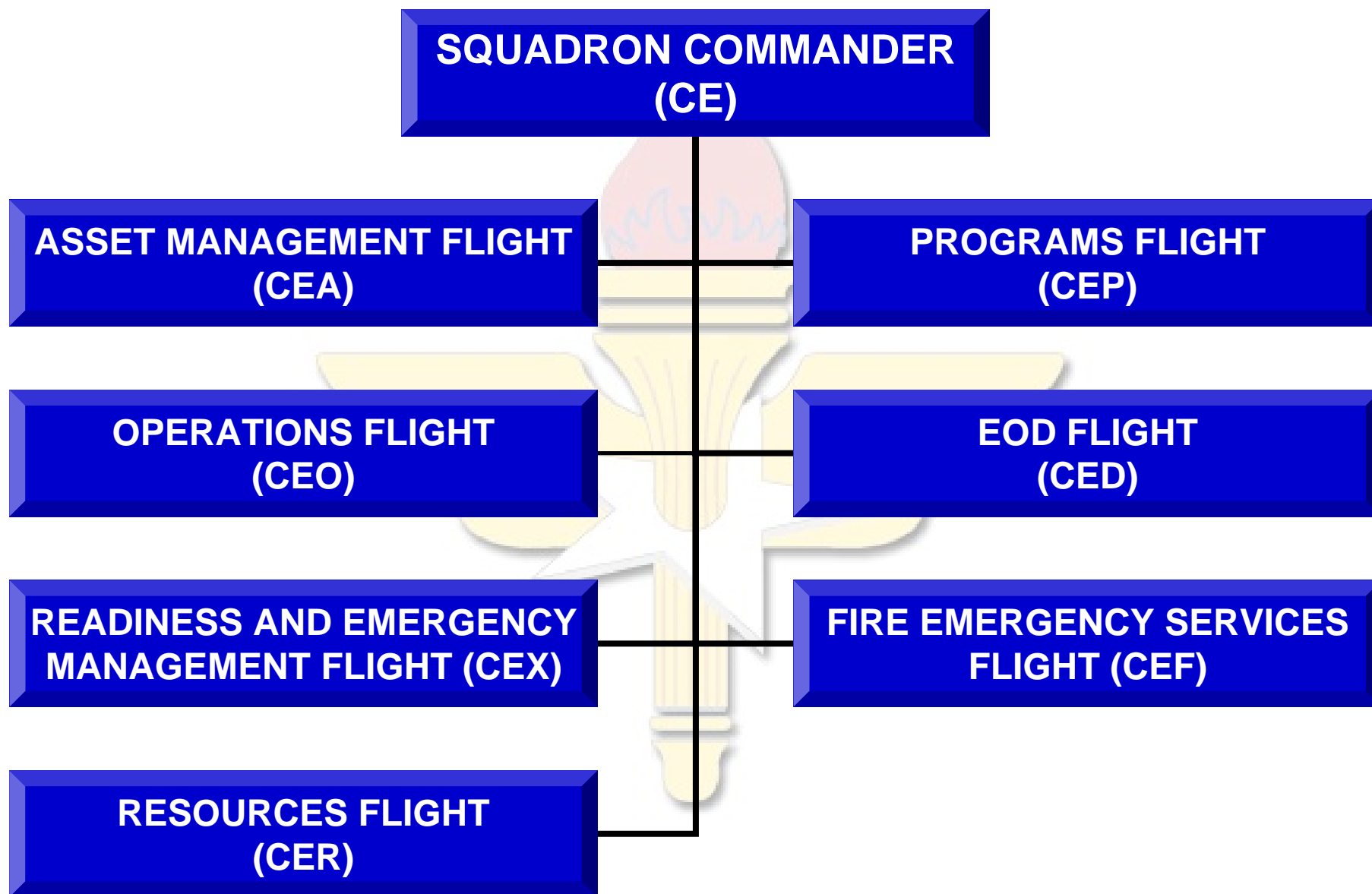
* Based on FY08 AETC/A7C Program (\$326M)



Base Civil Engineer Organizational Structure



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Asset Management



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- Environmental Quality and Conservation Programs
 - Permits
 - Management Plans (air, waste, natural resources)
 - Sampling, Analysis and Monitoring
- Built Infrastructure
 - Real Estate
 - Housing
- Geobase Program
- Natural Infrastructure Management (NIM)
- Operational Range Assessments
- Compliance Funded Study and Clean-ups



