

Air Force Sustainment Center

AFSC Small Business Program



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AFSC/SB
AUG 23



Classification

“The classification of the brief is Unclassified”



Purpose

***To provide an overview of the AFSC Small Business Program
Roles and Responsibilities***



Overview

- **AFSC/SB Mission & Vision**
- **Why a Small Business Program / Small Business Legislation**
- **Role of SB Office**
- **SB Ecosystem**
- **US Defense Industrial Base**
- **DAF Small Business Vendors**
- **AFSC Historical Performance**
- **Who is responsible?**
- **Role of a Small Business**
- **How can SB effect Strategy**
- **AFSC Portfolio**
- **How to find AFSC Requirements**
- **Source Development Specialist**
- **Source Qualification (SAR)**
- **RPPOB – Bailment Program**
- **AFSC/SB Organization**



AFSC Small Business - Mission & Vision

MISSION

Highly motivated team of small business Acquisition professionals delivering innovative, effective, and agile SB solution: Connecting our nation's industry-leading solutions to meet AFSC requirements

VISION

Maximize Small Business Opportunities that deliver warfighter's capability with lethality and affordability



Why a SB Program?

■ **Developed by Law...Small Business Act**

- Ensure “Fair Proportion” of Federal Acquisitions are placed with small businesses (Prime and Subcontracting Opportunities)
- Codified in 15 USC and Implemented by DODI 4205.01, FAR 19

■ **But It’s Not Just About the Law**

- Small Business sector is vital...
 - ensuring robust domestic capacity to meet national security challenges
 - promote competition in procurement process
 - foster business ownership and development for groups that own and control little productive capital

■ **What the Small Business Program is not...**

- **Not** a social welfare program; socioeconomic program; or goals
- These are just mechanisms to measure Government’s performance against Small Business Act requirements



Small Business Legislation 1953-2023 - 70 Years of SBA

The Government should aid, counsel, assist, and protect, insofar as possible, the interests of small business concerns to... ensure that a fair proportion of the total purchases... Be placed with small business enterprises..."

1953 - Small Business Act Signed

***1978 - Amendment to Small Business Act
(PL 95-507)***

1987 - Defense Authorization Act (PL 99-661)

***1988 – Business Opportunity
Development Reform Act (PL 100-656)***

***1994 – Federal Acquisition Streamlining
Act (PL 103-555)***

***1997 - Small Business Reauthorization Act
(PL 105-135)***

***1999 – Veterans Entrepreneurship & Small
Business Development Act (PL 106-50)***

***2000 – Small Business Reauthorization Act of
(PL 106-554)***

***2003 – Veterans Entrepreneurship &
Benefits Improvement Act (PL 108-183)***

2010 – Small Business Jobs Act (PL 111-240)

2021 – Small Business Cyber Act (PL 117-259)

PL- Public Law

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Role of the Small Business Office

(Performs these services for AFSC, AFLCMC, and AFNWC)

- **Maximize Small Business Participation**
 - **Review Acquisitions, Make Set-Aside Recommendations**
 - **Acquisition Strategy Panels**
 - **Assist with creating Source Selection Evaluation factors for SB requirements**
- **Counsel Contractors**
 - **Advise what the Base/Complex/Supply Chain procures**
 - **Coordinate inquires/guidance requests**
 - **Interface with base organizations and external ecosystems, e.g. Apex Accelerator**
- **Small Business Administration (SBA) Liaison**
 - **Acquisition strategy acceptance**
 - **Subcontracting Plans**
 - **8(a) Offer letters**

Ref: DoD Directive 4205.01; AFI 90-1801: FAR19.201(d); FAR 19.7; DFARS 219.201 & PGI 219.201; and AFFARS 5319.201



Role of the Small Business Office (cont.)

(Performs these services for AFSC, AFLCMC, and AFNWC)

- **Small Business Outreach**
 - **Local Chamber, Business Development, and vendors**
 - **Events, Symposium, and conferences**
- **Education**
 - **Internal and external customers**
 - **Advise & assist acquisition personnel on small business matters**
- **Source Development**
 - **Market research/Sources Sought Synopsis**
 - **Source approval process focal point**
- **Track small business Senior Leader Performance Expectations (SLPE)**
 - **Negotiate goals on behalf of center**
 - **Quarterly reporting to AFSC Leadership & SB Annual Summary**

Ref: AF Policy Directive 90-18; AFI90-1801; DFARS PGI 219.201, and FAR Subpart 10



Role of the Small Business Office (cont.)

(Performs these services for AFSC, AFLCMC, and AFNWC)

- **SCORE Card Reporting to SBA (Received an A in FY22)**
 - **1691 Acquisition strategy reviews**
 - **179 Acquisition Strategies**
 - **66 MIPRs**
 - **194 New Source Approval Requests**
 - **75 Subcontracting Plan**
 - **683 Face-to-Face engagement**
 - **5 Industry Events reaching 3,735 contractors**
 - **Trained 1,163 Acquisition workforce members**
 - **Multiple \$1B+ Source Selection support**
- **Heavy engagement and high operational tempo for our 14-member Acquisition Certified workforce**



SB Ecosystem

- **Small Business Administration**
 - **8(a) Business Development Program**
 - **Mentor Protégé Program**
 - **Women Owned Small business Program**
 - **Procurement Center Representative (PCR)**
 - **[Small Business Administration \(sba.gov\)](http://sba.gov)**
- **Apex Accelerators**
 - **[Apex Accelerators](#)**
- **AFWERX Small Business Innovation Research (SBIR)**
 - **[AFVentures Resources - AFWERX](#)**
- **AFSC Small Business Offices**
 - **[Air Force Sustainment Center > Units > SBO \(af.mil\)](#)**
- **Innovation Tool Box for Government**
 - **[Acquisition Toolbox - "Empowered by Innovation" - Documents - Table of Contents \(dps.mil\)](#)**
- **Doing Business with Government**
 - **[Doing Business with the Department of Defense \(dau.edu\)](#)**



US Defense Industrial Base

From FY16-FY21, despite DAF increasing spend to small businesses, there has been a 20% decrease in the number of SBs doing business with the DAF¹. Additionally, many socio-economic small businesses (SESB) continue to face unbalanced challenges due to the pandemic, global pressures, and shrinking opportunities. Finally, buying strategies, supply chain issues, near peer competitors, and market sectors have multiple factors that create barriers to harnessing small business innovation; a key to DAF fielding capabilities in support of the National Defense Strategy.

"Equal opportunity is the bedrock of American democracy, and our diversity is one of our country's greatest strengths" Executive Order 13985



DAF Small Business Vendors

DAF small business industrial base consolidation 10 year view



“...American supply chains will revitalize and rebuild domestic maintain America’s competitive edge in research and development and create well-paying jobs” Executive Order 14017



AFSC Historical Performance

AFSC	AFSC SB Historical Performance				
	2022	2021	2020	2019	2018
Eligible \$s	\$ 2,957,387,416	\$ 2,623,101,452	\$ 2,370,435,534	\$ 2,743,595,709	\$ 2,878,862,119
SB\$	\$ 1,169,602,532	\$ 1,155,178,340	\$ 1,032,265,645	\$ 1,100,559,683	\$ 1,127,620,463
SB %	39.55%	44.04%	43.55%	40.11%	39.17%
SDB %	19.70%	20.93%	21.39%	19.22%	16.91%
SDVOSB %	4.45%	5.84%	6.93%	5.00%	5.94%
WOSB %	6.90%	9.92%	8.38%	10.81%	8.74%
HUBZ %	3.22%	3.04%	3.06%	4.11%	3.48%



Who Is Responsible?

