

GovWin
from Deltek

Federal Agency Profiles

Air Force Materiel Command – *Account Planner*

October 5, 2021



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Published by:

Deltek

2291 Wood Oak Drive
Herndon, VA 20171

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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

AFMC Organization - Summary

Headquarters:

4375 Chidlaw Road

Wright-Patterson Air Force Base, OH 45433

Leadership:

- **Commander:**

Gen. Arnold W. Bunch Jr

- **Chief Information Officer:**

N/A

- **Chief Procurement Officer:**

N/A



Total Employees (2019) 65,616

Percentage data based on prior year comparisons.

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

AFMC Mission

» **Mission Statement:**

Powering the world's greatest Air Force...We develop, deliver, support and sustain war-winning capabilities.

» **Vision Statement:**

One AFMC--Collaborative, innovative, trusted and empowered...indispensable to our Nation, disruptive to our adversaries.

Source: AFMC Website

AFMC Agency Contracting Summary

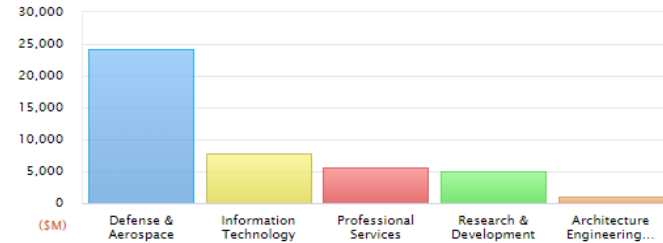
Contract Spending vs. Discretionary Budget Authority

AFMC does not publish an independent, total discretionary budget.

Top Segment Spending

Top Segment Spending (2020)

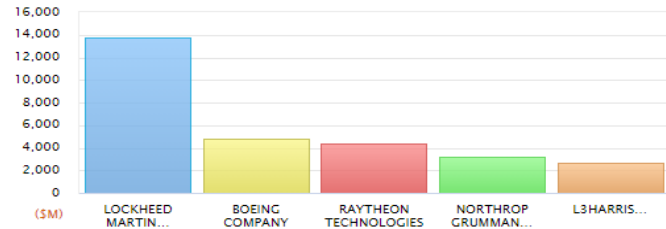
(Top 5 only)



Top Contractors

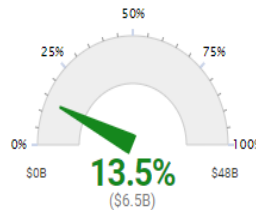
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$715.4M	1.5%	5.0%
Certified HUBZone Small Business	\$145M	0.3%	3.0%
Small Disadvantaged Business	\$1.5B	3.1%	5.0%
Service Disabled Veteran Owned	\$794.9M	1.7%	3.0%

Source: FPDS
 ● - Indicates goal achieved

Source: AFMC, President's Budget Request FY 2022, OPM, OMB, FPDS

AFMC Strategic Plan

Line of Effort	Objectives
Increase Readiness & Lethality	<ul style="list-style-type: none">• Infrastructure – Invest in ready, resilient, lethal bases.• Counter-Small Unmanned Aircraft Systems (C-sUAS) – Develop strategy and deploy systems to protect against this emerging threat.• Cybersecurity – AFMC CONOP development and execution.• Aircraft Availability Improvement Plan (AAIP) – Increase Mission Capable Rates each Fiscal Year.• Priority Program Reviews – Synchronize AFMC review and support of special interest items & programs.• Decision—Tools & Processes –Analyze resource capability shortfalls relative to Air Force Warfighting Integration Capability.• Operational Agility – Maximize AFMC effectiveness as we support the warfighter.

Source: AFMC 2020 Strategic Plan (Updated March 2021)

AFMC Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
Speed with Discipline	<ul style="list-style-type: none">• Lines of Authority – Propose and modify authorities and business rules to increase velocity between and within our organizations.• Information Technology – Provide the infrastructure necessary to execute our mission.• Digital Enterprise – Deliver new strategies for digital operations in logistics & engineering.• Science & Technology 2030 – Implement the Air Force’s S&T 2030 strategy.• Innovation Partnerships – Integrate functions within test, innovation, and joint acquisition communities.

Source: AFMC 2020 Strategic Plan (Updated March 2021)

AFMC Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
Strengthen Our Team	<ul style="list-style-type: none">• Talent Management – Assess our talent requirements to modernize our recruitment and retention strategies.• Hiring Timelines – Improve civilian hiring speed and tracking mechanisms.• Supervisory Training – Improve and standardize AFMC supervisor training.• Manpower – Assess and prioritize manpower requirements• Resiliency – Increase awareness and access to Quality-of-Life enhancement programs.• Mission Awareness – Connect the mission to the member no matter where they work.• Diversity, Equity and Inclusion – Create a diverse and inclusive environment that produces equitable results and supports talent management

Source: AFMC 2020 Strategic Plan (Updated March 2021)

AFMC Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
Foster Trusted Partnerships	<ul style="list-style-type: none">• Operations Crossflow – Continue to develop stronger relationships between our materiel enterprise and the operational units we support.• We Are AFMC – Rebrand the Command, reinvigorate unit-community relationships, and restore commercial connections. At all levels, we will institute a culture of pride.• Educational Partnerships – Create educational work-exchange programs.• Foreign Partnerships – Streamline collaborations with allied Air Forces.• MAJCOM Partnerships – Examine and enhance methods of engagement with other MAJCOMs.• Internal Partnerships – Strengthen teamwork and communication

Source: AFMC 2020 Strategic Plan (Updated March 2021)

