



AIR FORCE LIFE CYCLE MANAGEMENT CENTER

Office of Small Business

Ms. Sarah Chaffe
AFLCMC/SB
3 NOV 2021

Who We Are - Air Force Life Cycle Management Center (AFLCMC)



- **Located at Wright-Patterson AFB, Ohio (near Dayton)**
- **One of six centers under Air Force Materiel Command**
- **Manages Air Force weapon systems from inception to retirement**
- **AFLCMC Program Executive Offices (PEOs) Operating at WPAFB**
 - **Agile Combat Support**
 - **Business Enterprise Systems**
 - **Fighters and Advanced Aircraft**
 - **Bombers**
 - **ISR/SOF - Intelligence, Surveillance, Reconnaissance & Special Operations Forces**
 - **Mobility & Training Aircraft**
 - **Propulsion**
 - **Presidential and Executive Airlift**
 - **Rapid Sustainment Office**
- **Operational Contracting – including Construction**



- **PEOs aka “program offices” or “directorates”**
- **9 PEO Program/Buying Offices at WPAFB**
- **7 PEOs Headquartered at WPAFB**

- **Agile Combat Support (ACS)**
 - **AFLCMC/WN office symbol**
 - **HQ at WPAFB; Other program offices located at Robins AFB, GA & Heath, OH**
 - **Diverse Portfolio: Automatic Test Systems, Portfolio Analysis, FMS, Air Force Metrology & Calibration, Simulators, Human Systems, Electronic Warfare and Avionics, Support Equipment and Vehicles**



- **Business Enterprise Systems (BES)**
 - AFLCMC/BI office symbol
 - Acquires & Sustains Enterprise Information Technology (IT)
 - HQ at Maxwell AFB - Gunter Annex in Alabama
 - Buying/Program Mgt Offices at WPAFB

- **Fighters and Advanced Aircraft**
 - AFLCMC/WA office symbol
 - Acquires & Sustains Fighter and Advanced Aircraft systems
 - Includes Attack Systems, Advanced Aircraft, A-10, F-35, F-16, F-15, F-22A
 - HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK; Crystal City, VA



- **Bombers**
 - AFLCMC/WB office symbol
 - Acquires & Sustains Bomber systems
 - Includes B-1, B-2, B-52, Strike Systems
 - HQ at WPAFB; Other program offices at Tinker AFB, OK

- **Intelligence, Surveillance, Reconnaissance & Special Operations Forces (ISR/SOF)**
 - AFLCMC/WI office symbol
 - Acquires & Sustains ISR/SOF Solutions
 - HQ at WPAFB; other program offices at Robins AFB, GA



- **Mobility & Training Aircraft**
 - AFLCMC/WL office symbol
 - Acquires & Sustains Mobility & Training Aircraft
 - Includes C-130, C-17, C-5, JPATS Trainer, KC-46 and Legacy Tanker
 - HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK

- **Presidential and Executive Airlift**
 - AFLCMC/WV office symbol
 - Acquires and sustains presidential, executive, and special mission aircraft
 - Includes VC-25A & VC-25B, C-12, C-21, C-32, C-37, C-40, and E-4B
 - HQ at WPAFB; Other program office at Tinker AFB, OK



- **Rapid Sustainment Office**
 - AFLCMC/RO office symbol
 - HQ at WPAFB
 - Increase mission readiness by rapidly identifying, applying and scaling technology essential to the operation and sustainment of the USAF
 - 6 Focus Areas: Artificial Intelligence & Machine Learning, Advance Manufacturing, Automation & Robotics, Data & Digital Environments, Augmented & Virtual Reality, Rapid & Austere Maintenance Environments
- **Propulsion**
 - AFLCMC/LP office symbol
 - HQ at Tinker AFB, OK
 - Provides contract support for Engine Component Improvement Program and adaptive engine technology for the next generation propulsion system for multiple combat aircraft applications.