Operations



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- Base Operating Support (BOS)
 - Big BOS
 - Getting away from this concept, breaking contracts into specialized areas of expertise
 - Little BOS – Communications & Information Technology
- Grounds Maintenance
- Refuse and Recycling
- Custodial



Operations (Cont'd)



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- Runway Maintenance
- Facility Maintenance
- Pipeline (Natural Gas, Water)
- Energy Efficiency (non-Energy Savings Performance Contract initiatives)

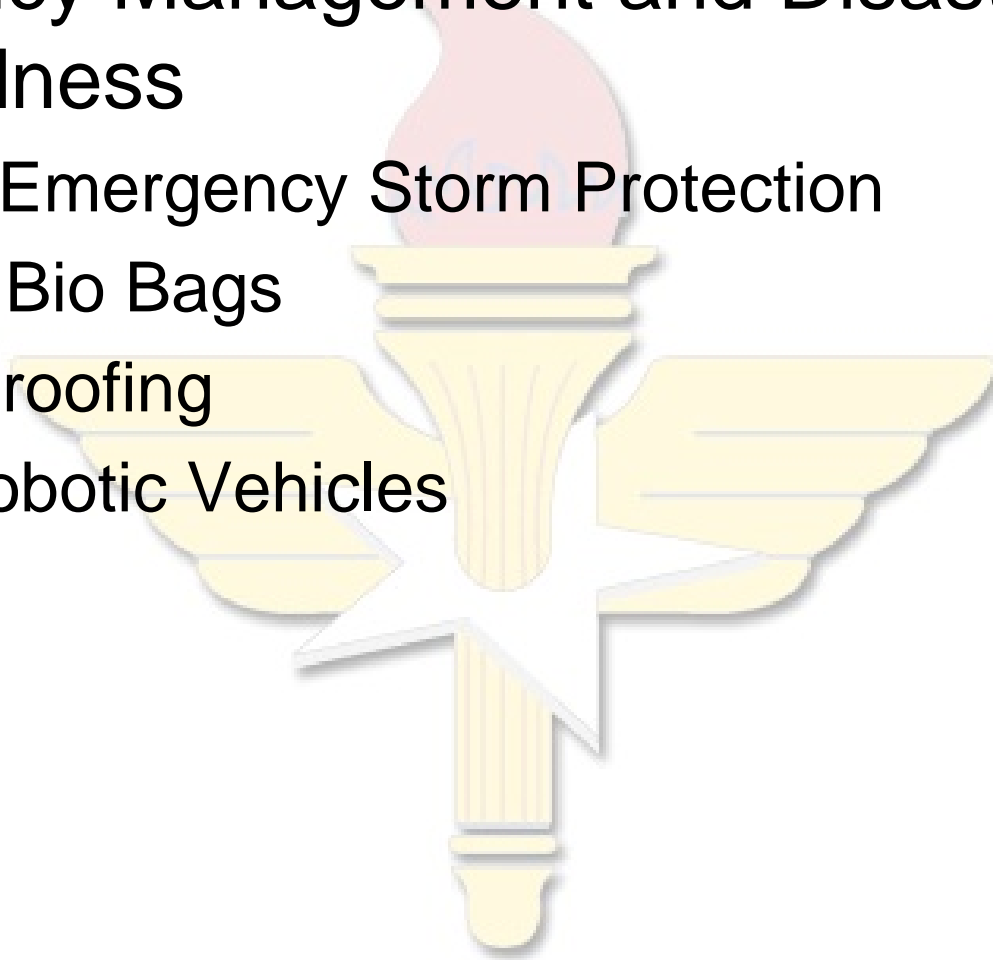


Readiness & Emergency Management



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- Emergency Management and Disaster Preparedness
 - Facility Emergency Storm Protection
 - Chem / Bio Bags
 - Bullet Proofing
 - EOD Robotic Vehicles





Fire Emergency Services



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- Fire Protection
 - Electrical / Static Charge Suits
 - Truck Inspection, Testing, and Repair
 - Chemical Suppression Systems
 - Basic Firefighter Gear





