

LUKE AIR FORCE BASE

SAME Luncheon: Luke Update



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56 CONS Commander
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Overview



Fly, Fight, & Win

- FY22/23 Small Business Results
- Doing Business with the Air Force
- Tips
- 56th Contracting Squadron Potential Opportunities
- Prime Contractor Information





FY22/23 Small Business Results



Fly, Fight, & Win

	FY22 Goals	FY22 Actuals \$80M	FY23 Goals	FY23 Actuals (YTD)
Small Business	83.72%	91.64%	82.96%	92.5%
Small Disadvantag ed Business	56.29%	70.62%	70.53%	73.63%
HUB Zone	5.56%	5.31%	3.95%	6.97%
Women Owned	12.26%	13.04%	10.94%	9.79%
Service Disabled Vet	25.08%	14.01%	12.97%	6.83%



Doing Business with the Air Force



Fly, Fight, & Win

Register in the government database

- System for Award Management: www.sam.gov
 - Obtain a Unique Entity Identifier (UEI)
 - Core data (Name, address, org type, financial information)
 - Assertions (NAICS, size metrics)
 - Reps & Certs (FAR questionnaire)
 - SBA Dynamic Small Business Search





Doing Business with the Air Force



Fly, Fight, & Win

Identify current & future Air Force procurement opportunities

- Requirements above \$25K will be posted to <https://sam.gov/content/opportunities>
- Commercial supply & service requirements available under a GSA Federal Supply Schedule (FSS) will be posted using e-buy at www.gsa.gov
- Amazon Business - Will find any local small business within 50 miles of any AF base, prime delivery. <https://business.amazon.com/>
- Requirements between \$15K - \$25K will be posted on our FACEBOOK page at:
[**56th Contracting Squadron: Luke Air Force Base, AZ**](#)



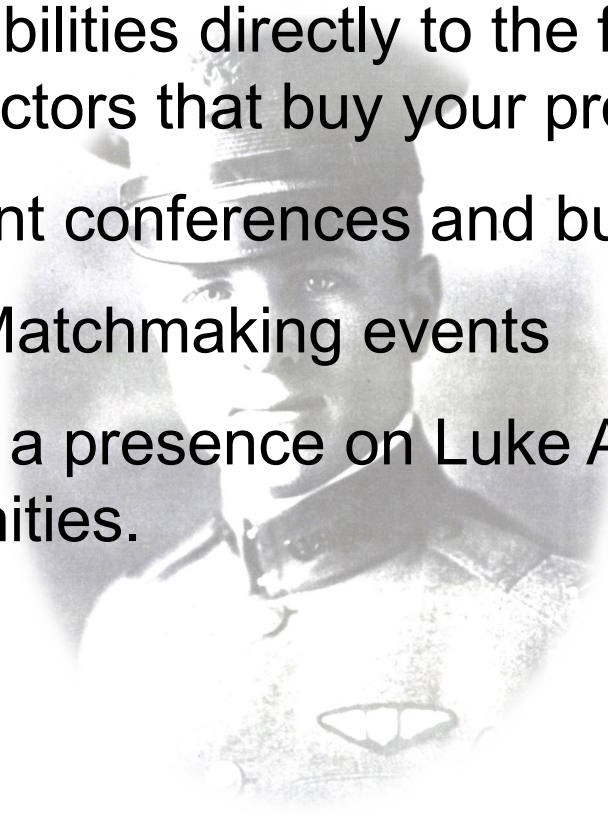
Doing Business with the Air Force



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Market your Firm

- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences and business expos
- Attend Business Matchmaking events
- If you do not have a presence on Luke AFB, consider Teaming Opportunities.





Tips



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- ✓ Watch sam.gov, GSA e-buy or 56 Contracting Squadron FaceBook page for opportunities (sources sought, pre-solicitations, & solicitations)
- ✓ Be willing to compete
- ✓ Ensure you have the appropriate North American Industry Classification System (NAICS) for the services and products that you provide
- ✓ Keep your Small Business Dynamic Search information updated. Key words are important.
- ✓ Concise Capabilities Statement to market your company to capture core organic capability
- ✓ Read the entire solicitation & performance work statement
- ✓ Have employees that can meet strict base access requirements





Tips



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- ✓ **Attend site visits/pre-proposal conferences**
- ✓ Make sure you have the necessary certifications & bonding
- ✓ Be familiar with your past performance record and have your references ready
- ✓ Comply with the evaluation factors. Evaluation factors tell you how the Gov't will evaluate your proposal
- ✓ Pay attention to the specifications and price the efforts according to the specifications and be realistic with price
- ✓ Be able to comply with Limitations on Subcontracting





56th Contracting Squadron Potential Opportunities



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Construction IDIQs

- Mechanical IDIQ
- Paving IDIQ
- Architect & Engineering Services IDIQ (FY24)
- Multiple Award Construction Contract (MACC) (FY24-25)
- SABER Subcontract opportunities

Service Contracts

- Stay tuned for FY24 updates and opportunities





Prime Contractor Information



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- **Gila Bend Aux Field & Barry Goldwater Range** - Tunista Services LLC
 - Rick Carr (623) 810-5800 (expires 30 Sep 26)
- **Airfield/Base Paving IDIQ** –MRM Construction
 - Marie Torres, (602) 340-0378 (Expires 11 Jun 24)
- **Simplified Acq Base Requirements (SABER)** - Four Tribes Enterprises
 - John Megna 805-714-8330 (expires 10 Jul 24)
- **Multiple Award A&E Contract** – (expires 18 Sep 24)
 - Arrington Watkins, Peter Sangiorgio, (602) 279-4373
 - Wood, Julianne Hamilton, (602) 733-6000
 - Schwab Engineering & Mgmt, Jerry Schwab, (888) 900-3823
- **Maintenance & Repair IDIQ (M&R)** – Diversified Maintenance Systems
 - Ken Rabe, (719) 922-1432, Ray Tems (775) 450-0507 (expires 2 Aug 26)



Questions



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www.luke.af.mil/units/56thcontractingsquadron

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