

GovWin
from Deltek

Federal Agency Profiles

Department of the Air Force – *Account Planner*

July 7, 2022



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

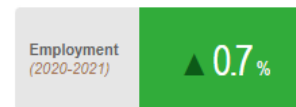
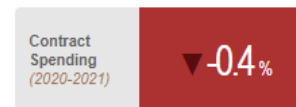
Account Summary

Air Force Organization - Summary

» **Headquarters:**
1670 Air Force, Pentagon
Washington, DC 20330

Leadership:

- » **Secretary:**
Frank Kendall
- » **Chief Information Officer:**
Ms. Lauren Knausenberger
- » **Deputy Assistant Secretary for Contracting:**
BG Casey Blake



Total Employees (2021) 174,592

FY 2023 Budget Request \$233,694M

FY 2023 IT Budget Request \$3,814M

Percentage data based on prior year comparisons.

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Department of the Air Force Organization Chart](#)

Source: Air Force, President's Budget Request FY 2023, OPM, OMB

Air Force Mission

» **Mission Statement:**

To fly, fight and win...in air, space and cyberspace

» **Vision Statement:**

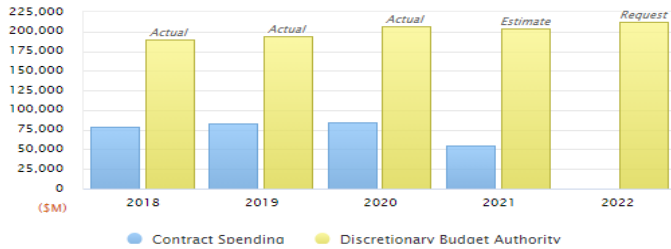
With a Total Force of more than 689,000 personnel, Airmen work to support all aspects of airpower, which includes five core missions: air superiority; global strike; rapid global mobility; intelligence, surveillance and reconnaissance; and command and control. Airpower also requires people and resources dedicated to unit readiness, base infrastructure and talent management.

Source: Air Force Website

Air Force Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

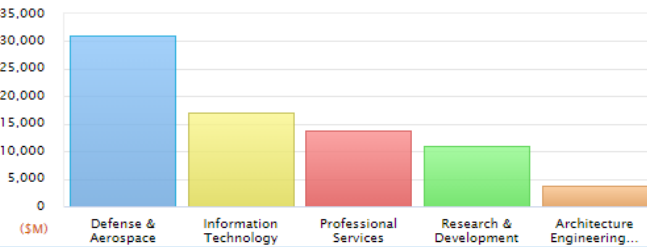
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Top Segment Spending

Top Segment Spending (2020)

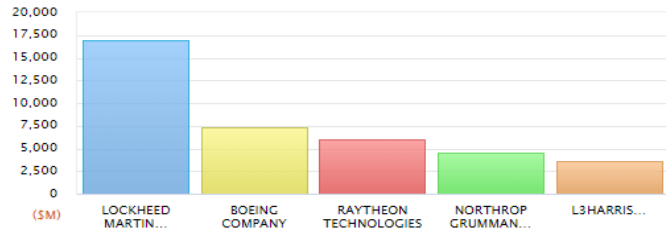
(Top 5 only)



Top Contractors

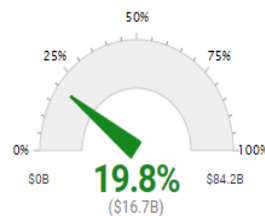
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



| Socioec. Status | Actual | % Actual | % Goal |
|----------------------------------|--------|----------|--------|
| Certified HUBZone Small Business | \$1B | 1.2% | 3.0% |
| Women Owned | \$2.4B | 2.9% | 5.0% |
| Small Disadvantaged Business | \$5.1B | 6.1% | 5.0% |
| Service Disabled Veteran Owned | \$2.3B | 2.7% | 3.0% |

Source: FPDS
 ✓ - Indicates goal achieved

Source: Air Force, President's Budget Request FY 2022, OPM, OMB

Air Force, Major Management Challenges

- » The Air Force Audit Agency (AFAA) determined that Air Force acquisition and logistics officials did not properly manage support equipment requirements. Specifically, personnel did not accurately compute requirement quantities, resulting in a \$94 million overstatement in the FYs 2023 through 2027 Program Objective Memorandum. Furthermore, personnel could not support 27 percent of support equipment submissions reviewed valued at over \$130 million.
- » The AFAA determined that Air Force logistics personnel did not properly manage unit price data, including using inaccurate data to support spare parts requirements and not adequately supporting unit price data changes.
- » The AFAA determined that DAF personnel did not accurately identify and classify all confined spaces or comply with entry procedures. Confined spaces include sewers, communication manholes, fuel tanks, and aircraft fuel cells.
- » A review of 482 unit and key personnel training at the 13 locations identified that 22 percent were missing training in areas such as equipment use, safe work practices and techniques, hands-on application, fire services, and bioenvironmental.

Source: DOD, Semi-Annual Report to Congress Oct, 2021 – Mar, 2022

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Agency Employee Summary

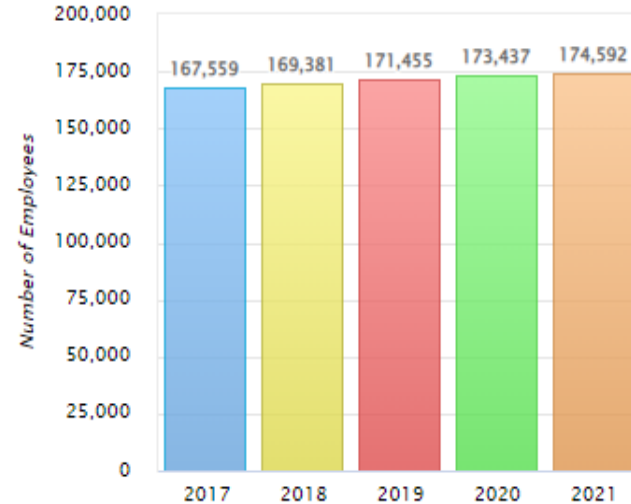
Air Force Employee Summary

Employee Statistics

| | Agency | Federal |
|-----------------------------------|---------------------|----------------------|
| Employees (2021) | 174,592 | 2,191,011 |
| Employment Growth (2020 vs. 2021) | 0.7 % | 1.5 % |
| Retirement Rate (2019) | 1.6 % | 1.6 % |
| Turnover Rate (2019) | 6.5 % | 5.4 % |
| Largest Age Group (2021) | 50-59 (53,829) | 50-59 (622,226) |
| Length of Service (2021) | 1-9 Yrs (73,128) | 1-9 Yrs (873,005) |

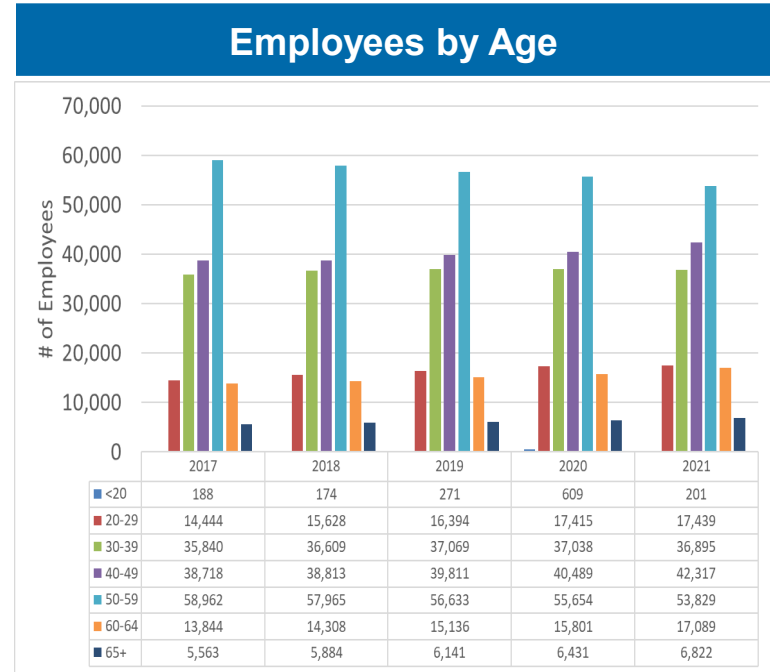
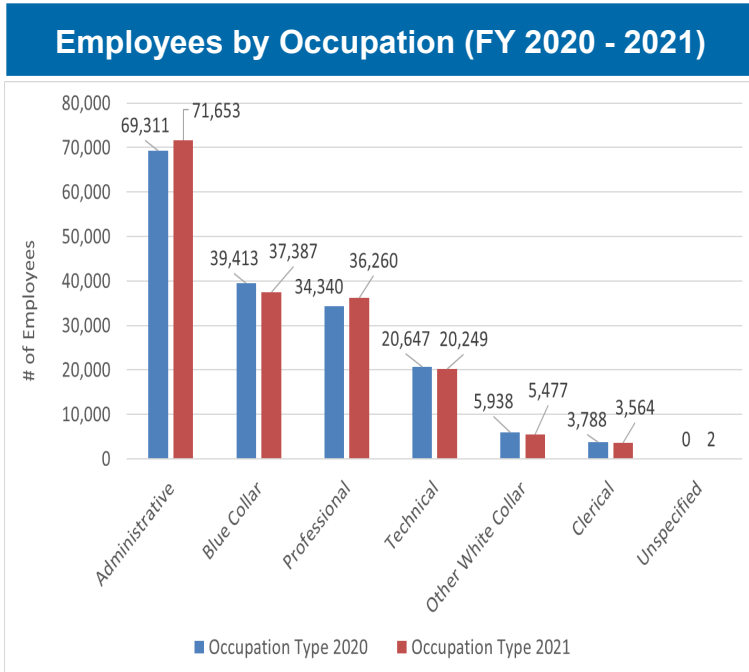
Source: FedScope (September 2021)

Annual Employment Trend



Source: OPM FedScope, Deltek

Air Force Employee Summary (Cont.)



