

AFSC/SB
Hill Air Force Base Small
Business Office

Business Opportunities



Overview

Who we are?

How we buy?

Where's my market?

I'm the government and...

I'm here to help!!!



Air Force Sustainment Center

←→

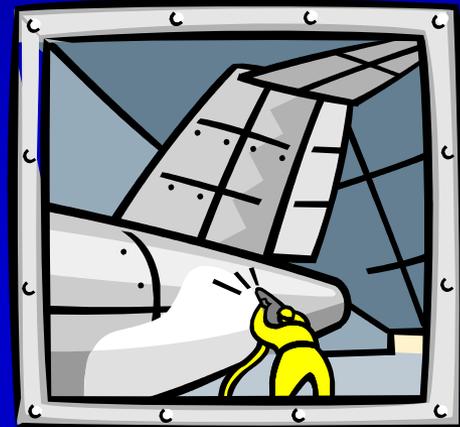
(AFSC) - Hill

Overhaul

Repair

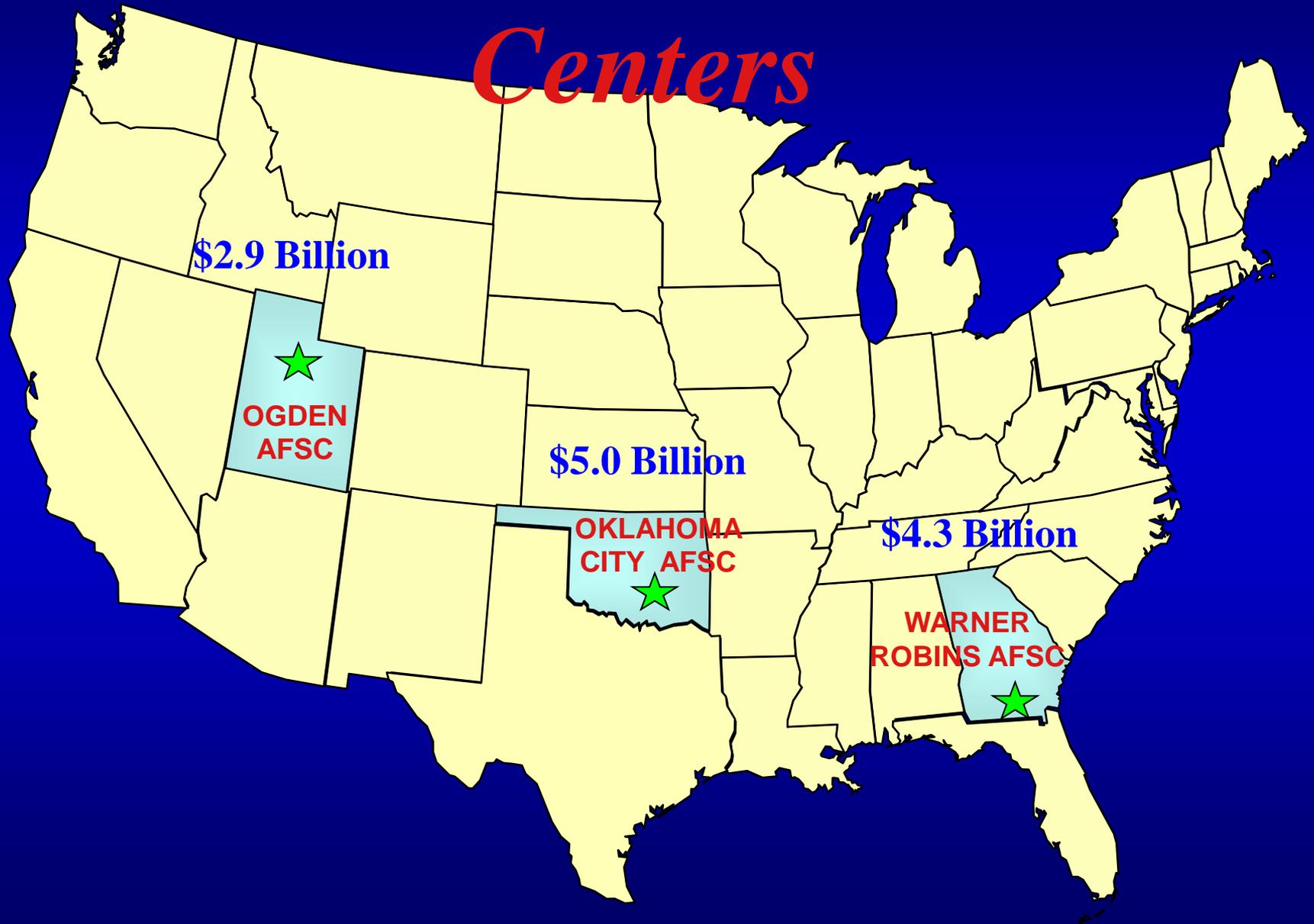
Modification

Purchase spare parts



“Maintenance Depot”

Air Force Sustainment Centers



Ogden AFSC



- **Aircraft**

- A-10 Thunderbolt
- F-16 Fighting Falcon
- F-22 Raptor
- Mature and Proven Aircraft



- **Missiles**

- Minuteman
- Peacekeeper
- Maverick

- **Commodities**

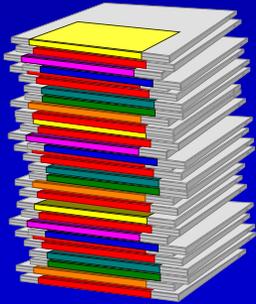
- Landing Gear, Wheels, Brakes
- Gas Turbine Engines / External Fuel Tanks
- Airmunitions / Guided Bombs
- Space Based Systems / Ground Radar

Procurement Types



- **Open Competition**
- **Prequalification**

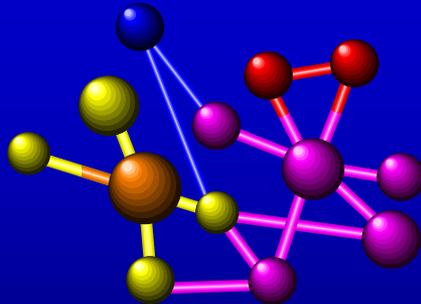
Screening Process



Data



Criticality



Complexity

Open Competition



- **Data available, non-complex, and non-critical**
- **No Approved Source List**
- **No prequalification**

“Set-Aside heaven”



Prequalification



- **No data available, complex, or critical**