03

Agency Employee Summary

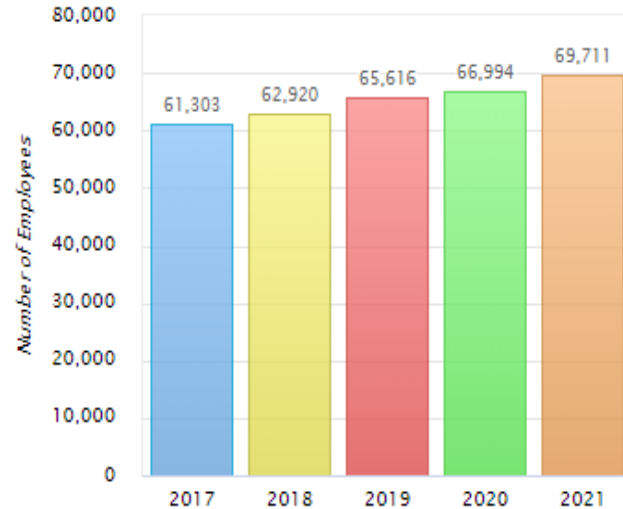
AFMC Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	69,711	2,171,790
Employment Growth (2020 vs. 2021)	4.1 %	0.6 %
Retirement Rate (2019)	1.8 %	1.6 %
Turnover Rate (2019)	3.8 %	5.4 %
Largest Age Group (2021)	50-59 (20,420)	50-59 (624,584)
Length of Service (2021)	1-9 Yrs (27,629)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

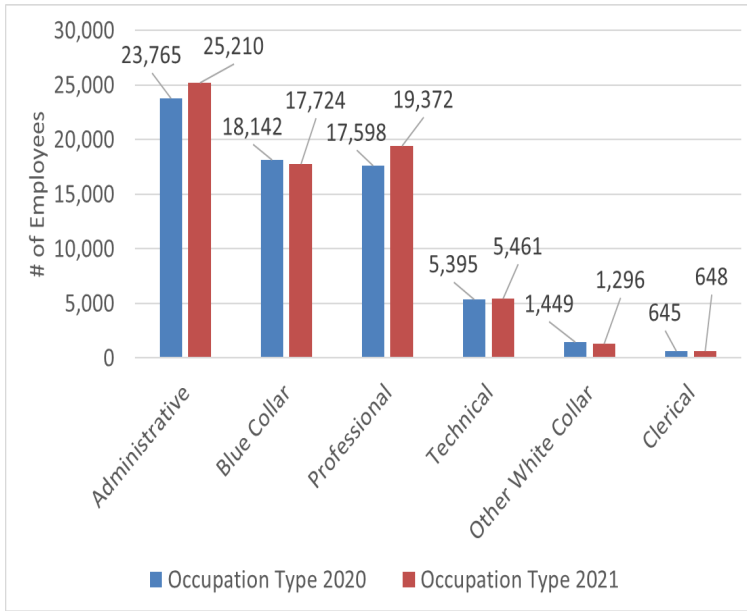
Annual Employment Trend



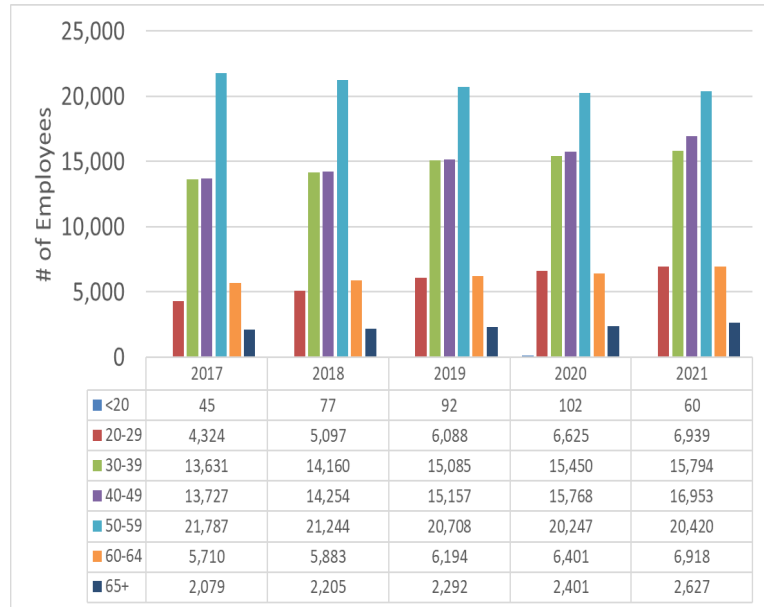
Source: OPM FedScope, Deltek

AFMC Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



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

05

Account Initiatives – Information Technology

AFMC – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
CONTRACT FIELD TEAM MAINTENANCE (CFT)	Forecast Pre-RFP	05/2022	11,400	194782
AFSAC PARTS AND REPAIR ORDERING SYSTEM VI (PROS VI)	Pre-RFP	10/25/2021	4,200	189197
E8C JOINT STARS PROGRAMMED DEPOT MAINTENANCE (JSTARS PDM)	Pre-RFP	10/2021	3,600	182083
C32A AND C40BC CONTRACTOR LOGISTICS SUPPORT (CLS)	Pre-RFP	04/01/2022	1,996	206877
KC46 INITIAL SPARE PARTS (KIS)	Pre-RFP	10/18/2021	1,894	204810