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

April 15*

June 30*

July 15*

Oct 1st

President submits budget to Congress

Congress begins works to complete action on budget resolutions

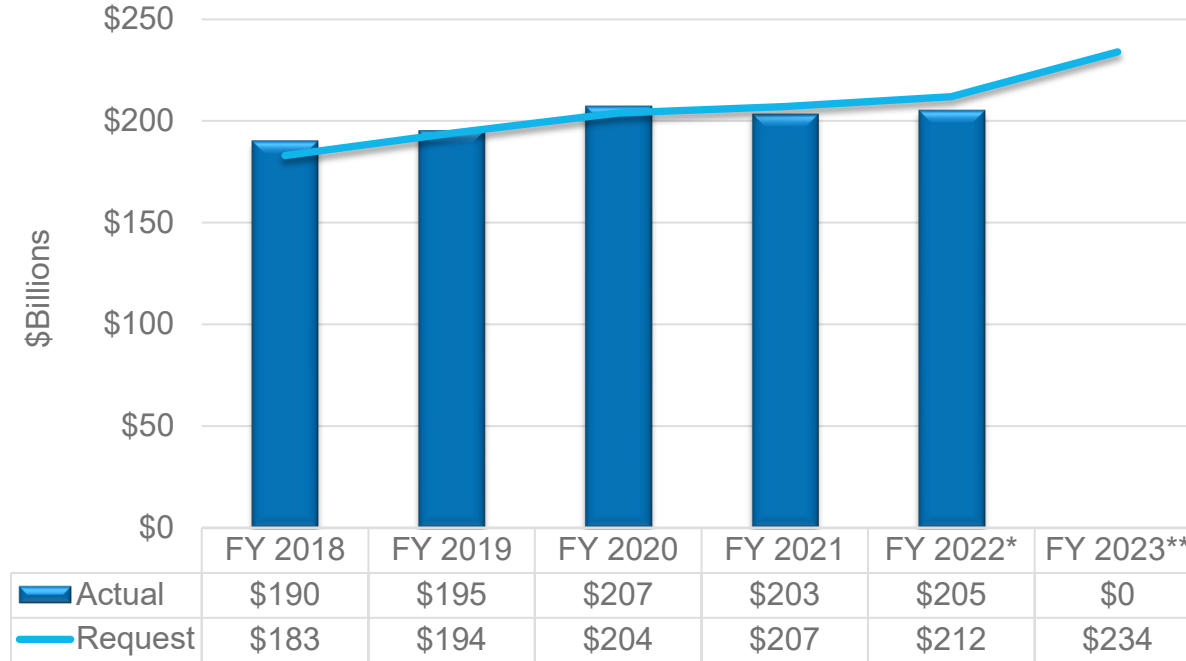
House Completes action on regular appropriation bills and any required reconciliation legislation.

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

Air Force Total Budget Request vs. Actual



* FY 2022 Actual is an OMB estimated value

** FY 2023 Actual has not yet been reported

Source: GovWin IQ, President's Budget Request FY 18 - 23

Air Force Budget Authorization

| Bureau Name | Account Name | FY 2021 (\$K) (Actual) | FY 2022 (\$K) (Enacted) | FY 2023 (\$K) (Proposed) |
|-----------------------|---|---------------------------|----------------------------|-----------------------------|
| Family Housing | Family Housing Operation and Maintenance, Air Force | \$337,000 | \$337,000 | \$355,000 |
| | Family Housing Construction, Air Force | \$97,000 | \$97,000 | \$233,000 |
| Military Construction | Military Construction, Air Force | \$1,010,000 | \$1,010,000 | \$2,055,000 |
| | Military Construction, Air National Guard | \$94,000 | \$94,000 | \$149,000 |
| | Military Construction, Air Force Reserve | \$48,000 | \$48,000 | \$57,000 |

Source: Department of Defense, President's Budget Request FY 2023

Air Force Budget Authorization (Cont.)

| Bureau Name | Account Name | FY 2021 (\$K) (Actual) | FY 2022 (\$K) (Enacted) | FY 2023 (\$K) (Proposed) |
|--------------------|---|---------------------------|----------------------------|-----------------------------|
| Military Personnel | Military Personnel, Air Force | \$33,959,000 | \$33,969,000 | \$35,140,000 |
| | National Guard Personnel, Air Force | \$4,630,000 | \$4,536,000 | \$5,127,000 |
| | Reserve Personnel, Air Force | \$2,215,000 | \$2,210,000 | \$2,520,000 |
| | Medicare-Eligible Retiree Health Fund Contribution, Air Force | \$1,623,000 | \$1,824,000 | \$1,855,000 |
| | Military Personnel, Space Force | \$0 | \$0 | \$1,117,000 |
| | Medicare-Eligible Retiree Health Fund Contribution, National Guard Personnel, Air Force | \$279,000 | \$314,000 | \$336,000 |
| | Medicare-Eligible Retiree Health Fund Contribution, Reserve Personnel, Air Force | \$150,000 | \$169,000 | \$181,000 |
| | Medicare-Eligible Retiree Health Fund Contribution, Space Force | \$0 | \$0 | \$49,000 |

Air Force Budget Authorization (Cont.)

| Bureau Name | Account Name | FY 2021 (\$K) (Actual) | FY 2022 (\$K) (Enacted) | FY 2023 (\$K) (Proposed) |
|---------------------------|---|---------------------------|----------------------------|-----------------------------|
| Operation and Maintenance | Operation and Maintenance, Air Force | \$52,769,000 | \$51,504,000 | \$58,281,000 |
| | Operation and Maintenance, Air National Guard | \$6,919,000 | \$6,865,000 | \$6,901,000 |
| | Operation and Maintenance, Space Force | \$2,579,000 | \$2,570,000 | \$4,035,000 |
| | Operation and Maintenance, Air Force Reserve | \$3,249,000 | \$3,242,000 | \$3,565,000 |

Source: Department of Defense, President's Budget Request FY 2022

Air Force Budget Authorization (Cont.)

| Bureau Name | Account Name | FY 2021 (\$K) (Actual) | FY 2022 (\$K) (Enacted) | FY 2023 (\$K) (Proposed) |
|-------------|--------------------------------------|---------------------------|----------------------------|-----------------------------|
| Procurement | Other Procurement, Air Force | \$23,716,000 | \$24,615,000 | \$25,691,000 |
| | Aircraft Procurement, Air Force | \$18,444,000 | \$19,443,000 | \$18,517,000 |
| | Procurement, Space Force | \$2,300,000 | \$2,311,000 | \$3,630,000 |
| | Missile Procurement, Air Force | \$2,216,000 | \$2,342,000 | \$2,962,000 |
| | Procurement of Ammunition, Air Force | \$1,159,000 | \$1,287,000 | \$904,000 |
| | Space Procurement, Air Force | -\$64,000 | -\$64,000 | \$0 |

Source: Department of Defense, President's Budget Request FY 2023

Air Force Budget Authorization (Cont.)

| Bureau Name | Account Name | FY 2021 (\$K) (Actual) | FY 2022 (\$K) (Enacted) | FY 2023 (\$K) (Proposed) |
|---|--|---------------------------|----------------------------|-----------------------------|
| Research, Development, Test, and Evaluation | Research, Development, Test and Evaluation, Air Force | \$35,726,000 | \$36,361,000 | \$44,134,000 |
| | Research, Development, Test, and Evaluation, Space Force | \$10,507,000 | \$10,540,000 | \$15,819,000 |
| Revolving and Management Funds | Working Capital Fund, Air Force | \$405,000 | \$96,000 | \$81,000 |

**Accounts that have not been authorized during the last three fiscal years are not shown on this table.*

Source: Department of Defense, President's Budget Request FY 2023

Air Force Budget Objectives

FY 2023 Funding Highlights:

- » The FY 2023 Operation & Maintenance (O&M) budget includes a \$5.5B dollar increase from the FY 2022 request. This request resources a 4.6% civilian pay raise and benefits (\$576M), adds \$154M for Violence Prevention and Response programs and increases Facilities Sustainment, Restoration, and Modernization by \$384M. Additionally, it resources Air Force Weapons System Sustainment (WSS) at 85% and funds the flying hours at the maximum executable level (1.1 million flying hours).
- » The FY 2023 Air Force Military Personnel (MILPERS) budget improves the quality of life for Airmen. It resources a 4.6% pay raise, 4.2% BAH raise, and 3.4% BAS raise. This budget resources \$1.1B for Permanent Change of Station moves and includes \$520M for bonus/retention programs for approximately 30K critical skilled positions.
- » The FY 2023 Air Force Research, Development, Test, and Evaluation (RDT&E) budget invests in key modernization efforts to address across many of the core missions such as air superiority, global strike, command and control, and rapid global mobility. The nuclear enterprise includes modernizations efforts for Ground-Based Strategic Deterrent (GBSD), Long-Range Standoff (LRSO), and the Survivable Airborne Operations Center (SAOC). These investments along with other modernizations will address future security challenges in alignment with the Secretary of the Air Forces' seven operational imperatives.
- » The Air Force Procurement budget continues investments in a number of modernization priorities such as the F-35A, F-15EX, KC-46A, and begins procurement for B-21 bomber and MH-139 helicopter program. In addition, the procurement budget continues investment in advanced munitions with the Joint Air to Surface Standoff Missile – Extended Range (JASSM-ER), Long Range Anti-Ship missile (LRASM), along with other precision munitions such as Joint Direct Attack Munition and Small Diameter Bomb (I & II).

Air Force Budget Objectives (Cont.)

