



Installation Contracting Support to JB-MDL

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What We Do



-
- **Procure supplies, services, & non MILCON construction for and in direct support of the installation**
 - **Manage contracts to ensure delivery & quality**
 - Cradle to grave...contract award is just the beginning
 - **Manage the Air Force Government Purchase Card Pgm**
 - ~40K transactions/yr...~\$40M
 - **Manage the Air Base Wing's Small Business Program**
 - **Provide Business Advice & Solutions**
 - Help customers (Govt & Industry) navigate the maze
 - Performance issues, strike plans, mission essential performance,...
 - Socioeconomic objectives
-

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Who We Support

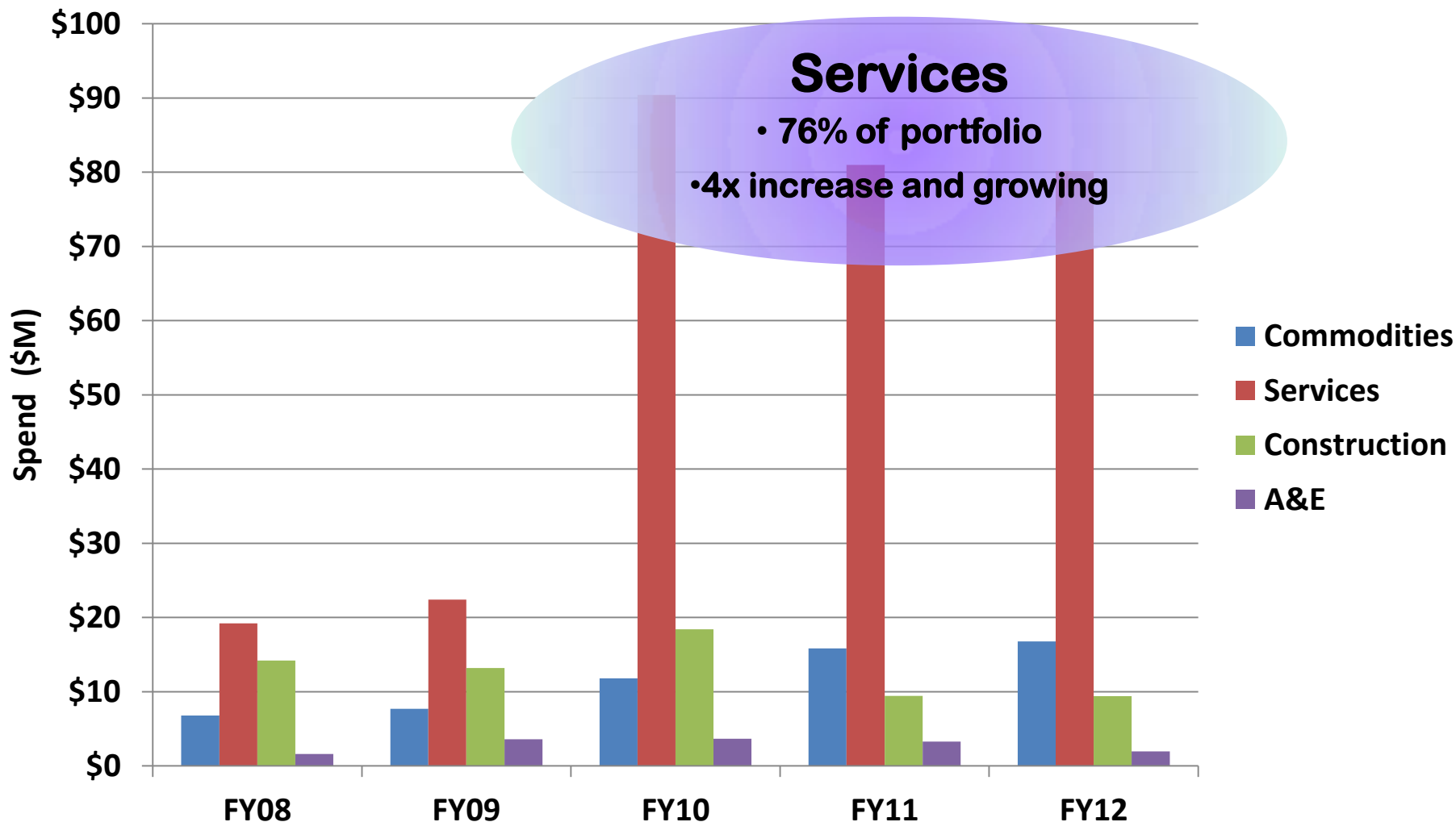


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- 87th Air Base Wing
 - 305th Air Mobility Wing
 - 621st Contingency Response Wing
 - 514th Air Mobility Wing (AFRES)
 - 108th Air Wing (ANG)
 - US Air Force Expeditionary Center
 - Designated mission partners by support agreement