Source: GovWin IQ

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

AFMC – Leading AEC Opportunities

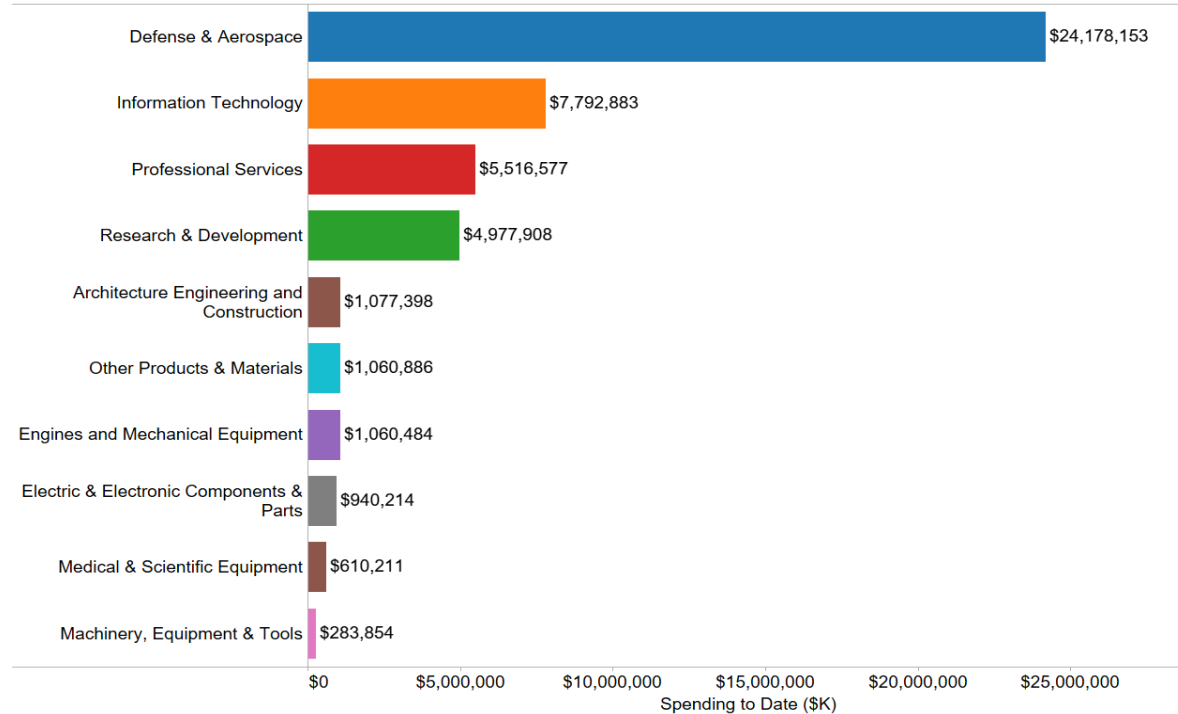
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
AEC ARCHITECTURE AND ENGINEERING ENVIRONMENTAL SERVICES FOR THE UNITED STATES AIR FORCE (AE ES 2020)	Pre-RFP	11/2021	1,000	161356
AEC MULTIPLE AWARD CONSTRUCTION CONTRACT AT EGLIN AFB HURLBURT FIELD AND TYNDALL AFB (MACC)	Pre-RFP	03/2022	500	162355
AEC CIVIL ENGINEERING MULTIPLE AWARD CONSTRUCTION CONTRACT (CEMACC III)	Forecast Pre-RFP	07/2024	95	200702
AEC HILL AIR FORCE BASE PAVING IDIQ	Forecast Pre-RFP	07/2022	85	196941
AEC DEMOLITION AND ABATEMENT IDIQ	Forecast Pre-RFP	11/2021	60	150651