U.S. Space Force Highlights:

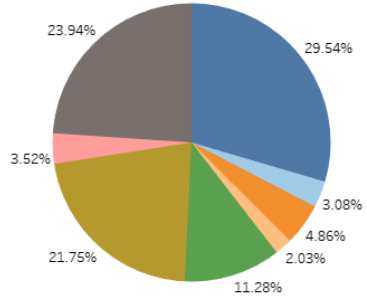
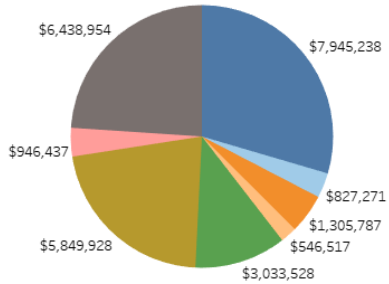
- » The FY 2023 Space Force budget is \$24.5 billion. This funding is a critical first step to combat emerging space threats and requirements and transitioning military space operations from combat support to warfighting. The funding resources space-related Weapon Systems and Operations, Weapon System Sustainment, Field Command Support, Education and Training, Space-Related Air Force Elements, and Space-Related Headquarters.
- » The U.S. Space Force FY 2023 Operation and Maintenance (O&M) budget request of \$4 billion includes funds for a 4.6% pay raise for civilian personnel. This budget request funds 83% of Weapon System Sustainment requirements, a 4% increase over FY22 levels. In addition, this budget request sustains day-to-day mission operations and supports headquarters and field centers for doctrine development, warfare, intelligence, and professional military education.
- » The FY 2023 Military Personnel (MILPERS) budget of \$1 billion transitions from the U.S. Air Force MILPERS appropriation to the U.S. Space Force. This budget resources 4.6% raises in pay, 4.2% basic allowance for housing, and 3.4% basic allowance for subsistence. Additionally, it supports USSF end strength growth from 8,400 military authorizations to 8,600 military authorizations.
- » The FY 2023 U.S. Space Force Research, Development, Test & Evaluation (RDT&E) budget of \$15.8 billion invests to protect and defend current space assets, build more resilient and defensible architectures, and develop offensive capabilities to challenge adversary space capabilities. This request includes funding for resilient missile warning/missile tracking capabilities, Evolved Strategic SATCOM (ESS), and Deep Space Advance Radar Capability (DARC) rapid prototyping.
- » The U.S. Space Force Procurement budget of \$3.6 billion funds the acquisition of space vehicles and terminals, ground control systems, launch services, and related communications security and training products.

Source: Air Force, President's Budget Request FY 2023

Air Force Research, Development, Test & Evaluation Budget Request, FY 2023

Air Force RDT&E Total Budget Request FY 2023

% of Air Force RDT&E Total Budget Request FY 2023



- Budget Activity Title**
- Advanced Component Development & Prototypes
 - Advanced Technology Development
 - Applied Research
 - Basic Research
 - Management Support
 - Operational Systems Development
 - Software and Digital Technology Pilot Programs
 - System Development & Demonstration

All Values Shown in (\$ Thousands)

05

Account Capital Plans and Initiatives – Information Technology

Air Force CIO Strategic Goals

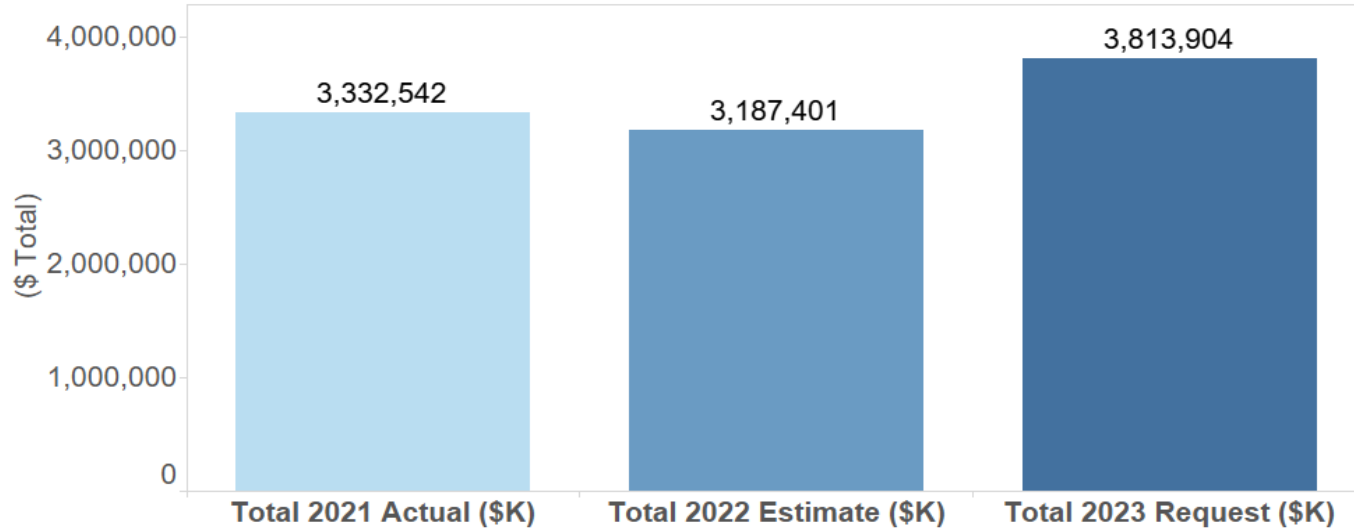
| Strategic Goals | Strategic Objectives |
|---------------------------------------|---|
| Rock Solid Digital Foundation | <ul style="list-style-type: none">• 21st Century Network• Cloud-based Services• Zero-trust Framework• DevSecOps Platform• Cybersecurity That Works |
| User Experience for Warfighter Effect | <ul style="list-style-type: none">• Tools & Data Warfighters Need• Improve User Experience• Measure and Improve Performance and Experience Data• IT Driven Capability Insertion |
| Enabling Digital Talent | <ul style="list-style-type: none">• Digital University• Incentives For Retention• Right warrior Right mission• Diversity and Inclusion• Recruit, Manage, and Develop the Civilian Workforce |

Air Force CIO Strategic Goals (Cont.)

| Strategic Goals | Strategic Objectives |
|--|---|
| Ruthlessly Attack Manual Process, Outdated Policy, & Redundant IT (RAMP) | <ul style="list-style-type: none">• Sunset Legacy Systems• Operation FLAMETHROWER• FY23 Budget That Works• Find Our IT Spend• Policy for the 21st Century• Automate Where Possible• Disrupt Ourselves |

Source: Air Force CIO Website

Air Force IT Budget

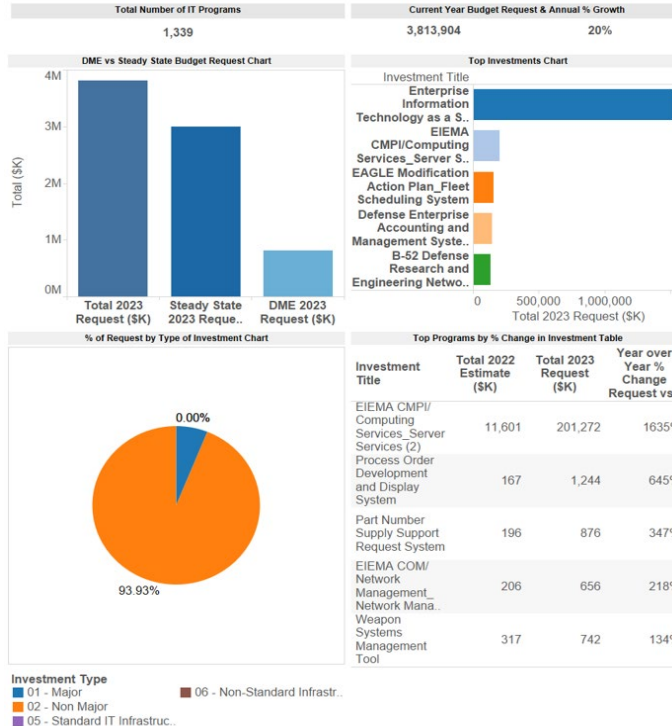


| Component | Total 2021 Actual (\$K) | Total 2022 Estimate (\$K) | Total 2023 Request (\$K) |
|--------------------|-------------------------|---------------------------|--------------------------|
| OTHER AGENCIES | 3,332,542 | 3,187,401 | 3,813,904 |
| Grand Total | 3,332,542 | 3,187,401 | 3,813,904 |