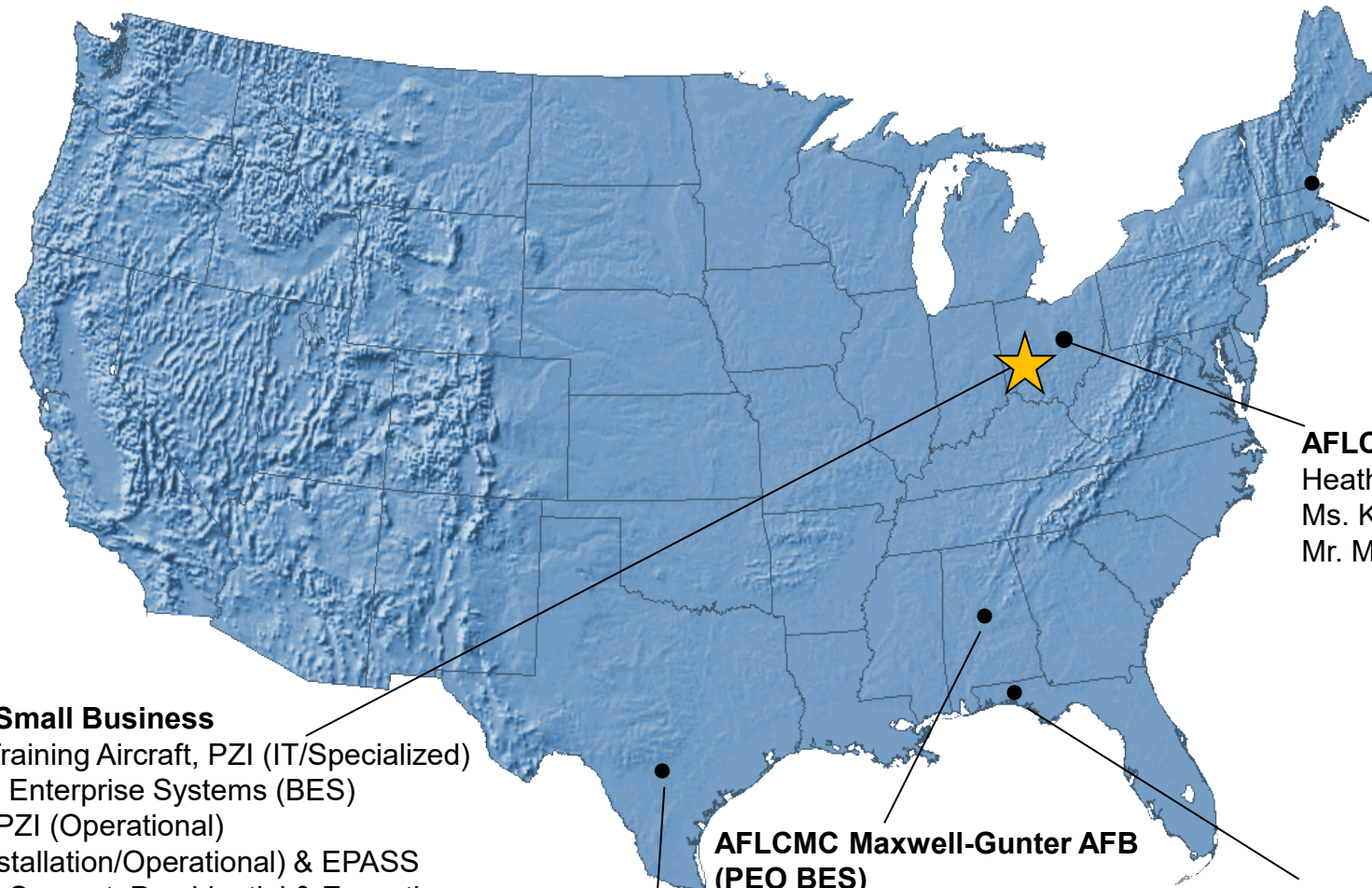


- **PEOs Headquartered Elsewhere:**
- **Armament (Eglin AFB, FL)**
 - AFLCMC/EB office symbol
- **Command, Control, Communications, Intelligence, & Networks (C3I&N) (Hanscom AFB, MA)**
 - AFLCMC/HN office symbol
- **Battle Management – Digital (Hanscom AFB, MA)**
 - AFLCMC/HB office symbol