Programs



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- Strategic / Comprehensive Planning
 - Strategic Planning Consultant
 - Area Development Plans
 - Master Plans
 - General Plans / Site-wide based Environmental Impact Analysis Process (EIAP)
- Customer Concept Documents
- Programming Documents
- Joint Basing Support
- Engineering – Restoration & Modernization



IT Support Programs & Resources



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- Information Technology
 - Web-based and Web-enabled application development / integration Integration
 - Geographic Information System Application Development
 - Service Oriented Architecture (SOA) Infrastructure & Application Development & Integration
 - Chief Information Officer (CIO) Compliance
 - IT Portfolio Management Documentation
 - Certification and Accreditation
 - Architectural Standards
 - Database Administration
 - Electronic Document / Records Management

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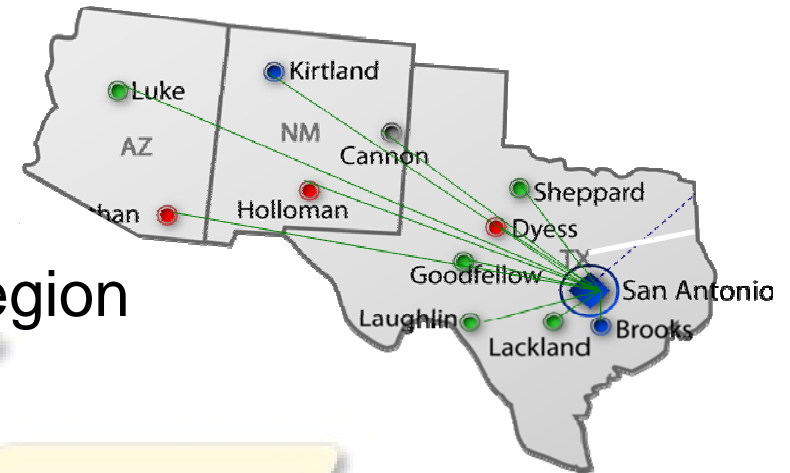


AETC Strategic Sourcing Activities



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- Regionalize contracts
 - Across South West Region
 - All AETC Bases regardless of region
- Partner w/ industry
 - Leverage their strength and knowledge
 - Utilize new industry standards
- Maximize Small Business participation





Strategic Sourcing Way Ahead



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For AETC's three big service contracts

- Integrated Solid Waste Management - Refuse and Recycling
 - Currently working on draft Request for Proposal (RFP)
 - New Contract to be awarded in FY09 for period of performance to begin in FY10
- Custodial – will start working on RFP in FY09
- Grounds Maintenance – will start working on RFP in FY09



How to Market at a Base



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What do Bases specifically look for in a Small Business?

- High quality past performance in the area of the desired proposed work requirements
- Financial stability
- Ability to work as a team
- Excellent reputation
- Reasonable costs
- Good safety record



How to Market at a Base



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What do Bases specifically look for in a Small Business? (Cont'd)

- Committed to quality
- Relevant experience
- Quality management and people
- Reliability
- Customer focus
- Ability/willingness to take on new work
- Willingness to partner
- Willingness to strive for a win/win situation



How to Market at a Base



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Partnering Thoughts...

- Do your homework!
- Have a plan - early development is a plus!
- Participate in the client requirement
- Bring something to the table
- Be innovative and creative
- Offer something of interest such as: a new product, new technology, a new market or an irresistible value



How to Market at a Base



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Partnering Thoughts...

- Do the legwork for your new potential customer
 - facilitate the ice-breaking process
- Work through the Small Business Liaison Officer or other designated point of contact
- Be ready to participate in brown bag presentations
- Put yourself in the Base's place!



AETC Procurement Opportunities



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- Identify Federal Business Opportunities over \$25K
 - Most AETC Requests for Proposals (RFPs) are posted
 - <http://www.FedBizOpps.gov>
- Identify Long Range Acquisition Opportunities
 - <http://www.selltoairforce.org>
- Contact our Small Business Specialists
 - HQ AETC Contracting Division
 - 13 AETC Base Contracting Squadrons
- Explore Subcontracting Opportunities
 - http://www.acq.osd.mil/osbp/doing_business/index.htm



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Air Education and Training Command

“The First Command”

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