Source: Budget of the U.S. Government, FY 2023 (Exhibit 53), GovWin IQ

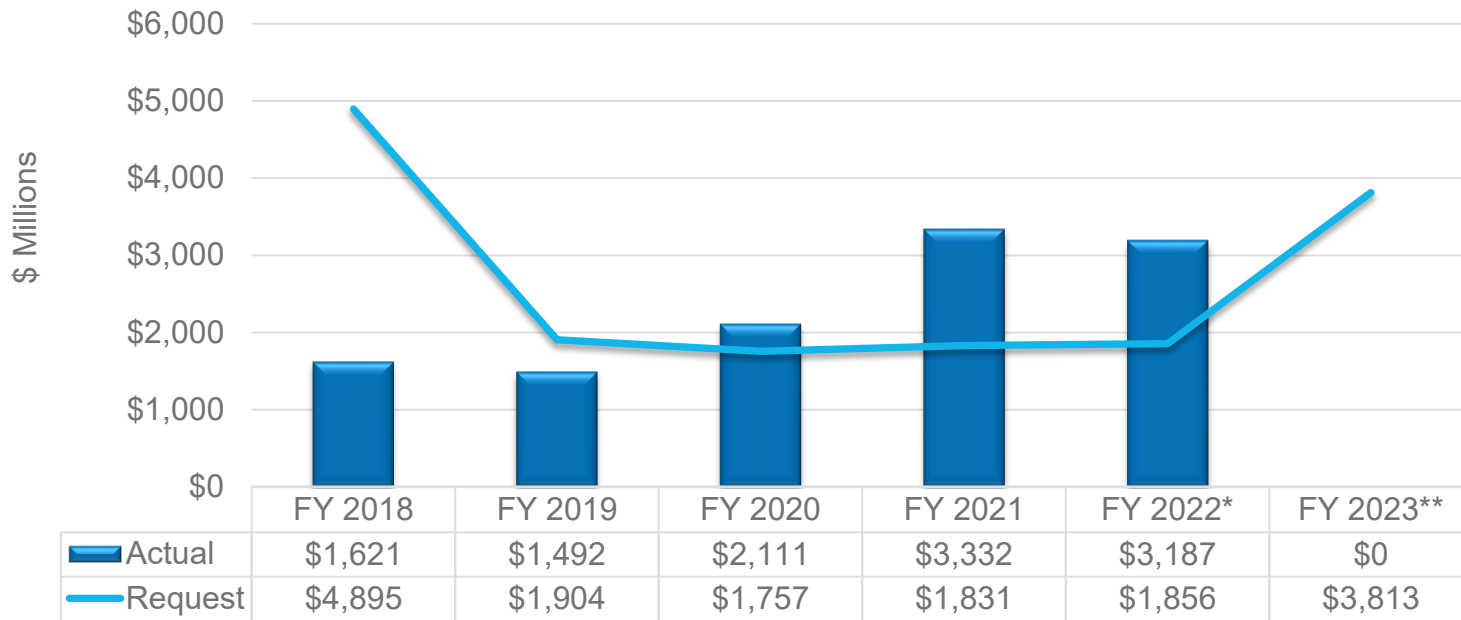
Air Force IT Budget Request Summary

FY 2023 Federal Information Technology Budget Request Summary





Air Force IT Budget Request vs. Actual

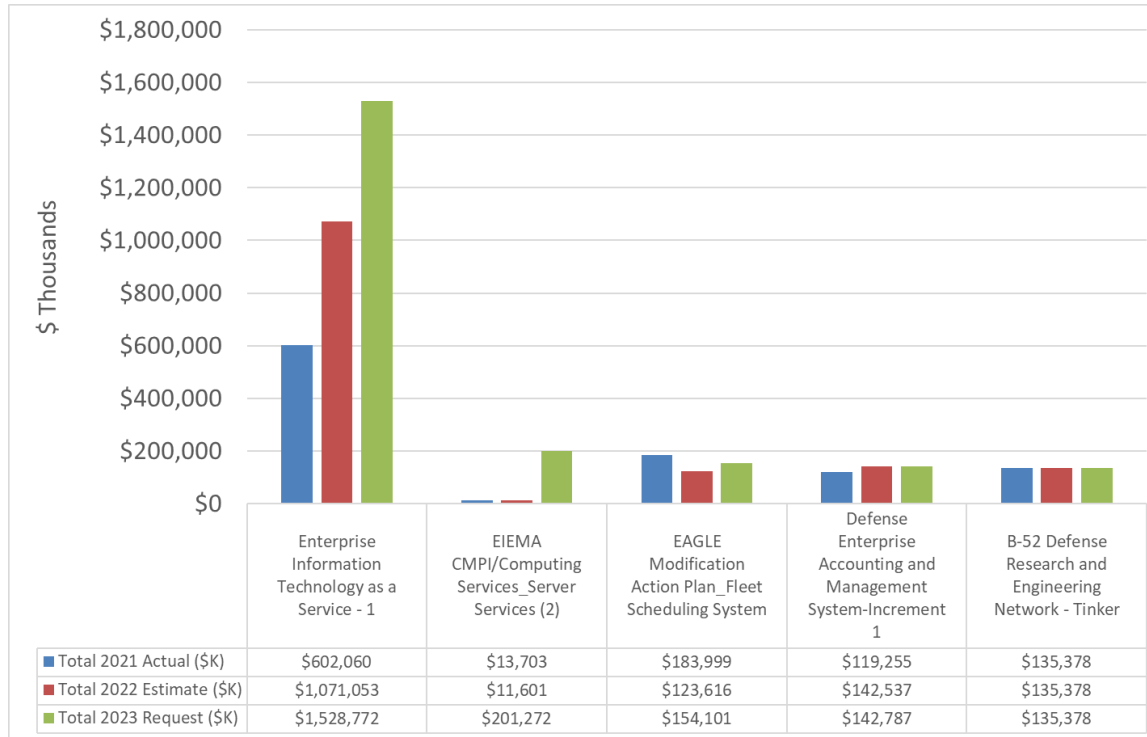


*FY 2022 is an OMB estimated Value.

**FY 2023 Actual has not yet been reported.

Source: OMB, Budget of the U.S. Government, FY 2023 (Exhibit 53), GovWin IQ

Air Force – Leading IT Programs by Annual Request



Air Force – Leading Opportunities

| Program | Status | RFP-Date | Value (\$ M) | Opp. ID |
|--|---------|------------|--------------|---------|
| <u>CONTEMPLATED INDEFINITE DELIVERY INDEFINITE QUANTITY IDIQ CONTRACT FOR THE FLEXIBLE ACQUISITION AND SUSTAINMENT OF THE B2 WEAPON SYSTEMS (B-2 FAST III)</u> | Pre-RFP | 06/2023 | 19,800 | 220880 |
| <u>CONTRACT FIELD TEAMS PROGRAM MAINTENANCE (CFT)</u> | Pre-RFP | 06/2023 | 11,400 | 194782 |
| <u>MISSION PARTNER COMMAND AND CONTROL AND INTELLIGENCE INFORMATION SHARING CAPABILITIES (MPE)(C2)</u> | Pre-RFP | 04/06/2023 | 10,000 | 188804 |
| <u>ENTERPRISE CYBER CAPABILITIES (EC2)</u> | Pre-RFP | 07/29/2022 | 5,300 | 184301 |
| <u>DIRECTED INFRARED COUNTERMEASURES SYSTEM FOR LARGE AIRCRAFT</u> | Pre-RFP | 07/2022 | 3,622 | 212627 |

Source: GovWin IQ

Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

Air Force – FY 2023 AEC Budget Request

| Program (In Millions of Dollars) | Estimate |
|---|----------------|
| | 2023 |
| Inside the United States | \$414 |
| Outside the United States | \$294 |
| Unspecified Locations | \$1,152 |
| Total Department of the Air Force Military Construction Budget Request | \$1,860 |

Source: GovWin IQ, FY 2023 Air Force Military Construction Budget

Air Force AEC Initiatives

- » The FY 2023 U.S. Air Force MILCON budget request focuses effort on critical infrastructure improvements, prioritizes new mission beddowns, and increases planning and design to advance future construction requirements. Collectively, these actions undertake urgently-needed actions to improve the defense ecosystem and build resilient facilities and infrastructure. This budget includes 38 major construction projects consisting of 24 new starts, 11 follow-on increments, and 3 land acquisitions. These projects support the B-21, Ground-Based Strategic Deterrent (GBSD), Combat Rescue Helicopter, and KC-46 weapon system beddowns.
- » The FY 2023 Active U.S. Air Force MILCON budget request focuses effort on critical infrastructure improvements, prioritizes new mission beddowns, and increases planning and design to advance future construction requirements. Collectively, these actions undertake urgently-needed actions to improve the defense ecosystem and build resilient facilities and infrastructure. This budget includes 32 major construction projects consisting of 19 new starts, 11 follow-on increments, and 2 land acquisitions. These projects support the B-21, Ground Based Strategic Deterrent (GBSD), Combat Rescue Helicopter, and KC-46 weapon system beddowns. Additionally, this budget supports funding for new facilities and infrastructure in the Indo-Pacific Command (\$451M), European Command (\$245M), and Central Command (\$50M) theaters to enhance joint force lethality and extended deterrence. Furthermore, this budget supports the construction of new dormitory space at Clear Space Force Station (\$68M) to support US Space Force initiatives.

Source: Air Force, President's Budget Request FY 2023

Air Force AEC Initiatives (Cont.)

- » The FY 2023 Air National Guard (ANG) MILCON budget request includes five priority requirements for current and new mission beddowns; Land Acquisition (\$10.0M) at Morris ANGB, AZ, Security and Service Training Facility (\$7.5M) at Sumpter Smith ANGB, AL, F-35 Flight Simulator Facility (\$22.2M) at Jacksonville IAP, FL, Munitions Maintenance and Storage Complex (\$12.8M) at Fort Wayne IAP, IN, and KC-135 Maintenance Shops (\$23.8M) at McGhee-Tyson Airport, TN.
- » The FY 2023 Air Force Reserve (AFR) MILCON budget request includes one priority requirement. This supports the current mission beddown for the 940 Air Refueling Wing - Squadron Operations and Aircraft Maintenance Unit (\$33.0M) at Beale AFB, CA.
- » The FY 2023 Military Family Housing budget request continues efforts to improve quality of life, homes and support services for our families across the globe. The Department remains focused on improving our privatized housing portfolio, correcting health and safety deficiencies, and investing in whole house improvement projects. The FY 2023 budget request directly supports military family living standards by investing in facility improvements and high-quality housing, creating enduring advantages that enhance warfighter capabilities globally. This request resources \$233M in Military Family Housing enhancements to include restructures at Dover AFB (\$25M), Scott AFB (\$52M), and AETC Group 1 (Altus AFB, Luke AFB, Sheppard AFB, and Tyndall AFB) (\$150M).