- **Core purpose of AFLCMC SB Office: *Support the Warfighter***
 - Encourage program offices to seek & consider small businesses
- **Counsel Contractors**
 - Advise on AFLCMC needs
 - Coordinate inquiries and guidance requests
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting small business alternatives**

AFLCMC Small Business Offices



AFLCMC/SB WPAFB

Mr. Luke Schultz, Director of Small Business

- Ms. Sarah Chaffe – Mobility & Training Aircraft, PZI (IT/Specialized)
- Ms. Alicia Draines – Business & Enterprise Systems (BES)
- Ms. Kendra Ephrem – AFSAC, PZI (Operational)
- Ms. Jennifer Gallagher– PZI (Installation/Operational) & EPASS
- Mr. Kevin Parks – Agile Combat Support, Presidential & Executive Airlift & Propulsion
- Ms. Kelly Stamper – Fighters & Advanced Aircraft, Bombers, ISR/SOF, Rapid Sustainment

AFLCMC-Hanscom AFB (PEO Digital & C3I&N)

- Mr. Jeff Emmons
- Ms. Ellen McDonnell

AFLCMC-AFMETCAL

- Heath OH
- Ms. Kathryn Vaccaro
- Mr. Michael Hickey

AFLCMC Maxwell-Gunter AFB (PEO BES)

