

Air Force Civil Engineer Center



2016 SAME Panama City Industry Day

Mr. Randy Brown
Director
12 May 16



Overview



- **Source Selection Lessons Learned**
- **Small Business Awards**
- **AFCEC Contract Toolbox**



Source Selection Lessons Learned



- Explain **STRENGTHS** proposed and respective benefits to exceeding the minimum requirements – the Trade Off
- Explain **RISK MITIGATION** proposed
- Explain your ability to meet requirement
 - Can only evaluate what is in proposal!
- **Strictly comply with terms and conditions of the solicitation**
- **Strictly comply with due date / method / place for submission**
- **Acknowledge any amendments**
- **Ask questions when offered**
 - Question any ambiguities



Source Selection Lessons Learned



- **Attend site visits when available**
- **Craft offer on evaluation factors in solicitation (section M)**
- **Lead with best offer – assume discussions will NOT occur**
- **Past performance is important – maintain a database of previous work**
- **Provide accurate, current, complete cost and pricing data**
- **Requests a debriefing – get immediate lessons learned**

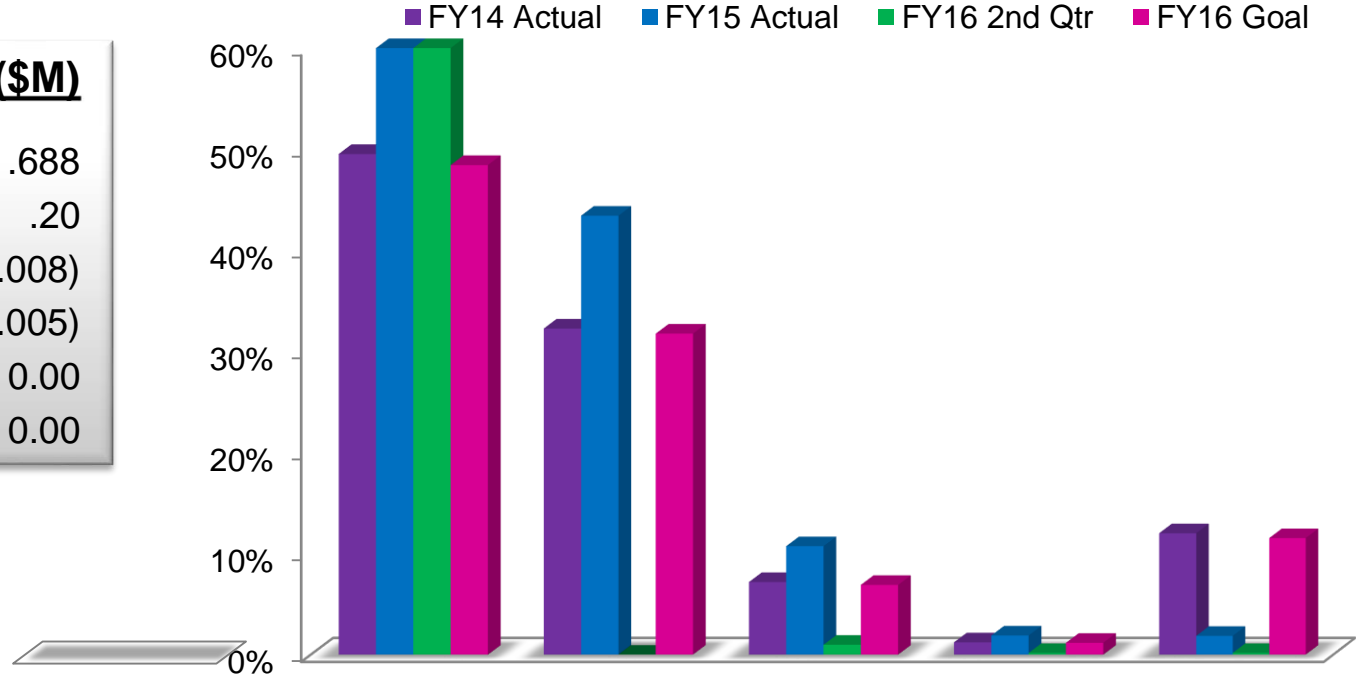


AFCEC Tyndall Small Business Awards



FY16 - Dollars (\$M)

SB Base	.688
SB	.20
SDB	(.008)
WOSB	(.005)
HUBZone	0.00
SDVOSB	0.00



	SB	SDB	WOSB	HBZ	SDVOSB
FY16 Goal	48.45%	31.81%	6.94%	1.18%	11.60%
FY16 2nd Qtr	62.00%	(4.50%)	0.99%	0.17%	0.17%
FY15 Actual	60.40%	43.35%	10.80%	1.91%	1.87%
FY14 Actual	49.54%	32.31%	7.23%	1.23%	12.08%