Source: Air Force, President's Budget Request FY 2023

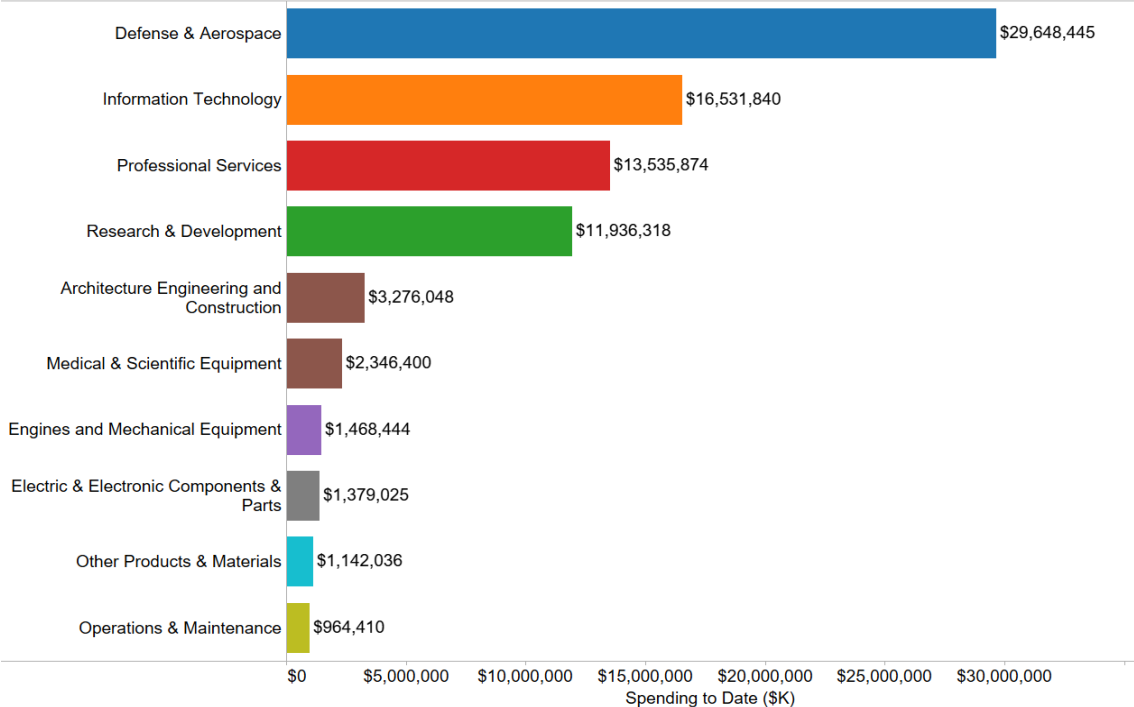
Air Force – Leading AEC Opportunities

| Program | Status | RFP-Date | Value (\$ M) | Opp. ID |
|--|---------------------|----------|--------------|---------|
| AEC WORLDWIDE ENGINEERING AND CONSTRUCTION (WE&C) | Forecast Pre-RFP | 03/2024 | 2,600 | 213432 |
| WORLDWIDE DEPARTMENT OF THE DEFENSE PETROLEUM OIL AND LUBRICANT SYSTEMS CONSTRUCTION AND REPAIR SERVICES (FUELS) | Pre-RFP | 08/2022 | 2,500 | 180723 |
| AEC CONUS REGIONAL ENGINEERING AND CONSTRUCTION SERVICES IDIQ (RE&C) | Forecast Pre-RFP | 12/2022 | 2,500 | 215784 |
| AEC ARCHITECTURE AND ENGINEERING ENVIRONMENTAL SERVICES FOR THE UNITED STATES AIR FORCE (AE ES 2020) | Pre-RFP | 08/2022 | 1,000 | 161356 |
| AEC KADENA AIR BASE MULTIPLE AWARD CONSTRUCTION CONTRACT (MACC) | Forecast Pre-RFP | 09/2023 | 980 | 208306 |

06

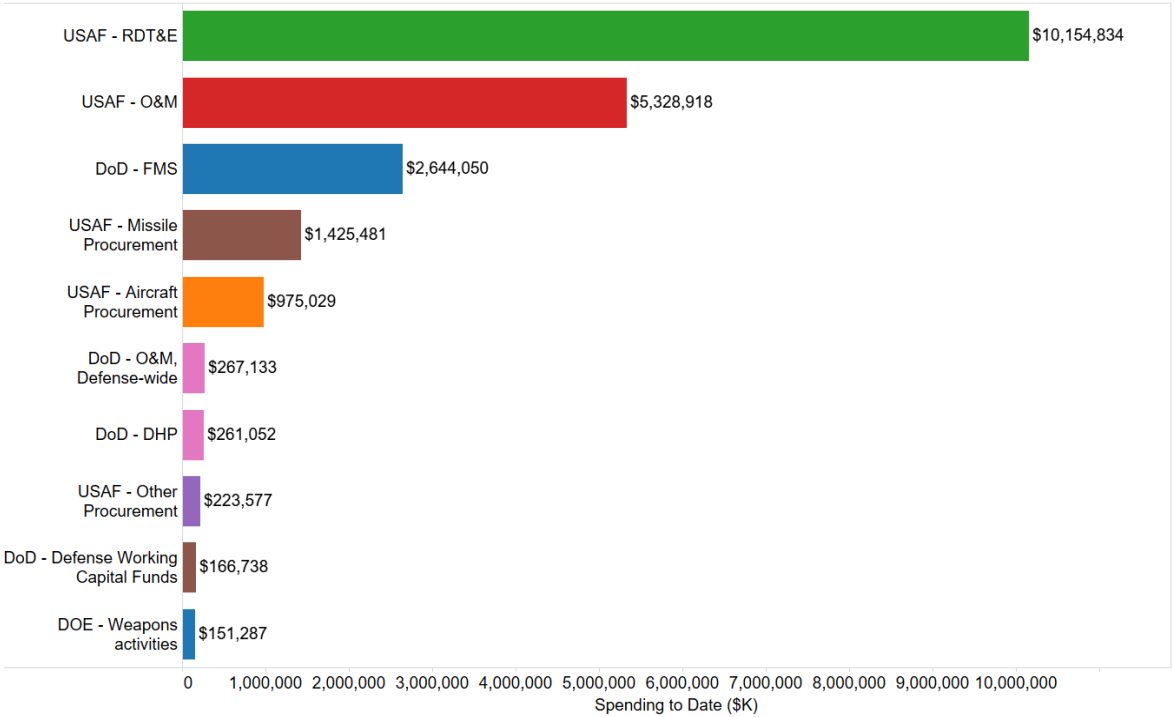
Account Buying Behavior

Leading Air Force Spending by Segments, FY 2021



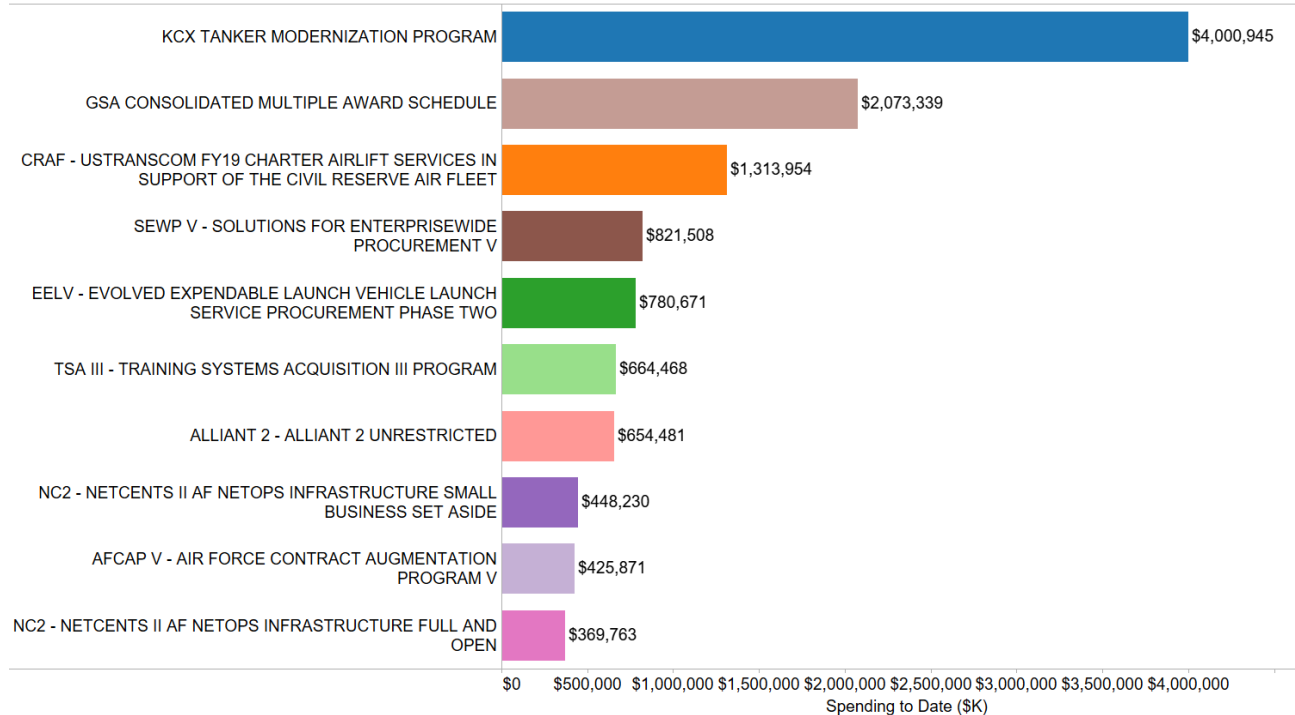
Source: Federal Procurement Data System, GovWin IQ