- Ms. Denise Baylor

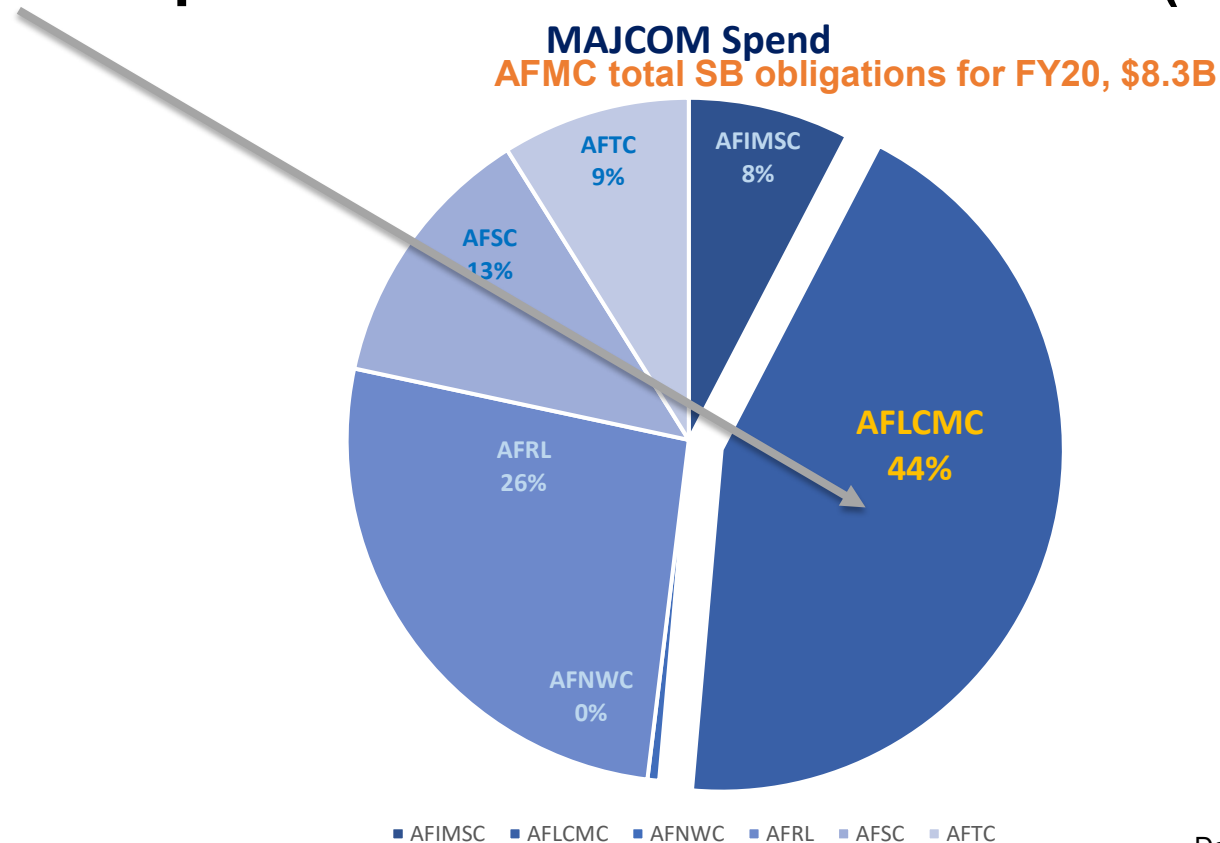
AFLCMC-Crypto Div
Ms. Zakiya Norris

Eglin AFB (Including AFLCMC, AFRL, AFTC) PEO Weapons

- Ms. Anita Jackson
- Ms. Rochelle Gasper



- **AFLCMC is ~71% of AFMCs total spend**
- **AFMC is ~74% of USAF total spend**
- **FY20 AFLCMC spent 44% of AFMC's SB dollars (\$3.6B)**



■ AFIMSC ■ AFLCMC ■ AFNWC ■ AFRL ■ AFSC ■ AFTC

UNCLASSIFIED



Air Force Life Cycle Management Center: Global vs. Ohio Obligations (FY20)



\$33.4B

AFLCMC Total Obligations

\$1.9B

AFLCMC Contract Dollars for Performance in Ohio

\$646M

State of Ohio – *Small Business* AFLCMC



- **Register your business**
 - Obtain DUNS Number/CAGE code – Free for Government Contracting & Grants
- **System for Award Management (SAM)**
 - Consolidated system for federal procurement
 - No cost to companies, <https://www.sam.gov>
- **Search for contracting opportunities**
 - Sam.gov, <https://www.sam.gov> - replaced Beta.Sam and FBO
- **Know the Rules of Federal Government Contracting**
 - Keep abreast of changes in laws and regulations
- **Submit well-prepared quotes or proposals**



- **Respond to Sources Sought Synopses, RFIs, draft RFPs**
- **Be sure the information from SAM is accurate and complete**
- **Consider teaming in order to strengthen capabilities**
- **Consider subcontracting opportunities - perform well**
- **Attend Industry Days**
- **Consult with your local PTAC and SBA PCR**



Agile Manufacturing	Condition Base Maintenance +	Artificial Intelligence/ Machine Learning
Automation	Augmented/Virtual Reality	Digital Environment
Advanced Manufacturing	NASIC (COMET & NOVASTAR)	Try Decide Buy
Services (EPASS)	Prime Agility	BES Smart Guide
Innovative Technologies	SBEAS Contract	Operational

AFLCMC/SB—How to Reach Us



- **2 Websites to better serve you**
 - Direct links to Capability Database, and Calendar

Official WPAFB SBO Website
<https://www.afllcmc.af.mil/SBO>

SB Hub Website
<https://afrlsbhub.com/afllcmcsbo/>

The screenshot shows the official WPAFB SBO website. The header includes the Air Force Life Cycle Management Center logo and a search bar. The main navigation menu has links for HOME, WELCOME, NEWS, UNITS, and HEADQUARTERS. The page content is organized into several sections: a main header for the Small Business Office with its logo and vision statement; a contact information section with address and email; a locations section listing Gunter Annex, Lackland/JBSA, and Eglin AFB; a leadership section featuring Luke Schultz, Director; success stories, forecasting, and FSO sections; and a link to SB offices section listing various AFSC and AFMCOM units.

The screenshot shows the SB Hub website. The header includes the Small Business Hub logo and navigation links for ABOUT US, CONNECT WITH AFRL, CONNECT WITH LCMC, CONTACT US, and EVENT REQUEST. The main content area features the AFLCMC Small Business Office logo and a mission statement. Below the mission statement, there are sections for Contacts (listing Luke Schultz, Denise Baylor, Jeff Emmons, and Alicia Draines), a Calendar section with a calendar icon, and a Solicitations section with a dollar sign icon.

Contact Information



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