- **Heads of Contracting Activities/Commanders are responsible for effectively implementing Small Business Programs**
 - **Achieving program goals (aka: SLPE)**
 - **Contracting, technical, requirement and small business personnel**
 - Maintain knowledge of small business requirements
 - Take all reasonable action to increase small business participation
 - Without the teamwork of all stakeholders in the acquisition process, meeting small business goals is virtually impossible

Ref: DOD Directive 4205.01; AFI 90-1801; FAR 19.201(c)

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Role of Small Businesses

- Educate yourself on who is buying what you're selling
 - [SAM.gov](#)
 - [USASpending.Gov](#)
- Utilize your Procurement Technical Assistance Centers (PTAC offices) first, then contact DoD agencies
- Learn to speak the language (FAR, DFAR, AFFARS, LPTA, BEST VALUE, CONTRACT CLAUSES) <http://acquisition.gov>
- Learn the strategic contracts the Gov't uses (OASIS, 2GIT)
- [WWW.Sam.Gov](#) is point of entry to Gov't contracts
- Send capability statements to SBOs
- Schedule one on one meetings
- Air Force Sustainment Center SBO website has numerous resources: [Air Force Sustainment Center > Units > SBO \(af.mil\)](#)



How Can You Effect Acquisition Strategy?

■ **RESPOND!! RESPOND!!! RESPOND!!!**

- Request for Information (RFIs)
- Sources Sought Synopsis
- Industry Days/Outreach Events
- **Talk up your capabilities and value added proposition....not business size**
- **Let Government know your intentions**
 - Prime
 - Limitations in subcontracting
 - Sub-Contractor
 - What skill-sets and percentage can be performed
- **Keep your profiles up to date**
 - ***Dynamic Small Business Search*** (NAICS, Keywords, Perf History)

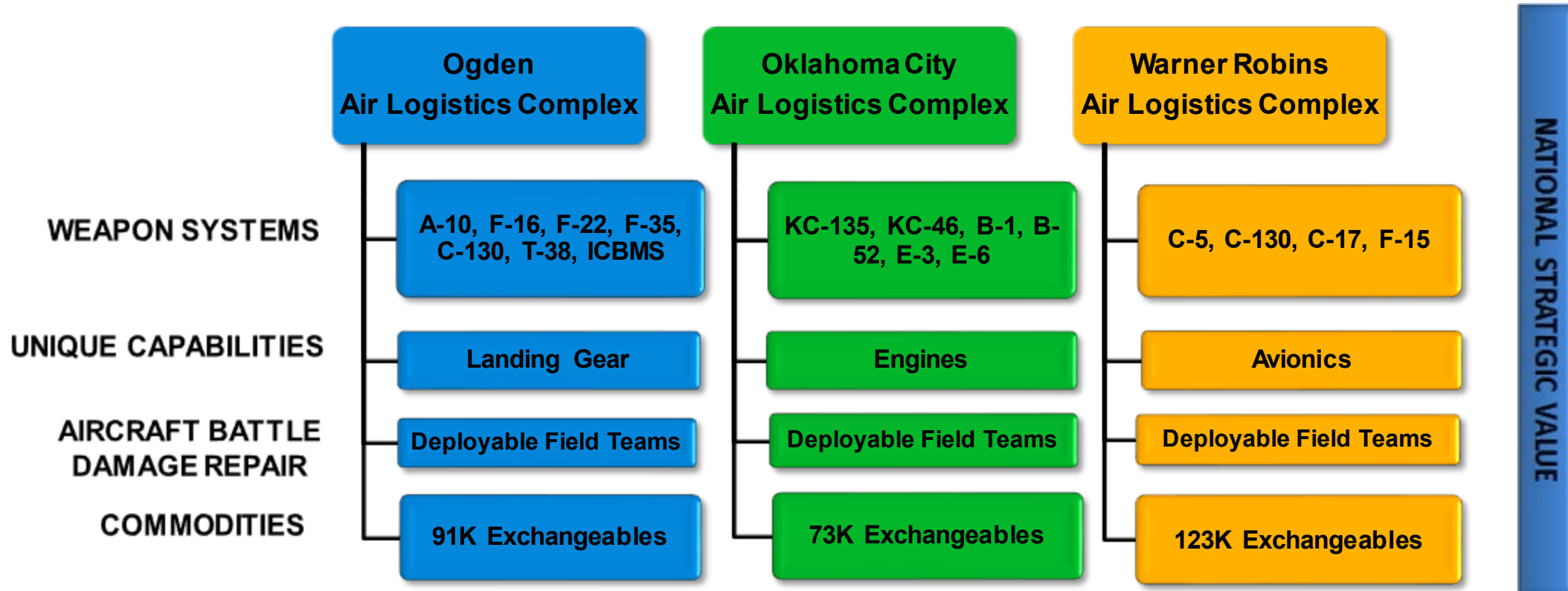


AFSC Portfolio





Air Logistics Complexes



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How to Find AFSC Requirements

- **Search by DoDAAC (DoD Activity Address Code)**
 - Identifies installation/organization with contracting authority
- **Air Force Sustainment Center (AFSC) DODAACs (Tinker/Robins/Hill DoDAAC list on SBO website at <https://www.afsc.af.mil/Units/SBO.aspx>)**
 - Tinker Air Force Base - Lead (Tinker), FA81**
 - Warner Robins Air Force Base (Robins), FA85**
 - Hill Air Force Base (HAFB), FA82**
 - Review opportunities to obtain specific DoDAACs
- **Other Search Engines to identify your competitors**
 - SAM.gov
 - USASpending.Gov



AFSC Supply Chain Opportunities

- **Strategic Alternate Sourcing Program Office (SASPO) publishes the Requirements Projected on the Web (RPOW) lists biannually (Spring and Fall) on their website and sam.gov.**
- **Tinker.af.mil/Home/429SCMS-SASPO/ , RPOW can be found under “SASPO Products” section**
 - **RPOW lists provide a 3-year projection of National Stock Numbers (NSN) estimated to be procured for the AFSC Supply Chain (Hill, Tinker, and Robins). Spares and Repairs lists include NSNs that require qualification, and the G-coded list includes NSNs that do not require qualification**
 - **Column B of the RPOW lists includes the AFSC location that manages the specific NSN, OO= Hill AFB, OC= Tinker AFB, WR= Robins AFB**
 - ****Disclaimer: The projections contained in the RPOW spreadsheets may or may not generate due to variability in customer demands and priorities. The forecast data is for planning purposes only and does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the described items.**



Source Development Specialist

- **Manages the Qualification/Source Development Function of the SB program**
- **Acts as the Primary Liaison with Industry on all SARs**
- **Review Non-Technical Aspects of SARs**
- **Notifies Source when approved/disapproved**
- **Notifies Contractor when removed pursuant to FAR 9.207 (a)**
- **SDS for AFSC/SB (AF managed NSNs)**
 - Hill – Tracey Beringer tracey.beringer@us.af.mil
 - Robins – Randy Miller randy.miller.22@us.af.mil
 - Tinker- Stacy Cochran stacy.cochran@us.af.mil



Source Qualification Steps

- **I found an NSN that I believe my company is qualified to manufacture or repair, now what?**
 - Obtain the Engineering Data List or Repair Data List (EDL/RDL)
 - Use correct QR – Manufacturing or Repair Qualification Requirements (MQR/RQR) for NSN
 - **Contact Source Development Specialist at the location where NSN is managed for QR info
 - Tinker AFB managed parts use the MQR/RQR's located on the SASPO website.
 - Hill and Robins AFBs have part (NSN) specific qualification requirements. To obtain this information, please reach out to the respective Source Development Specialist for the associated data list and qualification requirement for the specific NSN.