Leading Air Force Budget Accounts, FY 2021



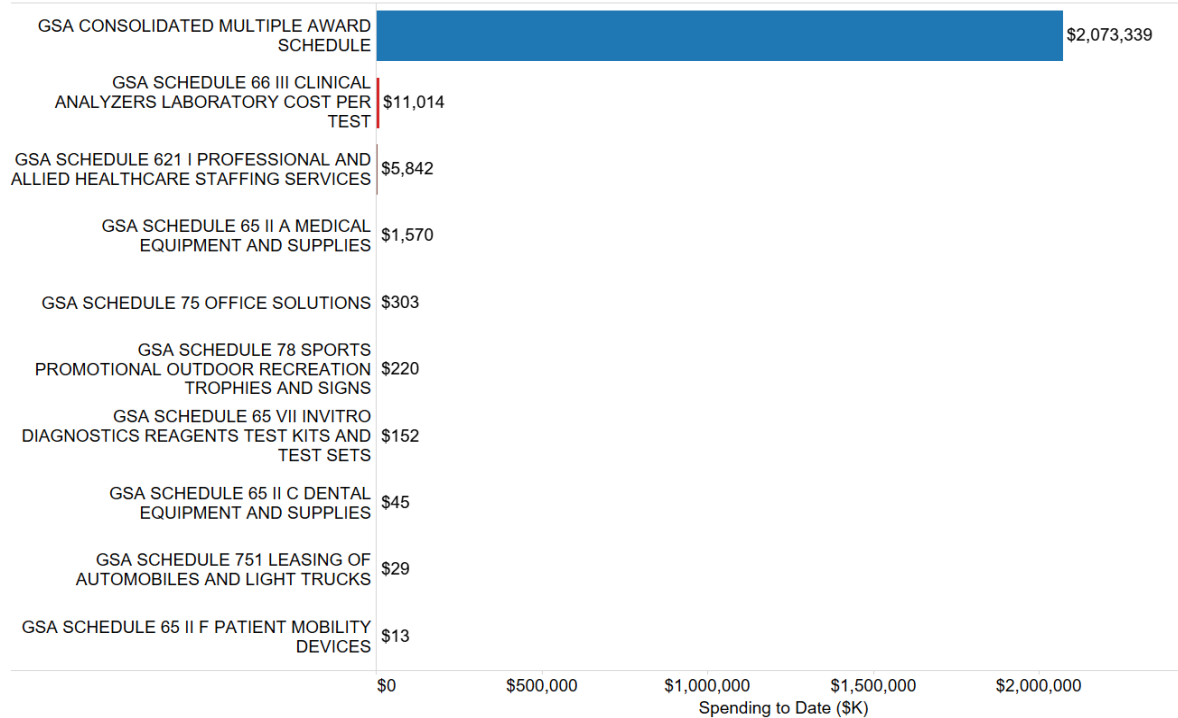
Source: Federal Procurement Data System, GovWin IQ

Leading Air Force Spending by Contract Vehicles, FY 2021



Source: Federal Procurement Data System, GovWin IQ

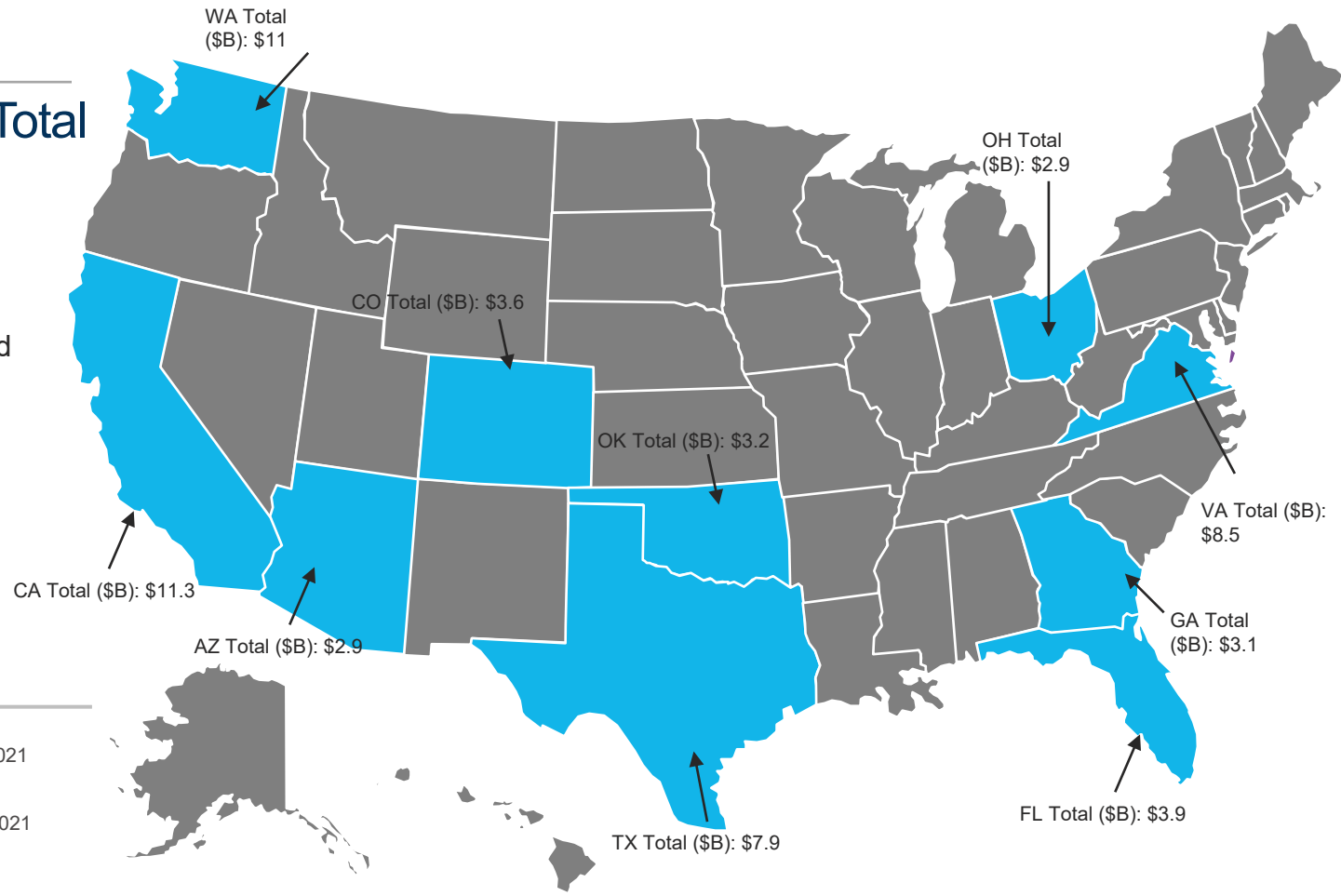
Leading Air Force Spending GSA Schedules, FY 2021



Source: Federal Procurement Data System, GovWin IQ

FY 2021 Air Force Total Federal Reported Spending: \$84.2B

» In FY 2021, California had the highest reported total spending obligations.



■ Top 10 States by Spending FY 2021
■ States outside of Top 10 by FY 2021 spending

Air Force Small Business Contracting Goals FY 2022

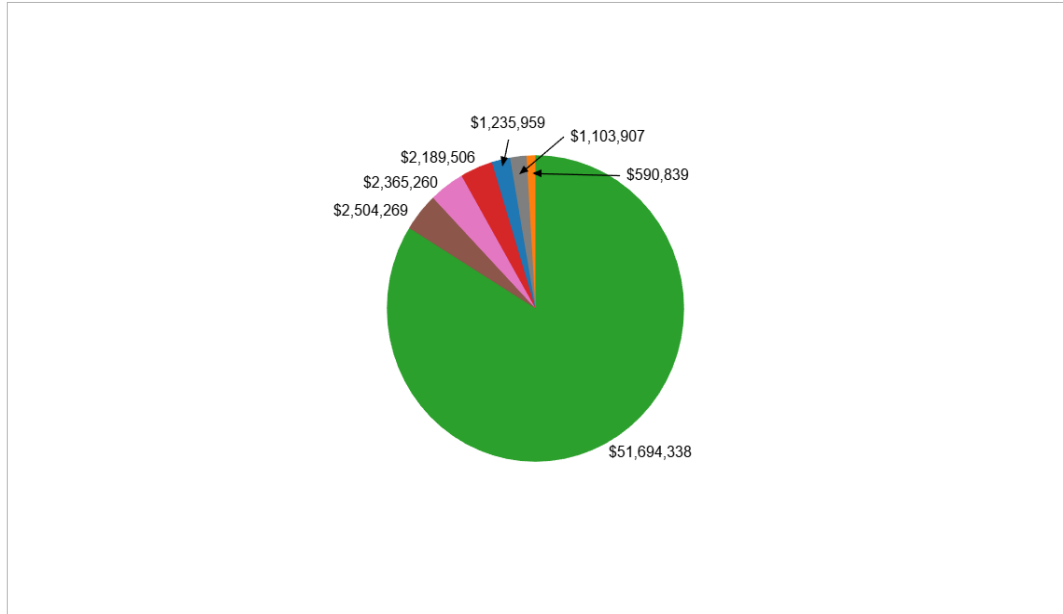
| Socioec. Status | Actual | % Actual | % Goal |
|----------------------------------|----------|----------|--------|
| Certified HUBZone Small Business | \$235.3M | 0.6% | 3.0% |
| Women Owned | \$960.4M | 2.5% | 5.0% |
| Service Disabled Veteran Owned | \$1.1B | 2.8% | 3.0% |
| Small Disadvantaged Business | \$2.1B | 5.5% | 5.0% |