Source: GovWin IQ

06

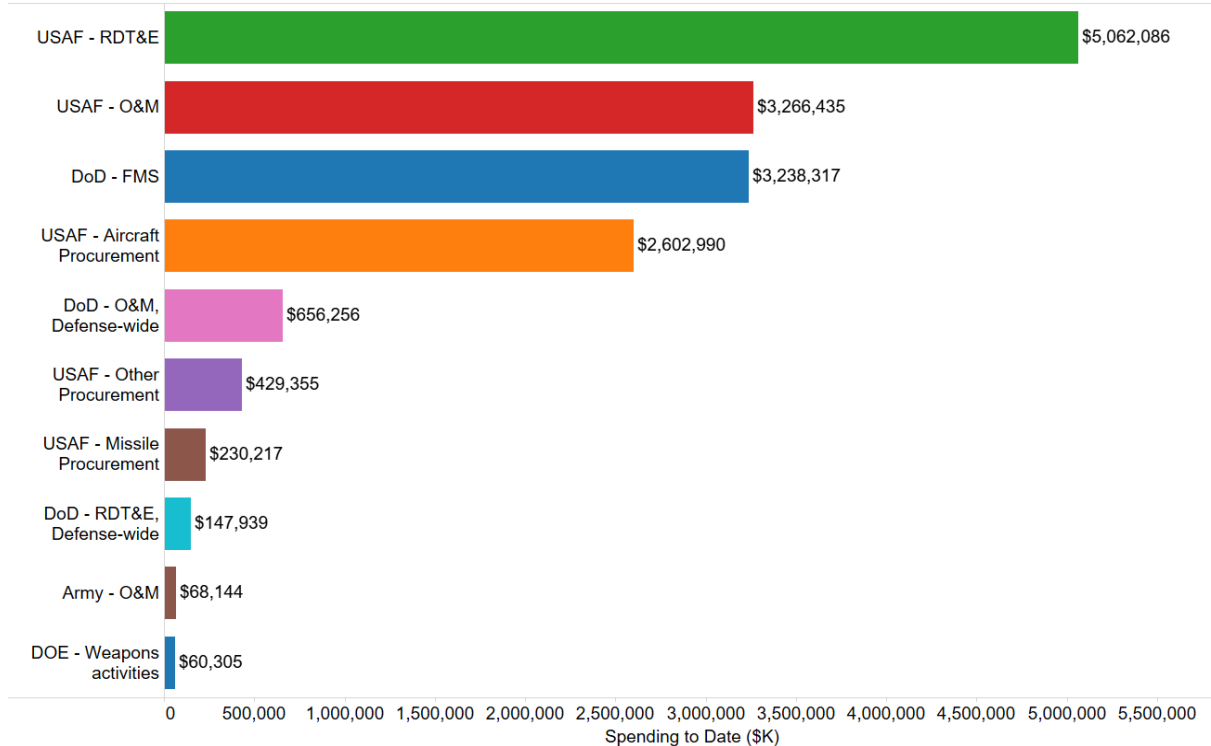
Account Buying Behavior

Leading AFMC Spending by Segments, FY 2020

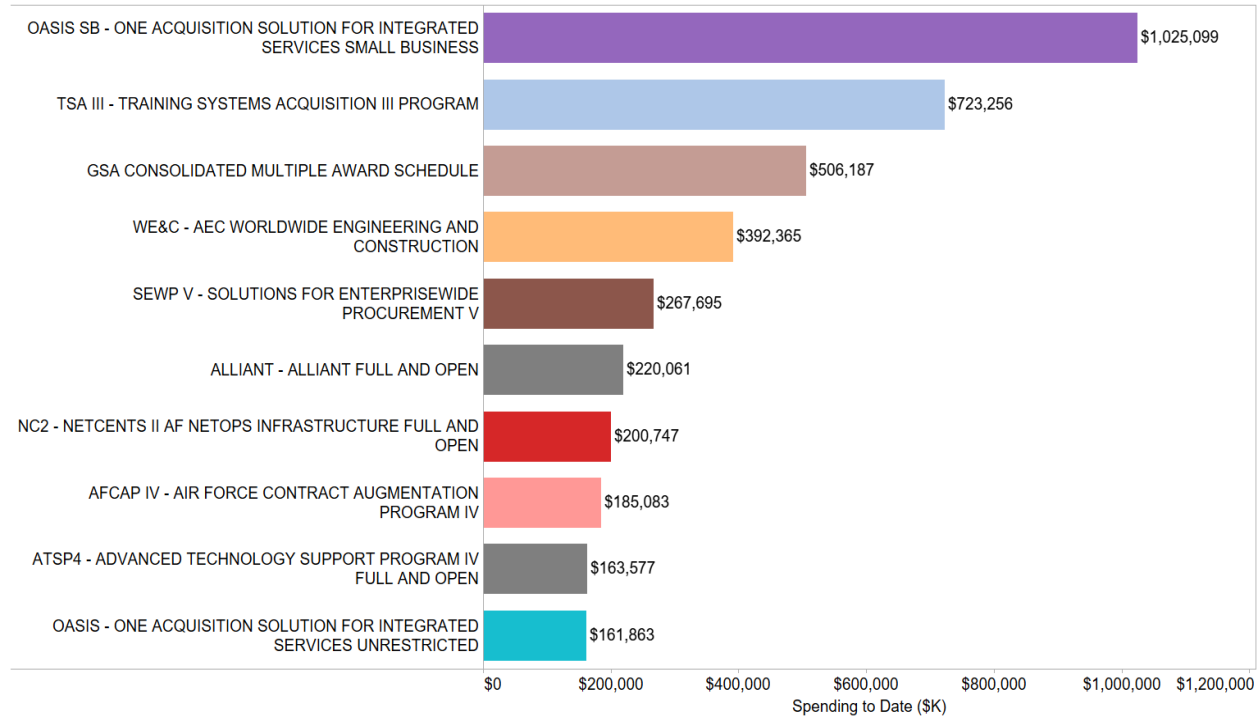


Source: Federal Procurement Data System, GovWin IQ

Leading AFMC Budget Accounts, FY 2020

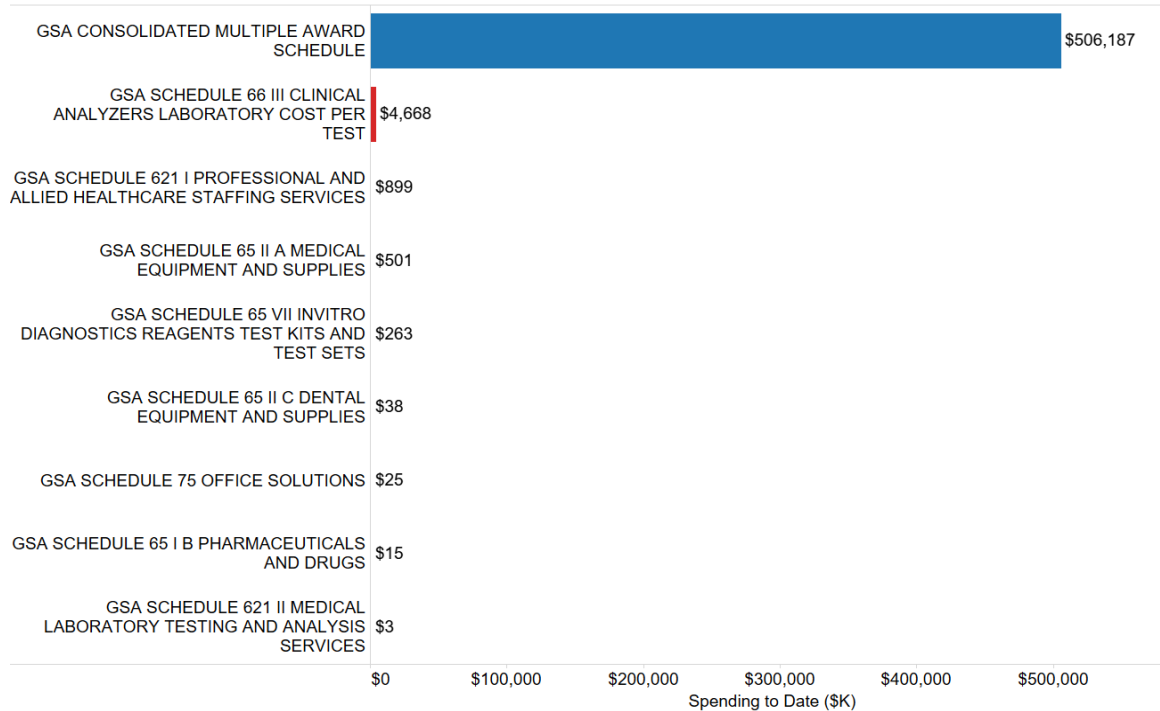