- **I have the RDL/EDL, now how do I gain access to the data?**
 - Data and drawings may be purchased through the Tinker AFB Public Sales Office and Technical orders may be purchased through the Tinker AFB Technical Order Sales office for AFSC requests. [TECHNICAL ORDERS AND ENGINEERING DRAWINGS > Hill Air Force Base > Display \(af.mil\)](#)
 - **You must have an approved DD2345 (Joint Certification Program) or Export Control License** (for other than US or Canadian Contractors) to access sensitive data. Information on how to receive this can be found here [JCP Home \(dla.mil\)](#)



Source Qualification Cont'd

- **I want to proceed with this information and become a qualified source, where do I go from here?**
 - *Prepare a source approval request (SAR) package in accordance with AFMCI 23-113 Attachment 6, and the associated qualification requirement for the NSN*
 - *The SASPO website has many resources available, including SAR templates, training, and other resources available to assist in SAR preparation.*
 - ***Important to know the correct QR – contact the Source Development Specialist if you are not sure*

 - **I'm ready to submit my SAR package, where do I send it?**
 - *Once SAR package is developed, contact the Source Development Specialist (SDS) and request a DoD SAFE link.*
 - *SDS performs a non-technical review. Sends to Evaluator for technical review; Sends to Cognizant engineer for technical review and final disposition – approval or disapproval*
 - *If approved/disapproved, you will receive a letter with details of your approval/disapproval*
- ** Please note, becoming an approved source does not guarantee you will be awarded a contract. You will be eligible to propose on any solicitations for the part for which you become qualified. You may still be required to complete a First Article or Initial Product Evaluation (IPE)**

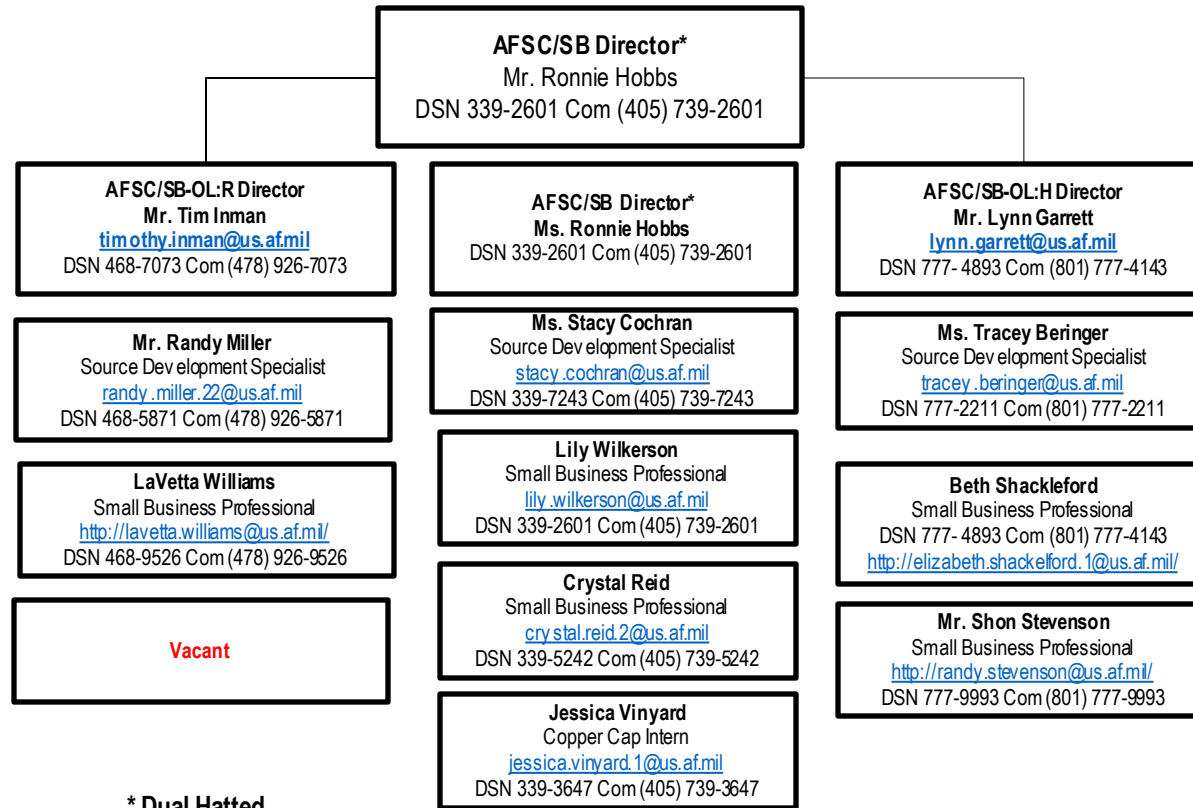


Replenishment Parts Purchase or Borrow Program (RPPOB) aka “Bailment Program”

- References DAFMAN 23-119 and DoD Manual 4140.01, Volume 9
- This Program is designed to loan assets (when available) to contractors to use to develop manufacturing and/or repair processes to become competitive sources
- The Source Development Specialist within the Small Business Office is the focal point for bailment agreements (or loans) of parts for qualification.
- Requests shall be sent to the small business office to begin the process.



AFSC/SB Organization



* Dual Hatted



Questions?



448th Supply Chain Management Wing

Strategic Alternate Sourcing Program Office (SASPO)



429 SCMS/GUMD
Aug 10, 2023
Version 4



Agenda

- **Purpose**
- **Strategic Sourcing Programs**
 - **SASPO Products**
 - **Source Approval Requests (SAR)**
 - **Commercially Used & Overhauled (CUOH)**
 - **Reverse Engineering / Repair Development (RE/RD)**
 - **Sustaining Engineering (SE)**
 - **Other Transaction Authority (OTA)**
- **Points of Contact**



Strategic Alternate Sourcing Program Office (SASPO)



Diminishing Manufacturing Sources & Material Shortages (DMSMS)

- Policy and Training (AFMCI20-105)
- Predictive Tool
- Analysis & Resolution

Strategic Sourcing

- Alternate Sourcing Strategies
- Source Approval Requests (SARs)
- Commercially Used Overhauled Program
- Reverse Engineering/Repair Development
- Marketing Strategies
- Other Transaction Authority (OTA)
- End of Life (EOL)