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What We Buy



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What We Don't Buy

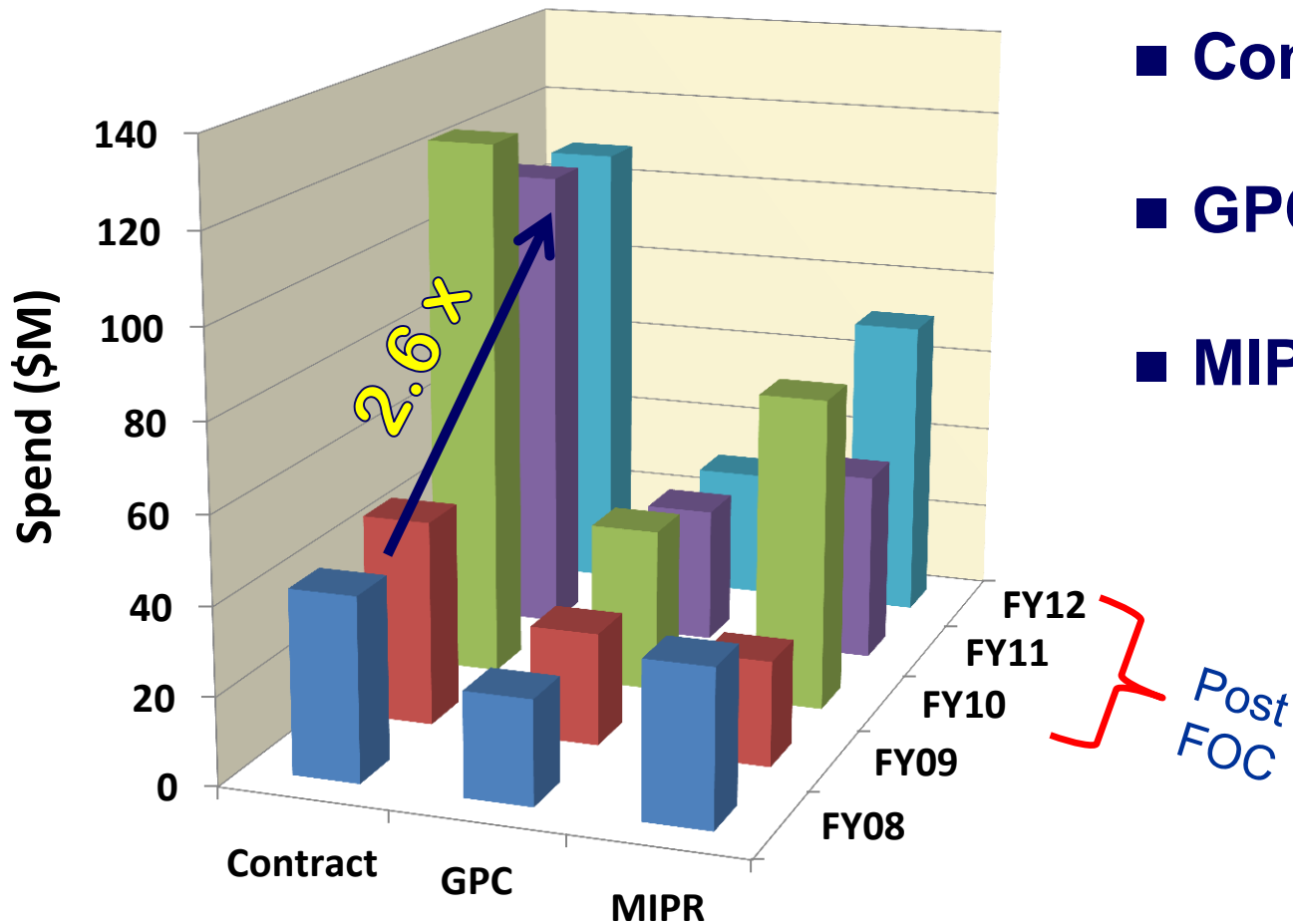


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- Research and Development
 - Aircraft Components and Accessories
 - Weapons
 - Ships, Small Craft, Pontoons and Floating Docks
 - Space Vehicles
 - Patents, Data and Copyrights
 - Major Systems