Leading AFMC Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

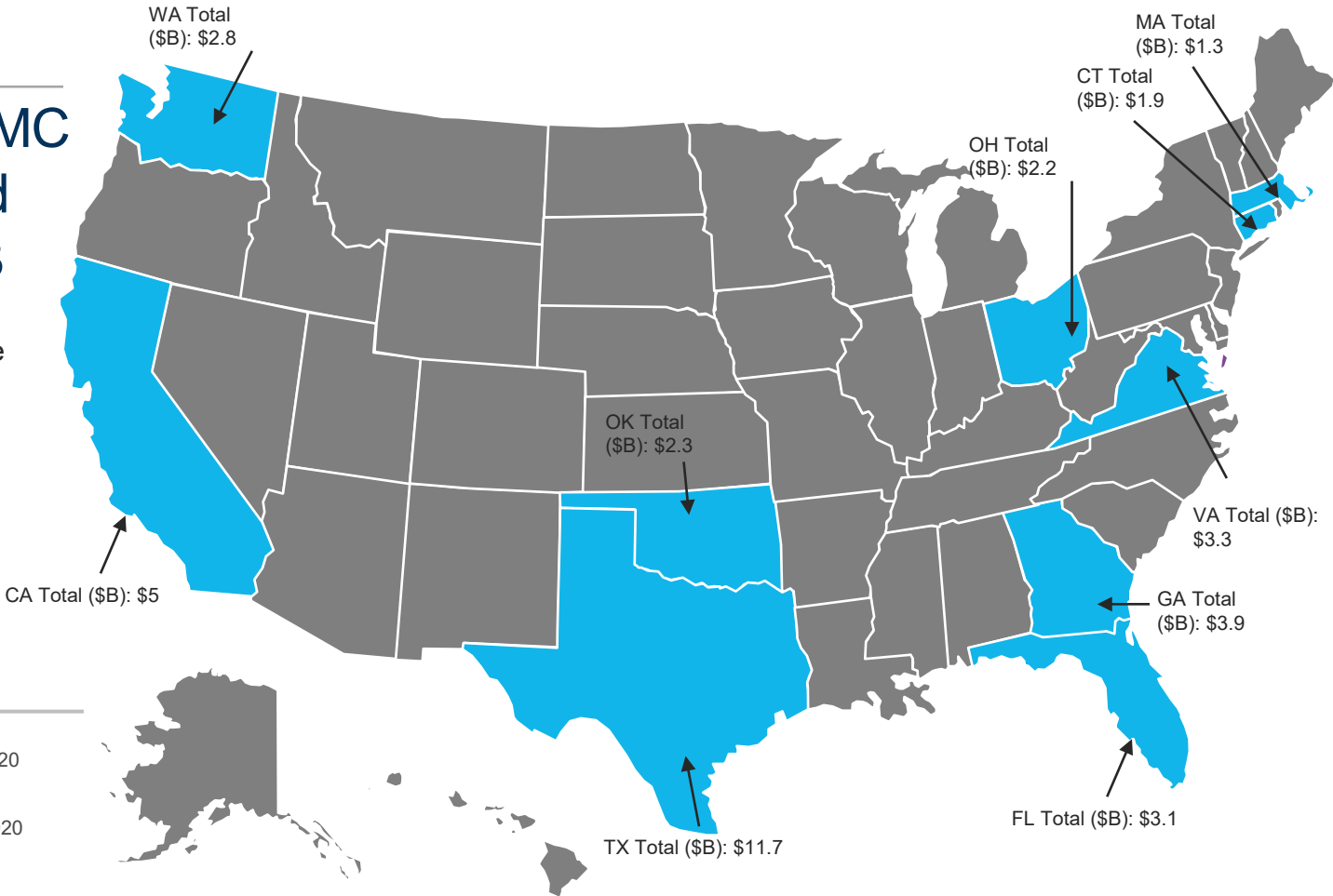
Leading AFMC Spending GSA Schedules, FY 2020



Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total AFMC Federal Reported Spending: \$47.9B

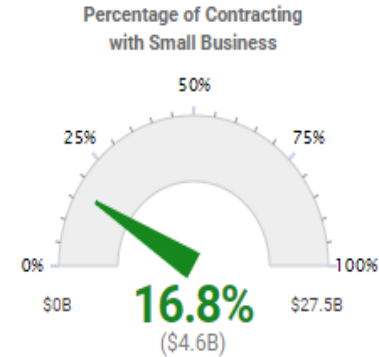
» In FY 2020, Texas had the highest reported total spending obligations.