Sustaining Engineering

- Manages web-based tool MPST
- Provides policy

Increase Supportability



Increase Availability



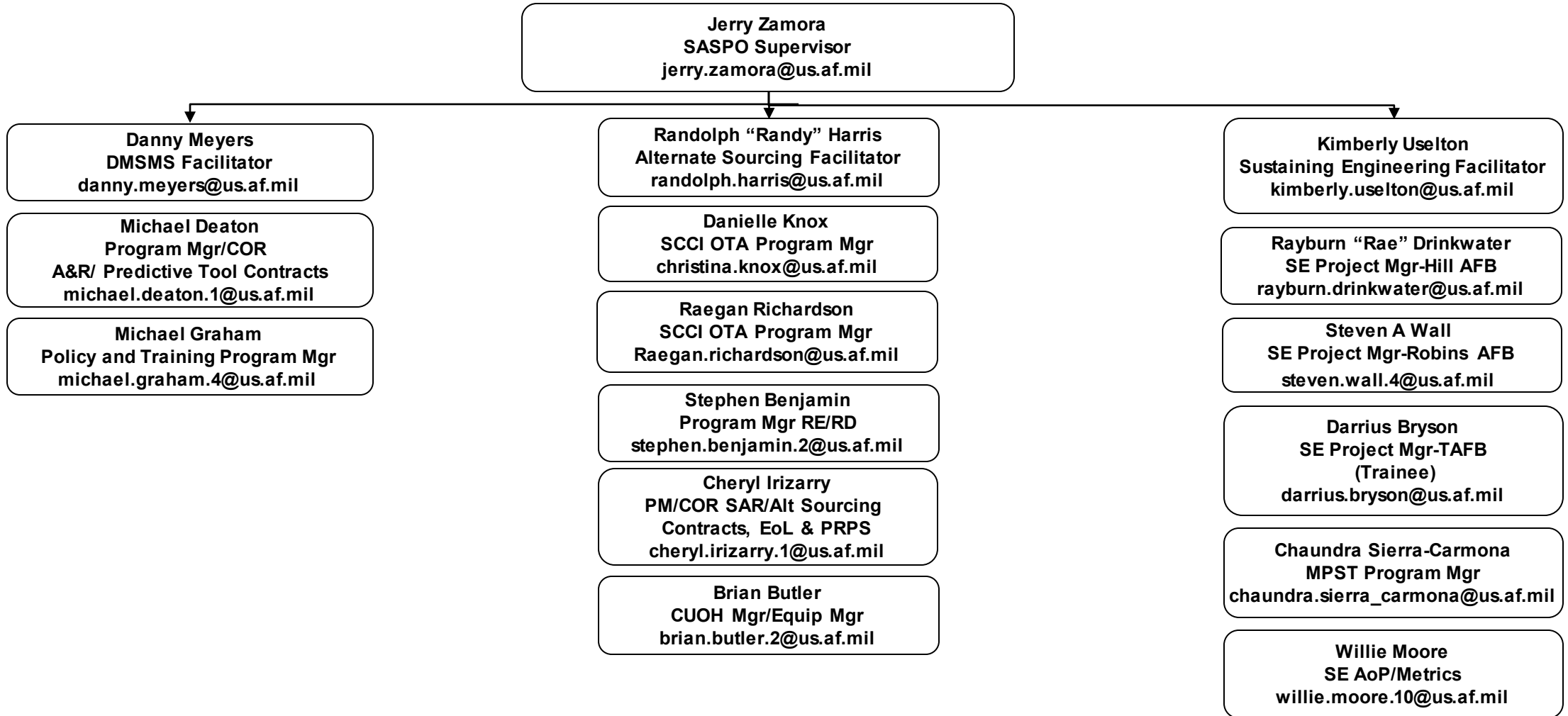
Increase Competition



Reduce Costs



SASPO Organizational Chart





Strategic Sourcing – Alternate Sourcing Strategies

- **Enterprise Focused and Sourcing Solution Program Office**
- **Liaison Between USAF Requirements and Private Industry**
- **Socialize Forecasted Supply Chain Requirements**
- **SASPO Products**
- **Requirements Projection on the Web (RPOW) Repairs & Spares**
- **G-code List Full and Open Competition**
- **Target List Competitive (1-2 sources already approved)**
- **Commercially Used & Overhauled (CUOH)**





Strategic Sourcing - Source Approval Requests

- Increasing competition by facilitating the SAR process to qualify new sources of manufacture and repair

- Marketing through SAM.gov
- Industry days/conferences
- SASPO website - <https://www.tinker.af.mil/Home/429SCMS-SASPO/>

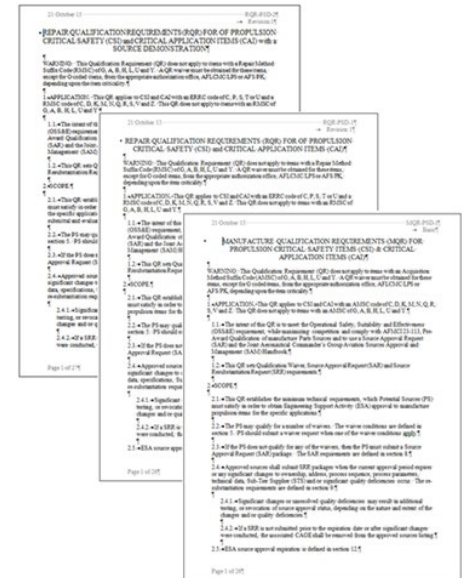
- Driving better quality SARs on right items

- Manages an engineering services support contract to assist ESA in qualifying current and new sources of supply and repair

- Bowhead Mission Solutions LLC – SAR contractor
- 1 program analyst & 5 contract engineers supporting 848 SCMG and propulsion
- Results: FY12 – FY22 = \$57.2M Saved; Reduced processing time

- Follow AFMCI23-113 guidance & procedures

- Current goals are managed by Tiers: Tier 1 – 30 days, Tier 2 – 60 days, Tier 3 – 90 days, and Tier 4 – 120 days





Strategic Sourcing - Commercially Used/Overhauled Program

- **Alternate sourcing strategy to procure components previously flown on commercial aircraft**
 - Overhauled/repared to meet military standards (SAR required)
 - Approved SAR (Method 1) or FAA Part 145 certification (Method 2)
- **Results**
 - 83 approved F108 items
 - 43 contracts awarded to date
 - \$154.2M saved; 325 days reduced PLT
- **Future efforts**
 - Working with TF-33 team to support commercial derivative parts
 - Looking for FAA Part 145 repair houses to support KC-46





Strategic Sourcing – Reverse Engineering/ Repair Development

- **Reverse Engineering/ Repair Development (RE/RD) program**
 - **Reduce Air Force supply chain costs/risks through increased competitive sourcing strategies and focus on creating competition to improve affordability and supportability**
 - **RE/RD contract support: 5 total contractors – Hill AFB = 1. Robins AFB = 1 and Tinker AFB = 3**
 - **Provide support to IPTs in the development of repairs and reverse engineering projects based on optimizing the supply chain**
 - **Hosting and attending industry days and other events to socialize potential projects and supply chain requirements**
 - **Potential deliverables: complete technical data package, 3D modeling data, prototype, repair/overhaul instructions, testing requirements, support equipment, etc.**



Strategic Sourcing - Sustaining Engineering Program

- Provides support for the CSAG-S/GSD engineering projects & Test Program Set (TPS) Software projects that resolve, correct & restore shortfalls & deficiencies for items managed within 448 SCMW & other organizations
 - Deliverables: Drawings, Redesigns, Tech Data, Prototypes, Test Flight Assets
- Enterprise-level policy, guidance, training, & web-based tool (MPST)
- Provide program management support
- Results
 - 742 projects funded
 - 419 projects closed
 - 366 closed projects = Success
 - Projected Return-On-Investment: \$2.2B
 - Projected Cost of Support Savings: \$319K
 - Projected Increased Time on Wing: 10K hours





Contact Information

SASPO Website: <http://www.tinker.af.mil/Home/429SCMSSASPO.aspx>

SASPO Workflow: 429SCMS.SASPO.Workflow@us.af.mil

448th Supply Chain Management Wing

Supply Chain Consortium Initiative



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&
Ms. Raegan Richardson
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Purpose of Other Transactions

- **The DoD OT authorities were created to encourage new or nontraditional performers to work with the Department. These authorities allow DoD to bring new, cutting edge solutions to the warfighter by accommodating a performer's existing business practices and commercial industry standards rather than imposing DoD standards**
 - **OTs can help:**
 - **Engage with nontraditional defense contractors who may not be interested in entering into Federal Acquisition Regulation (FAR)-based contracts**
 - **Broaden the industrial base available to the Government**
 - **Support dual-use projects**
 - **Encourage quicker, cheaper, and more flexible project design and execution**
 - **Leverage commercial technology development**
 - **Ensure DoD requirements are incorporated into future commercial products**
 - **Collaborate in innovative arrangements**



OTA History and Types

OTA History

- 1958: NASA granted first authority to use OTs
- 1989: DARPA granted OTs for Research
- 1994: DARPA granted OTs for Prototype Projects
- 1995 – 2014: Authority granted to 11 other Agencies
- 2016: OTs permanently codified in 10 USC 2371b
- 2017: Public Law 115-91 §864 expanded authority for Other Transactions for Prototype Projects (10 USC 2371b)

OTA Types

- Other Transactions for Prototype Projects (10 USC 2371b)
 - Provide a direct benefit to the DoD
 - Considered Acquisition Instruments
- Other Transactions for Research (10 USC 2371)
 - Provide stimulation or support of research
 - Technology Investment Agreements (TIAs)
- Procurement for Experimental Purposes (10 USC 2373)
 - Experimentation and test purposes
 - FAR applies when purchases are made in quantity



OTA Prototype Project

■ What is a Prototype Project:

Definition: A prototype project addresses a proof of concept, model, reverse engineering to address obsolescence, pilot, novel application of commercial technologies for defense purposes, agile development activity, creation, design, development, demonstration of technical or operational utility, or combinations of the foregoing. A process, including a business process, may be the subject of a prototype project. *(2018 DoD OTA Guide V1.0)*

Scope: Must be “*directly relevant* to enhancing the mission effectiveness of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the Department of Defense, or to improvement of platforms, systems, components, or materials in use by the armed forces.” *(10 USC 2371b(a))*.