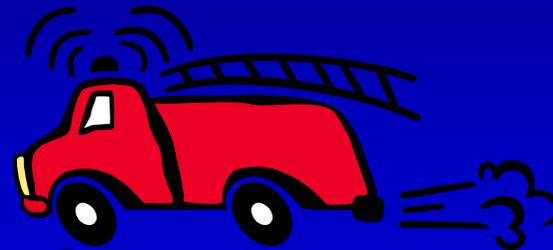
- **Yes prequalification**
- **Yes Approved Source List**

“Set-Asides still possible”

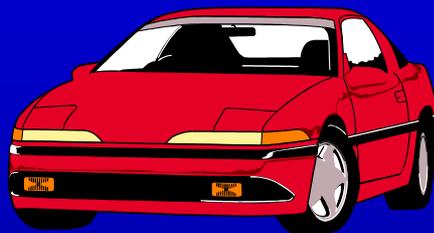
Prequalification Methods



Same



Similar



New

****Reverse engineer, make and test (RPPOB)**

****FAA Certified Parts**

Market Strategy



Potential - Approval = Payback

History

Same

Items

Projection

Similar

of

System

New

Interest

FedBizOpps (www.fbo.gov)



Find Opportunities (Start researching now)

 **Specific Agency Office Location:**

 **Dept of the Air Force / AFMC**

 **Office Location of Selected Agencies:**

 **OO-ALC (Hill)**

**Classification Code
or Posted Date**



*** Technical data packages are also posted here**

Refine Your Market

REQUEST FOR QUOTATION

REQUEST NO

FA8203-06-Q-3009

DATE ISSUED

18 JAN 2006

REQUISITION/PURCHASE REQUEST NO.

FD20200670454

ISSUED BY

DEPARTMENT OF THE AIR FORCE, 84 COMBAT SUSTAINMENT WING
84 CSUG/PK

6050 GUM LANE BLDG 1215

HILL AIR FORCE BASE UT 84056-5825

BUYER: Sean M. Jones/84 CSUG/PK

sean.jones@hill.af.mil

Phone: (801)777-5373 **Fax:** (801)777-5805 No Collect Calls

SUPPLIES OR SERVICES AND PRICES/COSTS

Item No.