- Top 10 States by Spending FY 2020
- States outside of Top 10 by FY 2020 spending

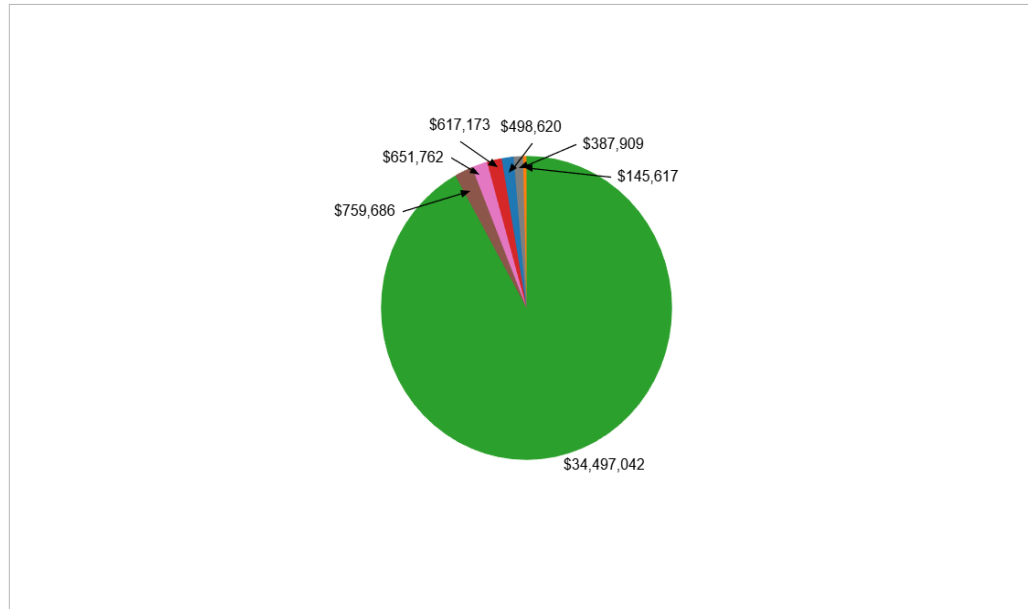
AFMC Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$489.8M	1.8%	5.0%
Certified HUBZone Small Business	\$111.5M	0.4%	3.0%
Small Disadvantaged Business	\$1.2B	4.4%	5.0%
Service Disabled Veteran Owned	\$509.9M	1.9%	3.0%
<i>Source: FPDS</i>			



Source: Small Business Dashboard

AFMC Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

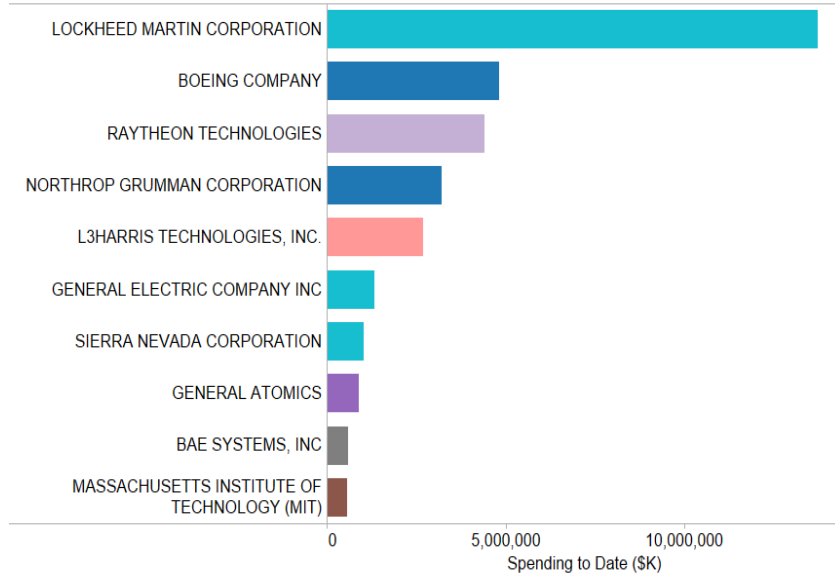
- Small Business (in one or more NAICS)
- Veteran Owned
- Women Owned
- Service Disabled Veteran Owned
- 8(a)
- Alaskan Native Corporation Owned
- HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

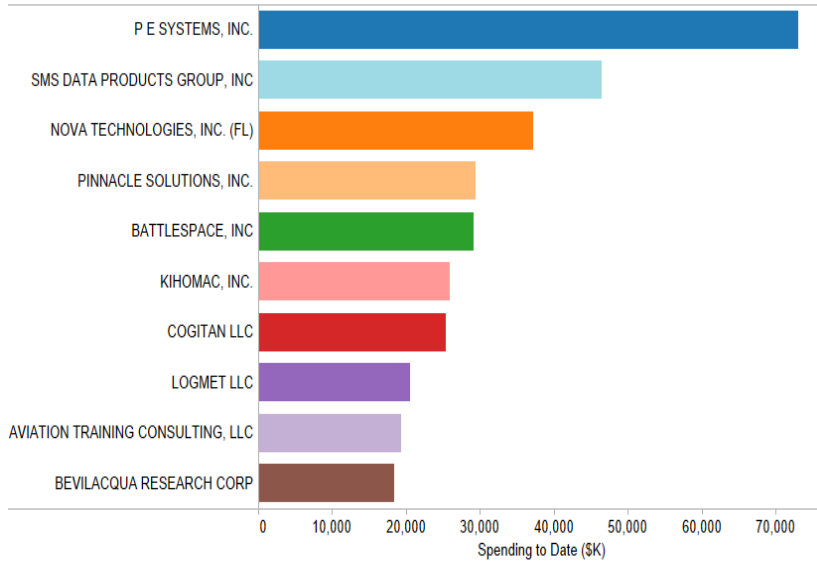
Leading AFMC Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$13,711,023	29%
BOEING COMPANY	\$4,813,776	10%
RAYTHEON TECHNOLOGIES	\$4,403,938	9%
NORTHROP GRUMMAN CORPORATION	\$3,211,918	7%
L3HARRIS TECHNOLOGIES, INC.	\$2,690,347	6%
GENERAL ELECTRIC COMPANY INC	\$1,346,244	3%
SIERRA NEVADA CORPORATION	\$1,046,446	2%
GENERAL ATOMICS	\$905,775	2%
BAE SYSTEMS, INC	\$607,318	1%
MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT)	\$582,487	1%
Grand Total	\$47,993,771	100%