Leading to prototype, modify, enhance, test, measure, document, and integrate next generation, OSA for capabilities and tools that satisfy requirements for open-architecture systems



OTA Appropriate use of Authority

- Per 10 US 2371b, an OTA may be used when at least one of the following apply:
 - At least one **Nontraditional Defense Contractor or nonprofit research institute** participating to a significant extent in the prototype or project, or
 - An entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation
 - All Significant Participants in the transaction other than the Federal Government are **Small Businesses** (including those participating in a program described under section 9 of the Small Business Act (15 USC 638) or **Nontraditional Defense Contractors**
 - Supplying New Key Technology or products
 - Accomplishing a Significant Amount of the effort
 - Causing a Material Reduction in the cost or schedule or increase in performance



Common OTA Models

Direct OTA



- Direct Award
- Custom Terms
- Direct Payment
- May Require and/or Consume More USG Resources to Administer/Manage
- Possible increased lead times
- Solicitation (i.e. BAA or program specific)

Consortium Model



- Projects Awarded to Consortium Manager
- Custom Terms & Flow-Downs
- Payment to Consortium
- Consortium Acts as Mentor
- Publicizes Projects to Consortia
- Administrative Fee



OTA + Consortium Model

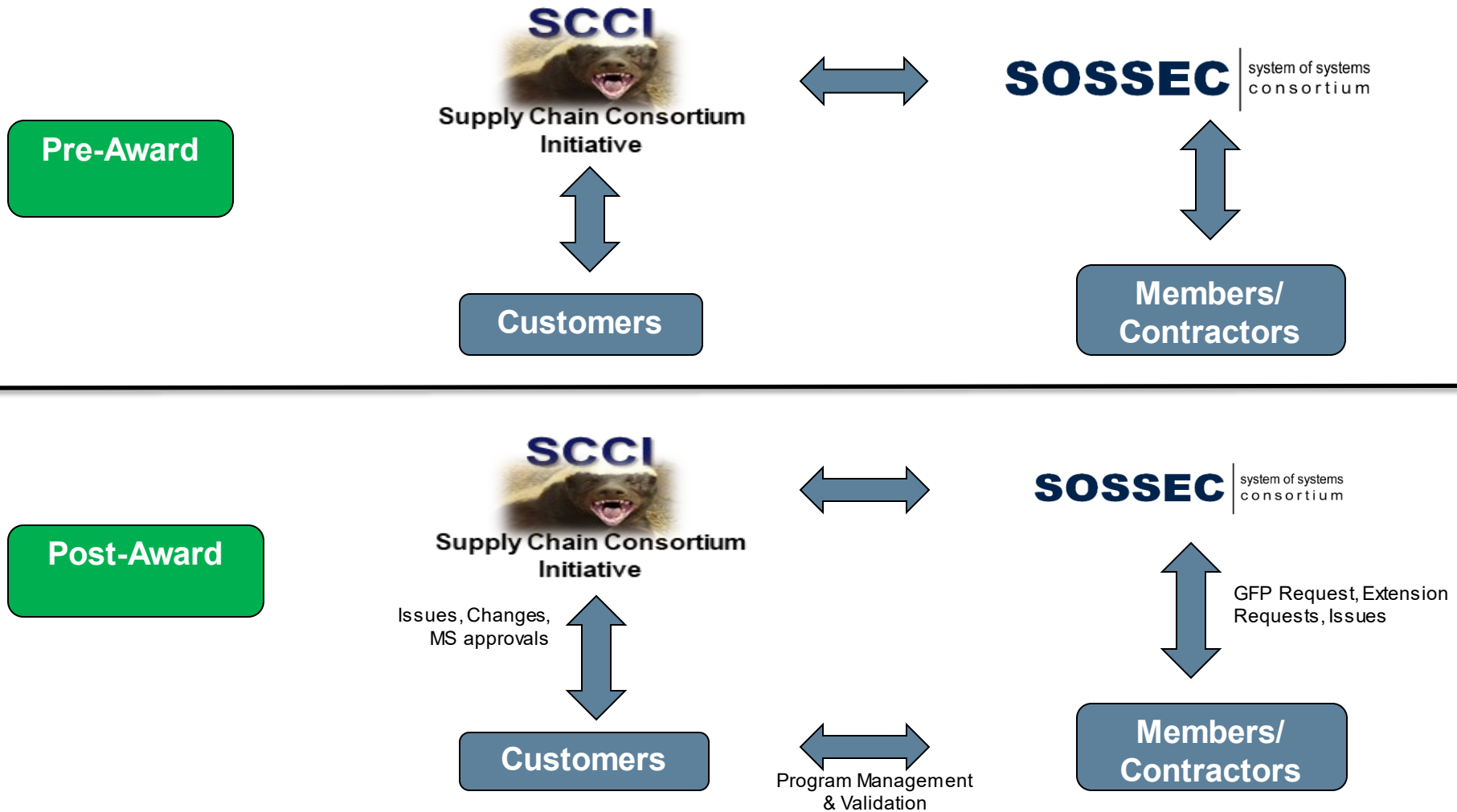
- **System of Systems (SOSSEC) Consortium is the SCCI Awardee**
 - **800+ Member Companies**
 - **Broad spectrum of Defense Contractors, Nontraditional Defense Contractors, Academia, and Non-profit Organizations**
 - **Breadth of Capabilities, Expertise, and Technology**
 - **Low barrier-to-entry for new Consortium Members**
- **SOSSEC, Inc. acts as the OT Lead Organization**
 - **Single Point of Contact for Contracting/Administration**
 - **Quality Control on Proposals/Reports/Invoicing**
 - **Provides price reasonableness analysis on proposals**
 - **Receives Administration Fee**
 - **Ensures Deliverables are Provided**
- **Enables the Nontraditional Contractor to focus on **Technical Performance** not Business/Contracting Issues**

Key Information	
Contract PoP	10yr (1 Oct '19-30 Sep '29)
Accumulative Ceiling	\$99M*
SOSSEC 's Admin Fee	3.75%
Incentives paid to SOSSEC - Negotiated on each Individual Project Agreement	Up to 1%

*Funding due prior to solicitation by customer



Communication ROEs





Project Level Agreements

- **Prototype Projects are Awarded to SOSSEC**
 - **Firm Fixed Price** Prototype Projects
 - **Milestone payments** track technical progress
 - OT is Amended to add the Project, Milestones, and Funding
 - Competitive procedure shall be used **“to the maximum extent practicable.” (10 USC 2371b)**
- **SOSSEC then enters into a Project Level Agreements with the Consortium Member (Project-Level Performer)**
 - **Not a Prime-Subcontractor Relationship**
 - Project Level Performer is responsible for technical work however, SOSSEC responsible for delivery
 - Government has direct insight into the technical performance
 - SOSSEC acts a Mentor to the Performer and Intermediary for the Government



OTA Prototype Transition

- **Sole source follow-on production contract(s) or transaction(s) may be awarded when:**
 - **The acquisition approach for the prototype project **addressed the strategy for follow-on activities** and the following two criterion are satisfied:**
 - **Competitive procedures were used** for the selection of parties for participation in the transaction; and
 - **The participants in the transaction **successfully completed the prototype project** provided for in the transaction**
 - **Topic: DFARS Final Rule - Exception to Competition for Certain Follow-On Production Contracts**
 - **Reference: DFARS Case 2019-D031 — Effective February 28, 2022**
 - **Summary: DoD has issued a final rule amending the DFARS to implement a section of the NDAA for Fiscal Year 2016 that modifies the criteria required to exempt from competition certain follow-on production contracts.**
 - **The follow-on for the first run of production can be a FAR based contract or Other Transaction**



SCCI Solicitation Methods

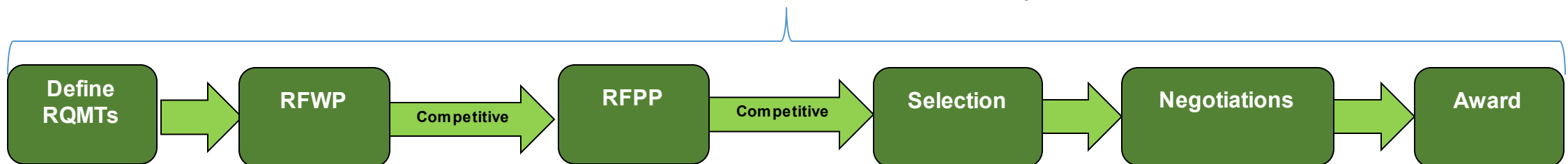
- Two Solicitation Approaches:

- Request for **White Papers (RFWP)**
- Request for **Prototype (RFPP)**

RFPP → Award = One-step Process
RFWP → RFPP → Award = Two-step Process*
*Highly Recommended

- SCCI works with the respective Program Offices to determine the best acquisition approach for each individual prototype project
- Prototype projects are solicited **competitively** with all members of the SOSSEC consortium eligible for a project award

2 Step Approach Goal of 150 Days





SCCI Accomplishments

- **Awarded 25 projects for \$18.8M**
 - **FY20 awarded 21 projects**
 - **18 for TAFB & 3 for HAFB**
 - **FY21 awarded 1 project**
 - **1 for RAFB**
 - **FY22 awarded 2 projects**
 - **2 for TAFB**
 - **FY23 2 projects pending award**
 - **2 project awards for TAFB**
- **Completed projects**
 - **20.21 Fuel Shut off valve w/PHT Aerospace Inc.– HAFB**
 - **20.15 TF33 w/Fairmount – TAFB**
 - **20.01 - 20.17 TF33 w/Parts Life, Inc. – TAFB**
 - **20.20 KC-135 Air Inlet Guide w/Renaissance Services Inc. – HAFB**



Points of Contact

DoD Points of Contact

Supply Chain Consortium Initiative OTA workflow

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Supply Chain Consortium Program Managers

Danielle Knox, 429 SCMS/GUMD SASPO

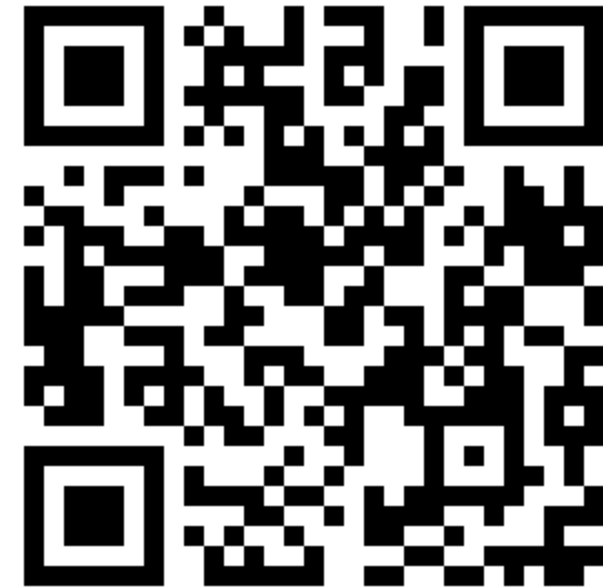
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**Join the SOSSEC
Consortium**

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Questions



448th Supply Chain Management Wing



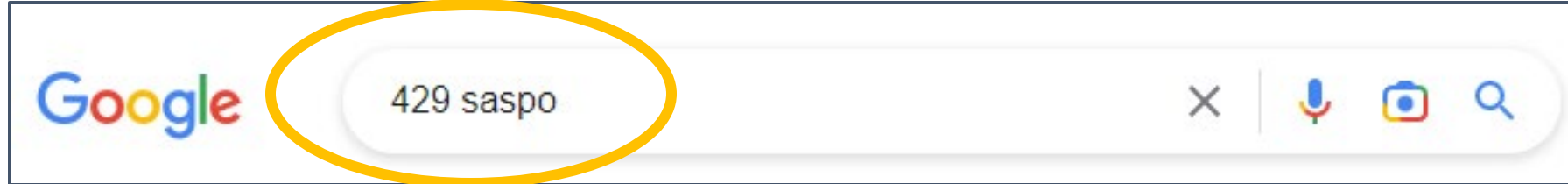
Supplying Warfighter Dominance

Industry SAR Training

Source Approval Request (SAR) and Qualification Requirements



START HERE:



■ Find:

- Slides from today
- Focused products lists (RPOW – Requirements Projections over Web)
- Submission Formats



- Hill Industry Days Agenda Dec 8 2022.docx
- Hill Industry Days Slide Deck Dec 8 2022.pptx
- Hill Industry Days 2022 Quad Charts Dec 8 2022.pptx

Robins AFB - 3/25/22

- SASPO Virtual Industry Day Announcement
- Agenda for March 25, 2022
- Robins ID Briefing Deck March 25, 2022
- Robins ID Quad Charts, March 25, 2022

SASPO PRODUCTS

- Fall 2022 CUOH List.xlsx
- Fall 2022 G Code List.xlsx
- Fall 2022 RPOW Repair List.xlsx
- Fall 2022 RPOW Spares.xlsx
- Fall 2022 RPOW Target List.xlsx
- Div. SMS List
- DLA Aviation F533 Spares RPOW Autumn 2021
- DLA Aviation F100 Spares RPOW Fall 2021

Obtaining Tech Data

- Expedited process if under solicitation.
- MUST have **DD2345** or export control license approved for data.
- **Public Sales Office (405) 736-4676**

On SASPO Website:

Engineering Data Request Procedures

- Instructions for requesting Engineering Data
- Public Sales Request Form

Please submit your Engineering Data request to: ocalc.lgldo.public@us.af.mil

Technical Order (TO) Data Request Procedures

- Instructions for requesting TOs

Please submit your TO request to: AFLCMC.LZP.PUBSALES@us.af.mil

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dd2345 apply

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https://www.dla.mil › Logistics Operations › Services

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provides customer support to defense contractors **applying** for certification. receives, processes



SAR Categories

Category I Actual Item

- ***“We’ve made this before for customer X, and we want to make it for you, too!”*** The supplier has manufactured or performed ROMM on the exact item for the OEM/prime, another DOD service, or commercial customer previously.

Category II – Similar Item

- ***“We haven’t made this item, but we’ve made one quite similar,*** and based upon that manufacturing process’s complexity and the item’s criticality, we affirm we’ll be able to make/repair the subject item.” Comparison item should be similar in size, features, tolerancing, finishing, significant industrial processes, quality requirements, etc.

Category III – New Manufacture of Item

- ***“We’ve made nothing similar thus far, but we have the ESA/OEM-approved data, and here is our plan.”***

Category IV – Alternate Item

- ***“We propose this part,*** which we can make/repair, ***as a substitute for the part you need.”*** (Many times this is a commercial item for which the supplier holds FAA FMA.

NOTE – CAT III and CAT IV SARs are not usually considered for propulsion items.

NOTE – Separate approvals are required for REPAIR and MANUFACTURE of items.

Which format / qualification requirement?

Critical items require pre-qualification (source approval):

■ **Propulsion: MQR-PSD-1 or RQR-PSD-1**

■ **Most non-propulsion: RQR-848 or 848 SCMG MQR (pointers to AFMCI 23-113)**

Note: DLA items & those managed by other services may have different requirements.

REFERENCE DOCS

- **Propulsion**
 - ***SAR packages using the format from MQR-PSD-1 Rev 1 (12-July-2018) and RQR-PSD-1 Rev 2 (12-July-2018) will no longer be accepted after July 31, 2020. Please use the format found in MQR-PSD-1 Rev 2 (29-October-2019) and RQR-PSD-1 Rev 3 (28-January-2020) for all future SAR packages.***
 - SAR Propulsion Training
 - Company Profile Template
 - SAR Template
 - Instructions for SAR and Company Profile Templates
 - USAF Propulsion Manufacture Spare, MQR-PSD-1
 - USAF Propulsion Repair, RQR-PSD-1
- **848th SCMG**
 - 848 QR Master Item List
 - JQR-RQR-848
 - RQR-848
 - 848 SCMG MQR 17 Aug 2020
 - 848 SCMG MQR Master List October 2021
- **Guidance /Instructions/Links**
 - AFMCI23-113
 - AFMCI21-112 (PDF)
 - PUBLOG
 - Sam.gov
 - DLA Internet Bid Board System (DIBBS)
 - JACG Source-Approved and Management Handbook
 - 448 SCMW SCRM Acquisition Guide

Qualification Requirements (QRs)

Non-Propulsion:

RQR-848/848 SCMG MQR

Tab	Element Description	Category			
		I - PMA	II	III	IV
TOC	TABLE OF CONTENTS	X	X	X	X
A*	Cover Letter	X	X	X	X
B	Technical Data Rights Certification Statement	X		X	X
C	Offeror's Brochure & Correspondence	X		X	X
D	Quality Assurance Documentation	X		X	X
E*	Subject Item Technical Data	X		X	X
F*	Subject Item Specifications	X		X	X
G*	Sub-Tier Supplier (STS) Information	X		X	X
H*	Quality History	X		X	X
I*	Similar Item Technical Data		X		
J*	Similarities / Differences between Subject / Similar Items			X	X
K*	Purchase Orders & Shipping Documents	X	X	X	X
L*	Travelers and Poses/Operations Sheets (POS/Op Sheets)	X		X	X
M*	Inspection Method Sheets (IMS)	X		X	X
N	Prime Contractor's Quality Rating System Report	X		X	X
O	Licensee Agreement (if applicable)	X		X	X
P	Value Added (By Prime or OEM)	X		X	X
Q	Government / Prime Contractor Surveys	X		X	X
R	Pre-Qualification Test Plans	X		X	X
S	Test Results	X		X	X
T*	Tooling	X		X	X
U	Government Quality Assurance Compliance	X		X	X
V	FAA PMA Letter or Supplement (if PMA applicable)		X	X	X
W	Alternate Item Offeror Component Purchase Orders				X
X*	Statistical Data				X
Y	Reverse Engineering Management Plan				X
Z	Alternate Application Mission				X

Propulsion:

MQR-PSD-1/RQR-PSD-1

Company Profile Requirements	
ELEMENT 1. Company Brochure / Website	
ELEMENT 2. Quality Assurance Certificate (QAC)	
ELEMENT 3. Self Assessment Checklist (SAC)	
ELEMENT 4. Quality Assurance System (QAS) Manual	
ELEMENT 5. Equipment List	
ELEMENT 6. DLA Form 2545 or Export Control Line Lists	
ELEMENT 7. Quality History	
ELEMENT 8. Significant Industrial Process (SIP) Certifications	
ELEMENT 9. Sub-Tier Supplier Info.	<ol style="list-style-type: none"> 1. List of all Sub-Tier Suppliers (STS) 2. All STS Quality Assurance Certifications 3. Any STS Significant Industrial Process Certifications

Section	Element	Title
Subject Item Package	A	Cover Letter
	Engineering Data	
	B	Subject Item Technical Data
	C	Proposed Production Commitments
	D	Sub-Tier Supplier (STS) List
	E	Significant Industrial Processes (SIP)
	F	Calibrated Equipment List
	G	Technical Data Rights Certification Statement
	H	License Agreements
	I	Government Quality Assurance Compliance
Demonstration Package	Training, Legal Documents	
	J	Similarities/Differences Summary*
	K	Similar Item Technical Data*
	L	Demonstration Production Documents
	M	Purchase Orders and Shipping Documents

Note: DLA items & those managed by other services may have different requirements.

Propulsion: Company Profile

Requirements – Chapter 7, MQR-PSD-1/RQR-PSD-1(all elemental descriptions therein)

Company Profile Requirements	
ELEMENT 1. Company Brochure/Website	
ELEMENT 2. Quality Assurance Certificate (QAC)	
ELEMENT 3. Self-Assessment Checklist (SAC)	
ELEMENT 4. Quality Assurance System (QAS) Manual	
ELEMENT 5. Equipment List	
ELEMENT 6. DD Form 2345 or Export Control License	
ELEMENT 7. Quality History	
ELEMENT 8. Significant Industrial Process (SIP) Certifications	
ELEMENT 9. Sub-Tier Supplier Info.	1. List of all Sub-Tier Suppliers (STS)
	2. All STS Quality Assurance Certifications
	3. Any STS Significant Industrial Process Certifications

Propulsion: Part-Specific SAR

Requirements – Chapter 8, MQR-PSD-1/RQR-PSD-1 (all elemental descriptions therein)

Section		Element	Title
Subject Item Package		A	Cover Letter
	Engineering Data	B	Subject Item Technical Data
	Repair Plan	C	Proposed Production Documents
		D	Sub-Tier Supplier (STS) List
		E	Significant Industrial Processes (SIP)
		F	Calibrated Equipment List
	Licensing/Legal Documents	G	Technical Data Rights Certification Statement
		H	License Agreements
		I	Government Quality Assurance Compliance
Demonstration Package	J	Similarities/Differences Summary*	
	K	Similar Item Technical Data*	
	L	Demonstration Production Documents	
	M	Purchase Orders and Shipping Documents	

Non-Propulsion: SAR Package

Requirements – RQR-848/848 SCMG MQR → AFMCI 23-113, Table A6.3 / Table A5.1

Tab	Element Description	Category				
		I		II	III	IV
		-	PMA			
TOC	TABLE OF CONTENTS	X	X	X	X	X
A*	Cover Letter	X	X	X	X	X
B	Technical Data Rights Certification Statement	X		X	X	X
C	Offeror's Brochure & Correspondence	X		X	X	X
D	Quality Assurance Documentation	X		X	X	X
E*	Subject Item Technical Data	X		X	X	X
F*	Subject Item Specifications	X		X	X	X
G*	Sub-Tier Supplier (STS) Information	X		X	X	X
H*	Quality History	X	X	X	X	X
I*	Similar Item Technical Data			X		
J*	Similarities / Differences between Subject / Similar Items			X		X
K*	Purchase Orders & Shipping Documents	X	X	X		X
L*	Travelers and Process/Operations Sheets (POS/Op Sheets)	X		X	X	X
M*	Inspection Method Sheets (IMS)	X		X	X	X
N	Prime Contractor's Quality Rating System Report	X		X	X	X
O	Licensee Agreement (if applicable)	X		X	X	X
P	Value Added (By Prime or OEM)	X		X	X	X
Q	Government / Prime Contractor Surveys	X		X	X	X
R	Pre-Qualification Test Plans	X		X	X	X
S	Test Results	X		X	X	X
T*	Tooling	X		X	X	X
U	Government Quality Assurance Compliance	X		X	X	X
V	FAA PMA Letter or Supplement (if PMA applicable)		X	X	X	X
W	Alternate Item Offeror Component Purchase Orders					X
X*	Statistical Data					X
Y	Reverse Engineering Management Plan					X
Z	Alternate Application Mission					X

- Element descriptions in Table A6.3
- ‘Checklist’ questions for elements in Table A5.1
- 848 SCMG MQR → Points directly to AFMCI 23-113 as QR.
- RQR-848 → Points to AFMCI 23-113 as QR, with amplifying info in Appendix E.

Non-Propulsion Example – Element K, Demonstration POs

(From AFMCI 23-113)

- Element descriptions in Table A6.3
- ‘Checklist’ questions for each element within Table A5.1

K. PURCHASE ORDERS AND SHIPPING DOCUMENTS – Provide copies of at least one purchase order(s), shipping document(s), and any amendments from the prime contractor, OEM, Government or other customers based upon the SAR category selected with all financial data redacted or removed. The shipping document(s) must not be older than three (3) years for CSI or seven (7) years for CAI from the date the SAR is received by SBO or the procuring activity. The shipping document(s) should account for all items ordered in the PO provided. If a contract was terminated, state the termination reason. For Cat I or II, the purchase orders must be from the prime contractor, OEM, DoD, foreign government, or commercial customer. This information should indicate when the offeror last produced the subject or similar item depending upon the SAR category selected. For Cat III, provide a statement the part has not been provided to any customer. For Cat IV, the purchase orders must be from commercial customers or PMA holder. The data provided in this section should be for the same contract(s) as those provided in SAR Elements L and M. A copy of the offeror’s documentation may be kept by ESA.