Source: FPDS



Source: Small Business Dashboard

Air Force Total Small Business Spending by Socioeconomic Status, FY 2021*



Socioeconomic Status

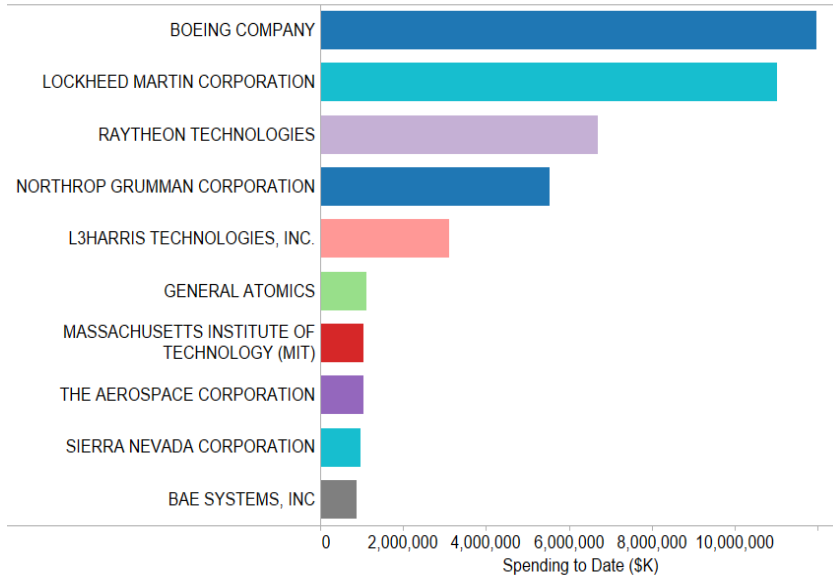
- Small Business (in one or more NAICS)
- Veteran Owned
- Women Owned
- Service Disabled Veteran Owned
- 8(a)
- Alaskan Native Corporation Owned
- HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

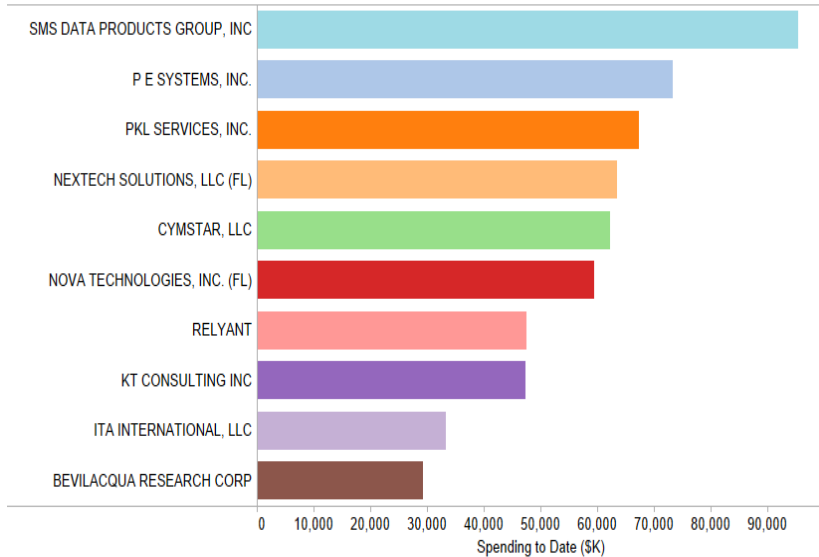
Leading Air Force Prime Contractors, FY 2021



| Vendor | FY 2021 Total (\$ K) | % of Total Reported |
|---|----------------------|---------------------|
| BOEING COMPANY | \$11,970,013 | 14% |
| LOCKHEED MARTIN CORPORATION | \$11,023,611 | 13% |
| RAYTHEON TECHNOLOGIES | \$6,703,081 | 8% |
| NORTHROP GRUMMAN CORPORATION | \$5,536,030 | 7% |
| L3HARRIS TECHNOLOGIES, INC. | \$3,108,814 | 4% |
| GENERAL ATOMICS | \$1,123,963 | 1% |
| MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT) | \$1,052,316 | 1% |
| THE AEROSPACE CORPORATION | \$1,035,065 | 1% |
| SIERRA NEVADA CORPORATION | \$969,380 | 1% |
| BAE SYSTEMS, INC | \$890,929 | 1% |
| Grand Total | \$84,163,784 | 100% |

Source: Federal Procurement Data System, GovWin IQ

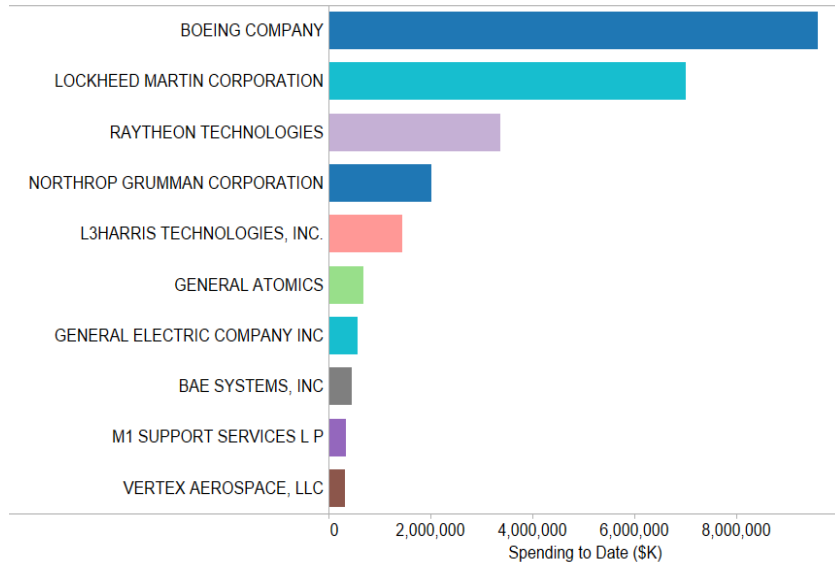
Leading Air Force Prime Veteran Owned Contractors, FY 2021



| Vendor | FY 2021 Total (\$ K) | % of Total Reported |
|------------------------------|----------------------|---------------------|
| SMS DATA PRODUCTS GROUP, INC | \$95,374 | 4% |
| P E SYSTEMS, INC. | \$73,277 | 3% |
| PKL SERVICES, INC. | \$67,385 | 3% |
| NEXTECH SOLUTIONS, LLC (FL) | \$63,568 | 3% |
| CYMSTAR, LLC | \$62,299 | 2% |
| NOVA TECHNOLOGIES, INC. (FL) | \$59,390 | 2% |
| RELYANT | \$47,497 | 2% |
| KT CONSULTING INC | \$47,415 | 2% |
| ITA INTERNATIONAL, LLC | \$33,353 | 1% |
| BEVILACQUA RESEARCH CORP | \$29,322 | 1% |
| Grand Total | \$2,504,269 | 100% |

Source: Federal Procurement Data System, GovWin IQ

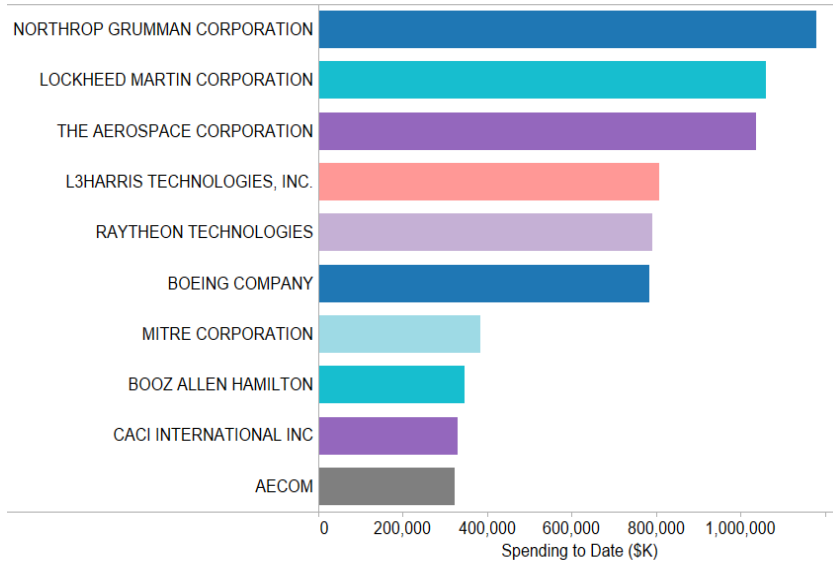
Leading Air Force Prime Defense & Aerospace Contractors, FY 2021



| Vendor | FY 2021 Total (\$ K) | % of Total Reported |
|------------------------------|----------------------|---------------------|
| BOEING COMPANY | \$9,592,327 | 32% |
| LOCKHEED MARTIN CORPORATION | \$7,004,781 | 24% |
| RAYTHEON TECHNOLOGIES | \$3,376,706 | 11% |
| NORTHROP GRUMMAN CORPORATION | \$2,015,403 | 7% |
| L3HARRIS TECHNOLOGIES, INC. | \$1,446,879 | 5% |
| GENERAL ATOMICS | \$694,455 | 2% |
| GENERAL ELECTRIC COMPANY INC | \$573,434 | 2% |
| BAE SYSTEMS, INC | \$456,538 | 2% |
| M1 SUPPORT SERVICES L P | \$348,691 | 1% |
| VERTEX AEROSPACE, LLC | \$318,363 | 1% |
| Grand Total | \$29,661,601 | 100% |