Source: Federal Procurement Data System, GovWin IQ

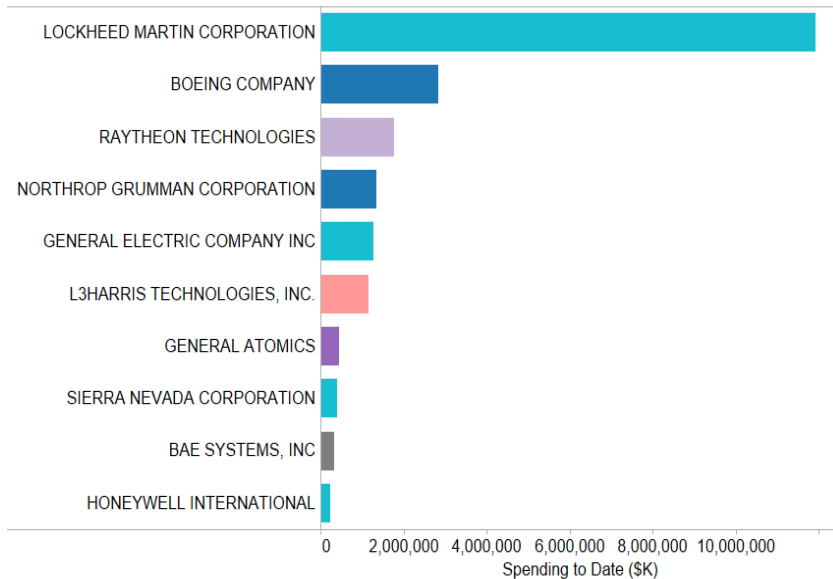
Leading AFMC Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
P E SYSTEMS, INC.	\$72,995	10%
SMS DATA PRODUCTS GROUP, INC	\$46,504	6%
NOVA TECHNOLOGIES, INC. (FL)	\$37,176	5%
PINNACLE SOLUTIONS, INC.	\$29,392	4%
BATTLESPACE, INC	\$29,156	4%
KIHOMAC, INC.	\$25,973	3%
COGITAN LLC	\$25,373	3%
LOGMET LLC	\$20,602	3%
AVIATION TRAINING CONSULTING, LLC	\$19,352	3%
BEVILACQUA RESEARCH CORP	\$18,340	2%
Grand Total	\$759,686	100%

Source: Federal Procurement Data System, GovWin IQ

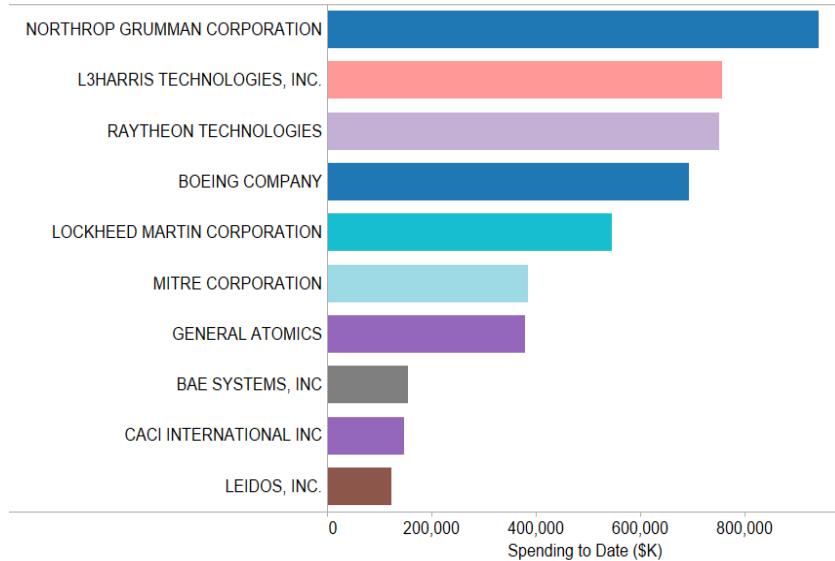
Leading AFMC Prime Defense & Aerospace Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$11,912,931	49%
BOEING COMPANY	\$2,829,507	12%
RAYTHEON TECHNOLOGIES	\$1,782,595	7%
NORTHROP GRUMMAN CORPORATION	\$1,350,812	6%
GENERAL ELECTRIC COMPANY INC	\$1,284,542	5%
L3HARRIS TECHNOLOGIES, INC.	\$1,156,167	5%
GENERAL ATOMICS	\$458,119	2%
SIERRA NEVADA CORPORATION	\$400,825	2%
BAE SYSTEMS, INC	\$336,905	1%
HONEYWELL INTERNATIONAL	\$231,396	1%
Grand Total	\$24,180,491	100%