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Procurement Portfolio



■ Contracts: +157%

■ GPC: +34%

■ MIPR: +108%

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Our Contracting Partners

Interdepartmental Support



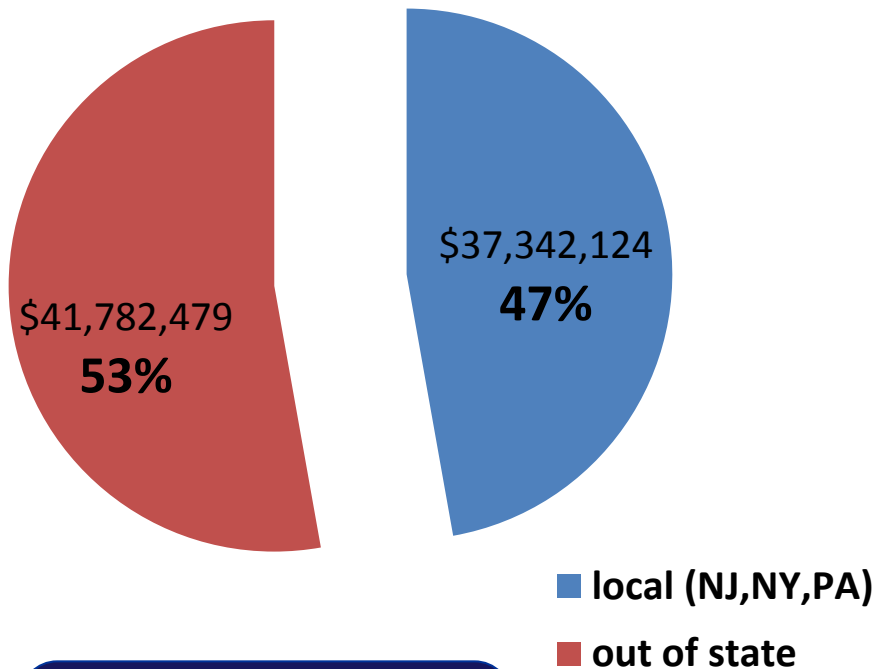
~30% Procured through other Agencies

- Army Corps of Engineers (NY and PA)
- Army Center for Health Care Contracting
- Air Force Civil Engineering Support Agency
- Navy Public Works Center
- NSA Ft George G Meade
- Department of Energy
- Air National Guard
- Defense Supply Center

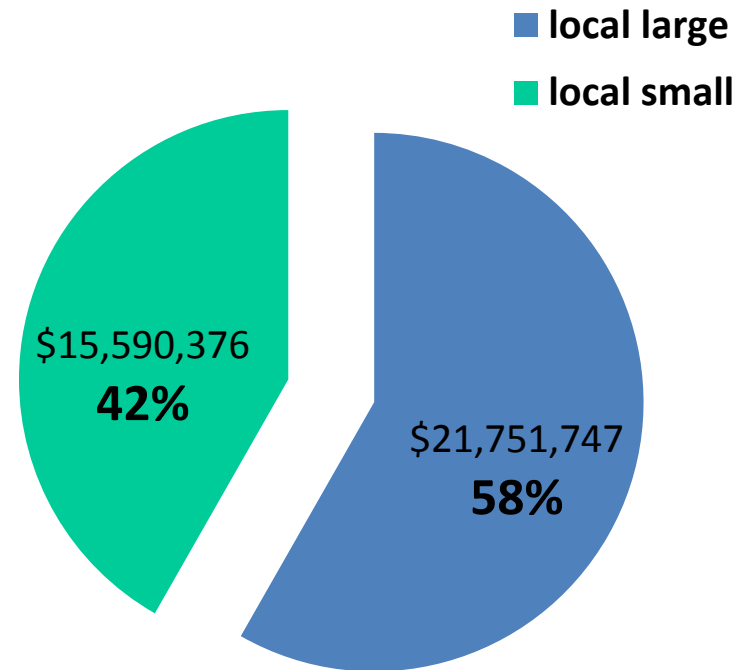
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Local Spend in FY12



\$37.3 M to Local Business



\$15.6 M to Small Businesses in NJ, NY and PA



Near Term Contracting Opportunities



Asphalt Paving, Concrete Curbs and Sidewalks (MACC 3 contracts)	Spring 2015
Mechanical IDIQ (MACC 3 contracts)	Spring 2015
Electrical IDIQ (MACC 3 contracts)	Spring 2015
A/E Environmental (MACC 3 contracts)	Spring 2015
Airfield Concrete (Requirements)	Spring 2015
Rollup Curtain Door (SDVOSB set aside)	Spring 2015
Repair concrete apron-Lakehurst (SDB set-aside)	Spring 2015
Grounds Maintenance – McGuire/Lakehurst	Spring 2015
Rubber Removal/Line Striping	Summer 2015
A/E General (MACC 3 contracts)	Summer 2015
A/E Planning (MACC 3 contracts)	Fall 2015
Vehicle Operations JB MDL	Fall 2015

Long Range Acquisition Estimates

www.airforcesmallbiz.org/opportunities/air-mobility-command/joint-base-mcguire-dix-lakehurst

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FY12 Small Business Goals



Category	Goal	Actual
Small Business (SB) Overall	64.0%	73%
Small Disadvantaged Business (SDB)	11.0%	33.4%
HubZone	8.0%	12.4%
Women Owned Small Business (WOB)	8.6%	17.4%
Small Disadvantaged Veteran Owned Small Business (SDV)	3.0%	3.7%

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What Does This Mean For You?



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- Enduring business opportunities...and growing
 - Monitor FBO, GSA and other websites regularly
 - Competition is the law...few exceptions
 - Respond Timely
 - Know the rules
 - Your past performance is critical

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