SB - Small Business

SDB - Small Disadvantaged Business

WOSB - Woman Owned Small Business

HBZ - Hub Zone Small Business

SDVOSB - Service Disabled Veteran Owned Small Business



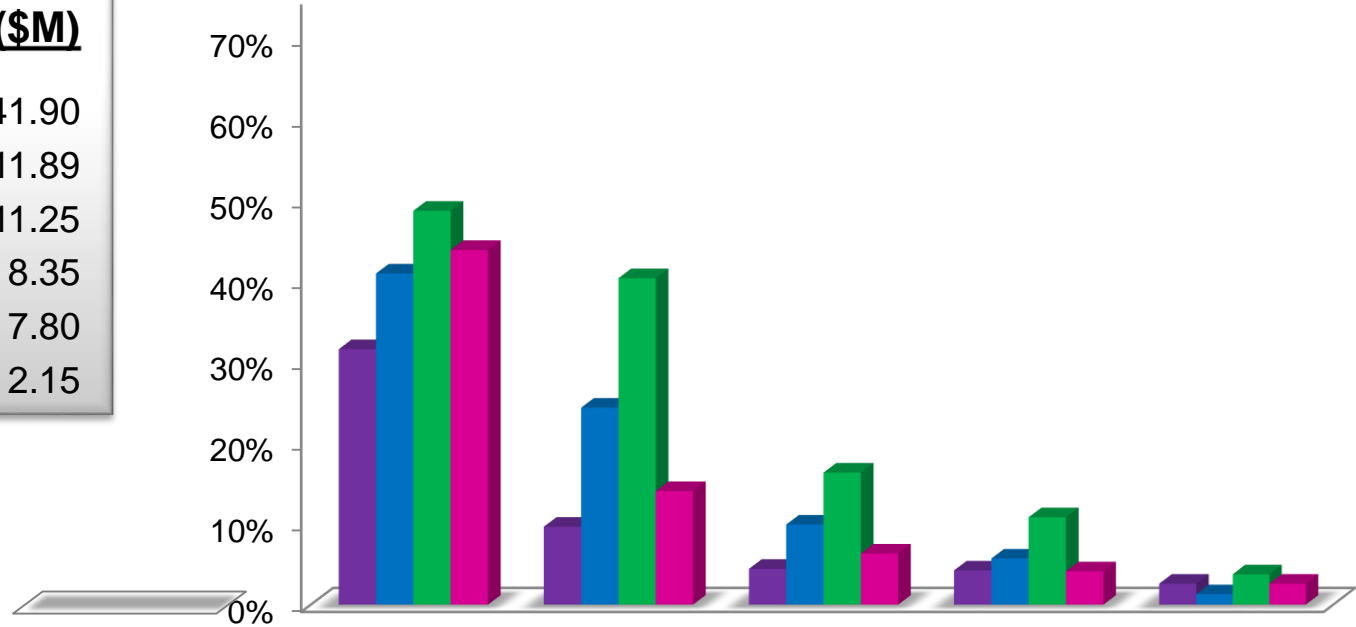
AFCEC Joint Base San Antonio Small Business Awards



FY16 - Dollars (\$M)

SB Base	41.90
SB	11.89
SDB	11.25
WOSB	8.35
HUBZone	7.80
SDVOSB	2.15

■ FY14 Actual
 ■ FY15 Actual
 ■ FY16 2nd Qtr
 ■ FY16 Goal



	SB	SDB	WOSB	HBZ	SDVOSB
FY16 Goal	43.91%	14.13%	6.37%	4.15%	2.61%
FY16 2nd Qtr	48.75%	40.43%	16.43%	10.87%	3.78%
FY15 Actual	41.01%	24.45%	9.97%	5.74%	1.30%
FY14 Actual	31.67%	9.69%	4.46%	4.26%	2.61%

SB - Small Business

SDB - Small Disadvantaged Business

WOSB - Woman Owned Small Business

HBZ - Hub Zone Small Business

SDVOSB - Service Disabled Veteran Owned Small Business



AFCEC Contract Toolbox Business Opportunities



- All AFCEC Business Opportunities are posted at FedBizOpps.gov



- AFCEC Enterprise Procurement Division can provide additional information on current AFCEC contracts

- ***Contact AFCEC Enterprise Procurement Division at
UDG_AFCEC_CPE@us.af.mil***



Business Opportunities



Construction Tasking Order and other Business Opportunities:

www.afcec.af.mil


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Air Force Civil Engineer Center



The Air Force Civil Engineer Center, headquartered at Joint Base San Antonio-Lackland, is a 1,900-person primary subordinate unit, assigned to Air Force Materiel Command and attached to the Air Force Installation and Mission Support Center, responsible for providing responsive, flexible full-spectrum installation engineering services. AFCEC missions include facility investment planning, design and construction, operations support, real property management, readiness, energy support, environmental compliance and restoration, and audit assertions, acquisition and program management. The unit conducts its operations at more than 75 locations worldwide.

AFCEC News

- DLA announces Kirtland energy savings performance contractor
- Seymour Johnson AFB announces preliminary assessment for energy saving performance contract
- AFICA selects energy company for fence-to-fence ESPC
- March Energy Express
- AFCEC enhances base resiliency through energy conservation investment project


Public notices

- Holloman EA
- Hurlburt Field MHPI
- Moody MHP1
- F-16 Eielson AFB EIS

Air Force News

- A new woman: Transgender civilian Airman embraces change
- Army Rangers exercise close air support with F-35s
- Tech Report: The continued evolution of flight
- Combat camera Airmen hone battlefield


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Business Opportunities

Business With AFCEC

Click on the above "Business With AFCEC" button to access various business opportunities information to include the CTO/ETO, Clearinghouse report and direct links of interest.