Source: Federal Procurement Data System, GovWin IQ

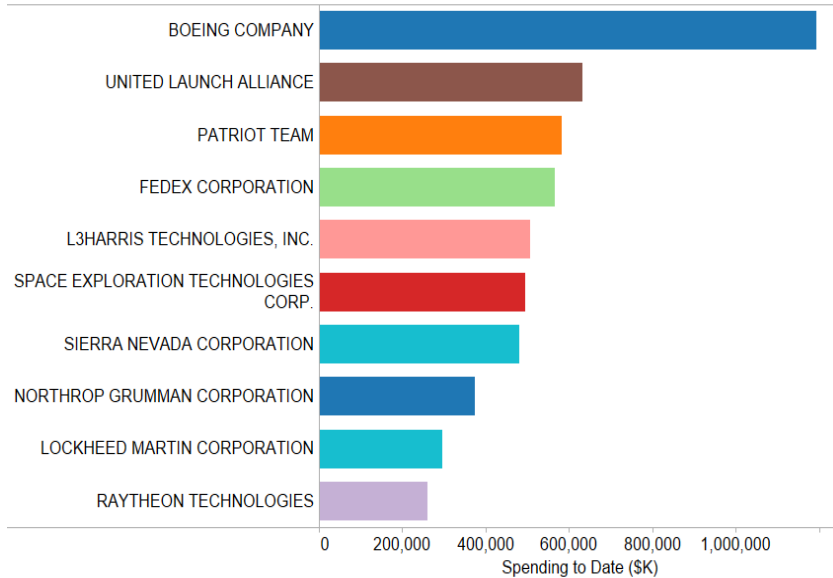
Leading Air Force Prime Information Technology Contractors, FY 2021



| Vendor | FY 2021 Total (\$ K) | % of Total Reported |
|------------------------------|----------------------|---------------------|
| NORTHROP GRUMMAN CORPORATION | \$1,178,613 | 7% |
| LOCKHEED MARTIN CORPORATION | \$1,060,608 | 6% |
| THE AEROSPACE CORPORATION | \$1,037,464 | 6% |
| L3HARRIS TECHNOLOGIES, INC. | \$807,959 | 5% |
| RAYTHEON TECHNOLOGIES | \$790,628 | 5% |
| BOEING COMPANY | \$783,587 | 5% |
| MITRE CORPORATION | \$384,368 | 2% |
| BOOZ ALLEN HAMILTON | \$345,797 | 2% |
| CACI INTERNATIONAL INC | \$331,012 | 2% |
| AECOM | \$322,724 | 2% |
| Grand Total | \$16,531,840 | 100% |

Source: Federal Procurement Data System, GovWin IQ

Leading Air Force Prime Professional Services Contractors, FY 2021



| Vendor | FY 2021 Total (\$ K) | % of Total Reported |
|--------------------------------------|----------------------|---------------------|
| BOEING COMPANY | \$1,192,877 | 9% |
| UNITED LAUNCH ALLIANCE | \$632,893 | 5% |
| PATRIOT TEAM | \$582,436 | 4% |
| FEDEX CORPORATION | \$566,534 | 4% |
| L3HARRIS TECHNOLOGIES, INC. | \$507,500 | 4% |
| SPACE EXPLORATION TECHNOLOGIES CORP. | \$494,298 | 4% |
| SIERRA NEVADA CORPORATION | \$481,148 | 4% |
| NORTHROP GRUMMAN CORPORATION | \$374,641 | 3% |
| LOCKHEED MARTIN CORPORATION | \$296,875 | 2% |
| RAYTHEON TECHNOLOGIES | \$259,272 | 2% |
| Grand Total | \$13,535,874 | 100% |

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

Air Force – Procurement

- » Doing business with the Air Force requires understanding the [Air Force FAR Supplement \(AFFARS\)](#) system. The AFFARS establishes uniform policies and procedures for the Air Force, implementing and supplementing the [Federal Acquisition Regulation \(FAR\)](#) and the [Defense Federal Acquisition Regulation Supplement \(DFARS\)](#). The FAR implements the various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by DoD contracting activities made in support of foreign military sales or North Atlantic Treaty Organization (NATO) cooperative projects without regard to the nature or sources of funds obligated, unless otherwise specified in the regulation.
- » Vendors must market to each individual command or base which they identify as a potential customer. Each individual command and base may have unique marketing procedures, including different directions for required forms. Registering with the [System for Award Management \(SAM\)](#) is required for doing business with the Air Force.

Air Force – Procurement (Cont.)

- » The [Office of the Assistant Secretary of the Air Force for Acquisition, Technology and Logistics \(SAF/AQ\)](#) oversees Air Force research, development, acquisition and program sustainment activities totaling an annual budget in excess of \$40 billion for more than 465 acquisition programs.

- » Capability Directorates within SAF/AQ include:
 - » SAF/AQ Chief Architect
 - » SAF/AQ Chief Software
 - » SAF/AQB - Scientific Advisory Board
 - » SAF/AQC – Contracting
 - » SAF/AQD - Logistics and Product Support
 - » SAF/AQH - Acquisition Career Management
 - » SAF/AQI - Information Dominance
 - » SAF/AQL - Special Programs
 - » SAF/AQP - Global Power

Air Force – Procurement (Cont.)

- » SAF/AQQ - Global Reach
 - » SAF/AQR - Science, Technology, and Engineering
 - » SAF/AQS - Space Programs
 - » SAF/AQV – Innovation
 - » SAF/AQX - Acquisition Integration
- » Under management of the DOD CIO's office, the Department of Air Force participates in the [Enterprise Software Initiative \(ESI\)](#). ESI was established to manage enterprise COTS IT agreements, assets, and policies. DoD ESI lowers the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services. Since 2003, DoD ESI has partnered with GSA's SmartBUY program to combine software requirements at the Federal level to act as one customer, reduce costs, and eliminate redundant purchases. DoD ESI serves as the implementation agent for SmartBUY throughout the DoD to aggregate requirements for Federal-wide purchases.

Air Force – Procurement (Cont.)

- » The [Air Force Civil Engineer Center \(AFCEC\)](#), headquartered at Joint Base San Antonio-Lackland, is a 1,900-person civil engineer field operating agency 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.
- » Most of the Air Force's buying activities make purchases in support of their individual base requirements and are considered local buys. The Air Force Major Commands (MAJCOMs) have contractual responsibilities depending upon their mission requirements.
- » Information concerning any of the Air Force procurement activities can be obtained from the Assistant Secretary for Acquisition and the Air Force Acquisition Center of Excellence at the following mailing addresses:

United States Air Force
Deputy Assistant Secretary for Contracting (SAF/AQC)
1060 Air Force Pentagon
Washington, DC 20330-1060
(571) 256-2397
Fax: (571) 256-2431

What Does Air Force Buy?

- » The Air Force provides a [list](#) of major commands by NAICS as an example of past procurements.

Air Force – Contracting

- » The [Deputy Assistant Secretary \(DAS\) of the Air Force Contracting \(SAF/AQC\)](#) plans, develops, and implements Air Force-wide contracting policies and procedures. The SAF/AQC is the senior contracting advisor to the Assistant Secretary of the Air Force for Acquisition, manages approximately 8,500 Air Force military and civilian contracting personnel worldwide, performs surveillance of MAJCOM/FOA/DRU contracting field activities worldwide, and serves as the Competition Advocate General for the Air Force. [Contract Pricing Reference Guides](#) were developed to provide instruction and professional guidance for contracting personnel. They provide detailed discussion and examples applying pricing policies to pricing problems.
- » While FedBizOpps.gov is the single government point-of-entry for U.S. federal government procurement opportunities over \$25,000 - including AFCEC and AFICC - the center does maintain its own [Business Opportunity Information](#) site, which lists projected procurement in all phases of the procurement process.

Air Force - Mentor Protégé Program

- » The [Air Force Mentor Protégé Program \(MPP\)](#) assists eligible Small Businesses (protégés) in developing their qualifications and ability to compete for prime contract and subcontract awards by partnering with large businesses (mentors), who provide developmental assistance under individual, project-based agreements to help meet the Air Force mission. A broad range of industries are represented in the AF MPP including: Manufacturing, Information Technology Systems, Engineering/Consulting Services, Environmental Services and Cyber Security.

Air Force – Small Business

- » The [Secretary of the Air Force/Small Business](#) (SAF/SB) has overall responsibility for directing, managing, measuring and overseeing the execution of Small Business Programs for the Department of the Air Force. To help ensure the Air Force derives the best possible value from its acquisition activities, the Air Force Office of Small Business Programs works to transform, modernize and promote successful practices with respect to engaging small businesses.
- » Contracting responsibility for support of the individual command mission is generally assigned to a particular base or bases within the command. Contracts awarded by the other bases assigned to the command generally are limited to the supplies and services required for the daily operation of the base.
- » The Air Force Office of Small Business Programs (SAF/SB) actively supports the various small business programs that assist in meeting the Air Force's mission to fly, fight and win... in air, space and cyberspace.
 - » Historically Underutilized Business Zone Program
 - » Indian Incentive Program (includes Alaskans and Hawaiians)
 - » Small Business Program
 - » 8(a) Business Development
 - » Veteran-Owned & Service-Disabled Veteran-Owned Small Business Programs
 - » Woman-Owned Small Business (WOSB) Program

Air Force – Small Business (Cont.)

- » The Air Force Office of Small Business Programs utilizes the Department of Defense (DoD) [Small Business Innovation Research \(SBIR\)](#) and [Small Business Technology Transfer \(STTR\)](#) programs to harness the talents of our nation's small technology companies. These two similar programs stimulate technological innovation and accelerate development and production of promising technologies that can help the Air Force accomplish its mission. SBIR and STTR provide over a billion dollars in seed capital each year for early-stage research and development (R&D) at small technology companies. They fund projects that serve a DoD need and also have commercial applications.
- » [Procurement Technical Assistance Centers \(PTACs\)](#) are located in most states and are partially funded by the DoD to provide small businesses with information on how to do business with the Federal government. PTACs provide training and counseling on marketing, financial, and contracting issues at minimal or no cost.

Air Force – Small Business (Cont.)

- » Information concerning any of the Air Force small business activities can be obtained from the Air Force Office of Small Business Programs at the following mailing addresses:

United States Air Force
SAF/SB
(571) 256-8052
SAF.SB.workflow@us.af.mil

Thank You!