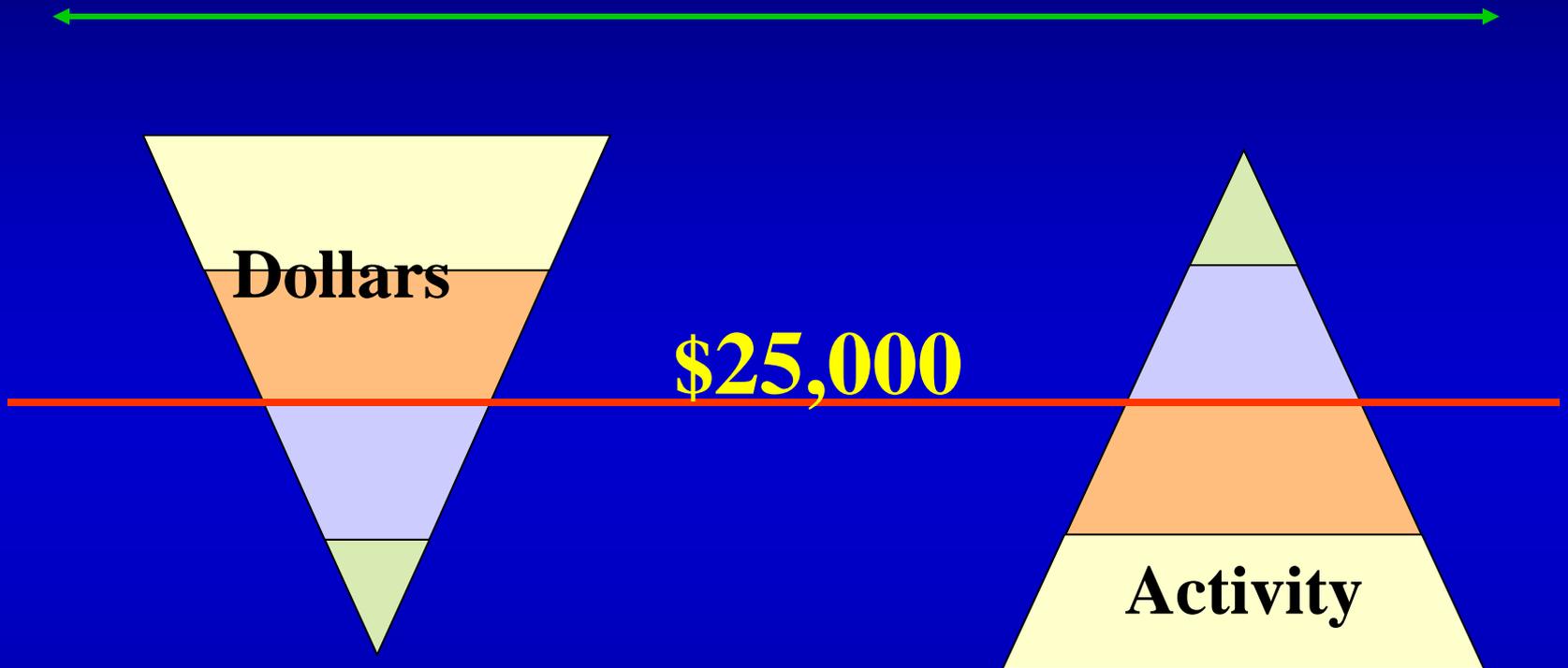
0001

NSN: **1630-00-103-7025LE**

DRIVE KEY,DISK BRAK

Dim: .075" X 5.0" steel.

What Am I Seeing



Required advertising threshold



**Small
Business
&
Source
Development
Specialist**

We Can Help



- **Process source approval requests**
- **Provide market knowledge**
- **Sell and loan parts**
- **Oversee Small Business Goals**

Set-Asides

Reasonable expectations of two or more responsive, responsible contractors offering a fair market price.

- **Small Business**
- **HUB Zone**
- **Woman Owned (limited)**
- **Service Disabled Veteran**
- **Section 8(a)**



Small Business Specialists review purchase requests over \$10,000 for candidates

AFSC/SB



Source Development Information:
801-777-2211

michael.cottam@hill.af.mil