K. PURCHASE ORDERS and SHIPPING DOCUMENTS	(EVALUATOR INITIALS):		
	YES	NO	N/A
1. Was the order completed within the last 3 years (for CSIs)?			
2. Was the order completed within the last 7 years (for CAIs)?			
3. Is a complete copy of the Purchase Order (including latest amendment) provided?			
4. Is a complete copy of Shipping Documents included?			
5. Was the order completed (and not terminated)? (If NO, explain)			

Note – PCRs / SRRs

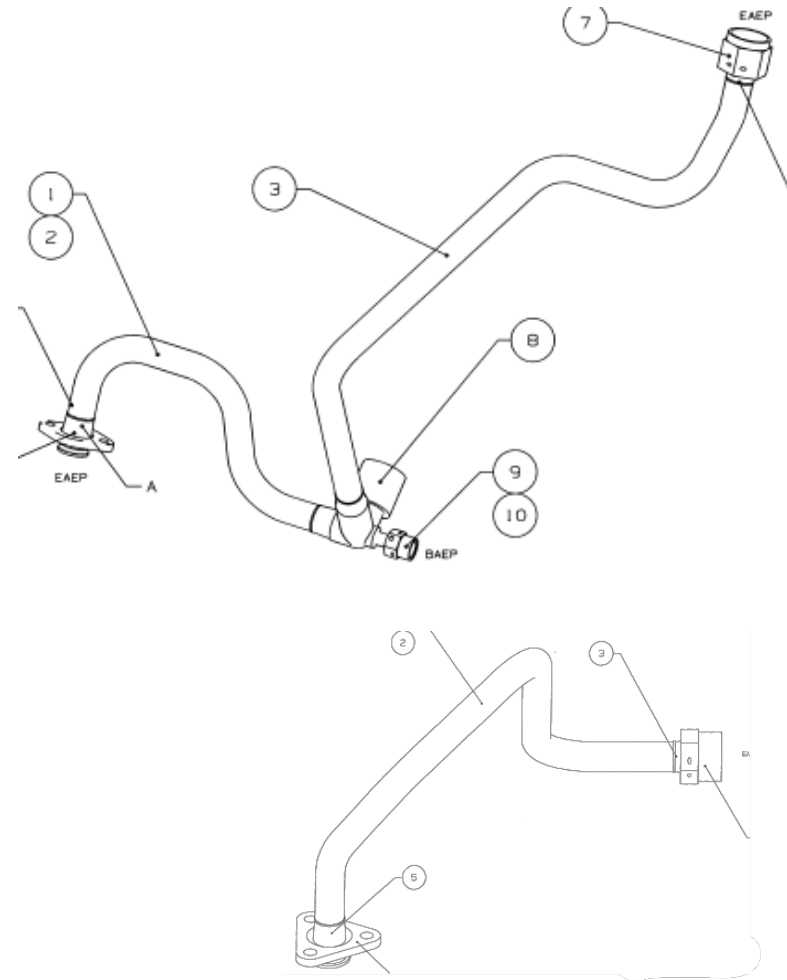
#	OPERATION DESCRIPTION	DWG	INIT.	QA	DATE
60	Continued from previous page...				
70	VISUAL INSPECT - INCOMING Verify part number and serial number match paperwork. 1.DIM A: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 2.DIM B: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 3.DIM C: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 4.DIM D: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____	DWG 1111-00			
80	SUB-VENDED: NOT-SO-GOOD NDT (CAGE 12345) FPI CODE 7 ALL Leading Edges and Roots. Attach PO from CAGE 12345 upon completion.	DWG 1111-00			

Discussed within Chapter 12/ 13 of MQR-PSD-1.

Example – Propulsion Success

F100 – PX Oil Tube

- CP: Submitted JUL 2021
- SAR: Submitted AUG 2021 (Item on RPOW Spares List)
- Solicitation: NOV 2022
- Awarded: \$119K, MAR 2023



Less Fixable...



- Heat Treat
- Chemical Cleaning / Anodize / Electroless Plating
- Thermal Diffusion Coatings
- Flash/Fusion Welding
- EDM Machining
- Peening
- NDT

**Note – OEM/DOD
endorsements may be**

Licensing Agreements:

- AMSC Code M – Master tooling required.
- AMSC Code P – Government does not own data rights.

Raytheon

BOEING

LOCKHEED MARTIN

**GENERAL
DYNAMICS**

Technical Data Package

RDL REVISION		REPAIR DATA LIST							PAGE 1 OF 1
DATE									
NSN		PART NUMBER			CAGE CODE		NOUN		
2840013575078NZ		4080381-01			77445		SHROUD SEGMENT,TURB		
LINE/ SUB	CAGE CODE	DOC REF NUM/ ACCOMP DOC NUM	REV	FURN CODE	DATA AVAIL	GOV RIGHTS	DIST CODE	NOUN/TITLE	REMARKS
00001	77445	2-1-111		G	Y	K	D	Standard Mx Procedures, all P&W Engines	NAME: DATE: 30 MAY 2019 STANDARD MAINTENANCE PROCEDURES NAVY AND USAF P & W AIRCRAFT ENGINES Version: 20180401
00002	77445	2J-F100-54		G	Y	K	D	Illustrated Parts Breakdown	NAME: DATE: 30 MAY 2019 Illustrated Parts Breakdown USAF Engine Model F100-PW-229 Version: 20190115 Version: 20171215
00003	77445	2J-F100-53-1		G	Y	K	D	Mx Inst, Depot, Intro and General Info	NAME: DATE: 30 MAY 2019 Maintenance Instructions, Depot Introduction and General Information USAF Engine Model F100-PW-229 Version: 20190115
00004	77445	2J-F100-53-2		G	Y	K	D	Mx Inst, Depot, On-Condition Mx	NAME: DATE: 30 MAY 2019 Maintenance Instructions, Depot

This is element B for propulsion items (MQR/RQR-PSD-1), element E for non-propulsion (AFMCI 23-113).

Production Documents

#	OPERATION DESCRIPTION	DWG	INIT.	QA	DATE
60	Continued from previous page...				
70	VISUAL INSPECT - INCOMING Verify part number and serial number match paperwork. 1. DIM A: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 2. DIM B: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 3. DIM C: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____ 4. DIM D: _____ SPEC: 1.00 +/- 0.01 in. TOOL ID: _____	DWG 1111-00			
80	SUB-VENDED: NOT-SO-GOOD NDT (CAGE 12345) FPI CODE 7 ALL Leading Edges and Roots. Attach PO from CAGE 12345 upon completion.	DWG 1111-00			

This is element C for propulsion items (MQR/RQR-PSD-1), element L/M for non-propulsion (AFMCI 23-113).

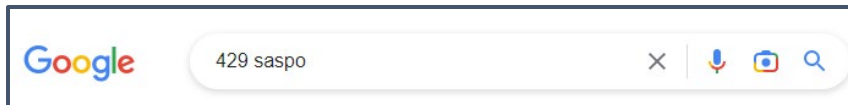
Demonstration Package

AOK AIRPLAYNES 123XY		TRAVELER 1111-000		Rework No. 0	
Traveler Revision: 0 Pub Date:		TURBINE ROTOR STAGE-4 REF: TO # 2J-TF33-160-1 SECTION 18-54-03		Base Metal Weight 10.00 LBS.	
#	OPERATION DESCRIPTION	DWG	INIT.	QA	DATE
60	Continued from previous page...		AM	BS	6/19/23
70	VISUAL INSPECT - INCOMING Verify part number and serial number match paperwork. 1.DIM A: <u>1.00</u> SPEC: 1.00 +/- 0.01 in. TOOL ID: <u>123</u> 2.DIM B: <u>1.01</u> SPEC: 1.00 +/- 0.01 in. TOOL ID: <u>123</u> 3.DIM C: <u>1.02</u> SPEC: 1.00 +/- 0.01 in. TOOL ID: <u>123</u> 4.DIM D: <u>1.00</u> SPEC: 1.00 +/- 0.01 in. TOOL ID: <u>123</u>	DWG 1111-00	AM	BS	6/19/23
80	SUB-VENDED: NOT-SO-GOOD NDT (CAGE 12345) FPI CODE 7 ALL Leading Edges and Roots. Attach PO from CAGE 12345 upon completion.	DWG 1111-00	BS	BS	6/19/23

This is element L for propulsion items (MQR/RQR-PSD-1), element L/M for non-propulsion (AFMCI 23-113).

Questions?

START:



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- Submission Formats

■ Contact:

429SCMS.SASPO.Workflow@

us.af.mil