Source: Federal Procurement Data System, GovWin IQ

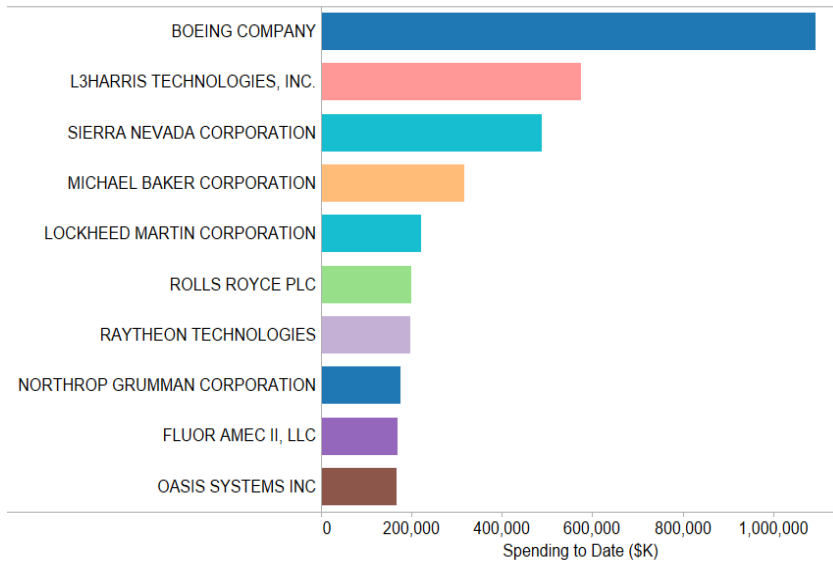
Leading AFMC Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
NORTHROP GRUMMAN CORPORATION	\$942,582	12%
L3HARRIS TECHNOLOGIES, INC.	\$756,966	10%
RAYTHEON TECHNOLOGIES	\$752,861	10%
BOEING COMPANY	\$695,040	9%
LOCKHEED MARTIN CORPORATION	\$545,639	7%
MITRE CORPORATION	\$385,075	5%
GENERAL ATOMICS	\$379,233	5%
BAE SYSTEMS, INC	\$155,778	2%
CACI INTERNATIONAL INC	\$148,373	2%
LEIDOS, INC.	\$123,024	2%
Grand Total	\$7,792,883	100%

Source: Federal Procurement Data System, GovWin IQ

Leading AFMC Professional Services Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
BOEING COMPANY	\$1,093,592	20%
L3HARRIS TECHNOLOGIES, INC.	\$575,214	10%
SIERRA NEVADA CORPORATION	\$489,142	9%
MICHAEL BAKER CORPORATION	\$316,737	6%
LOCKHEED MARTIN CORPORATION	\$222,043	4%
ROLLS ROYCE PLC	\$198,816	4%
RAYTHEON TECHNOLOGIES	\$198,027	4%
NORTHROP GRUMMAN CORPORATION	\$175,418	3%
FLUOR AMEC II, LLC	\$168,817	3%
OASIS SYSTEMS INC	\$167,326	3%
Grand Total	\$5,516,577	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

AFMC Procurement

- » Doing business with the Air Force Materiel Command (AFMC), one of the Air Force's twelve major commands (MAJCOMs), requires an understanding of 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 various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by Department of Defense (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.
- » 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 contracting field activities worldwide, and serves as the Competition Advocate General for the Air Force. [Contract Pricing Reference Guides](#) provide instruction and professional guidance for contracting personnel as well as detailed discussion and examples applying pricing policies to problems.

AFMC - Contract Forecast

- » In an effort to keep Industry abreast on the potential business opportunities, the Department of the Air Force, in conjunction with the Department of Defense, maintains a database for its Acquisition Forecast - Long Range Acquisition Estimate (LRAE).
- » The Air Force has hundreds of contract opportunities for small businesses and its goal is to make it easy for all businesses to identify opportunities. The LRAE provides the information needed to understand Air Force requirements and prepare businesses may be able to meet Department needs. The LRAE helps the Air Force communicate its needs to the marketplace.
- » The Air Force utilizes the Public DoD forecasting site which should provide the full range of Air Force forecasted (1, 2, and 3-years) product and service requirements with an anticipated total awarded value (including options) greater than \$5M per contract action regardless of funding appropriation (construction, FMS, services, etc.), based on the best information available.
 - » [MIBP – DOD Procurement Forecast](#)

AFMC - Office of Small Business Programs (OSBP) Background

- » 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, and its dependent commands. 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.

AFMC - Office of Small Business Programs (OSBP) Background

The following are Air Force small business office roles, which may vary by command:

- » Maximize SB Participation
 - » Encourage early acquisition involvement, perform program reviews and offer set-aside recommendations
 - » Represent small business and subcontracting matters to large businesses
 - » Safeguard policy/processes to ensure fair opportunities for small businesses
 - » Share success stories and publicize opportunities
- » Counsel Contractors
 - » Provide process guidance/insight into opportunities
 - » Coordinate inquiries/guidance requests
 - » Interface with Command/center staff offices, including Wings, Groups and Squadrons
- » Manage Outreach Program
 - » Host federal/agency/local small business conferences
 - » Promote small business program and dialogue with Industry regarding opportunities

AFMC - Office of Small Business Programs (OSBP) Background (Cont.)

- » Recommend Small Business Goals - Align with Agency, Mission
 - » MAJCOM develops Centers goals; Centers develop sub-units
 - » Veteran Owned Small Businesses (VOSB)
 - » Service Disabled Veteran Owned Small Businesses (SDVOSB)
 - » Small Businesses (SB)
 - » Historically Underutilized Business Zone Programs (HUBZone)
 - » Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)
 - » Create small business plans (scorecard, strategies, activities to support mission performance and facilitate alignment with agency reporting)
- » Source Development
 - » Perform market research/analysis/source approvals
 - » Construct recurring contracts list
 - » Make long-range acquisition estimates (LRAE)

AFMC - Office of Small Business Programs (OSBP)

Mentor Protégé Program

The [Mentor-Protégé Program](#) assists eligible Small Disadvantaged Businesses (SDBs) (protégés) to successfully compete for prime contract and subcontract awards by partnering with major defense contractors (mentors) under individual, project-based agreements to help meet the Air Force mission. Several Air Force Mentor-Protégé teams have received prestigious Nunn-Perry awards for superior performance.

Mentor companies provide developmental assistance and technology transfer to their protégés and are directly reimbursed for services provided to protégés. The protégés establish relationships with major Air Force contractors, develop necessary business and technical capabilities to perform significant work on Air Force and other Department of Defense (DoD) contracts, and expand and diversify their customer base.

Eligibility Criteria

Mentors must be:

- » DoD prime contractors eligible for the award of federal contracts, with at least one active subcontracting plan
- » Protégés must be one of the following:
 - » A small disadvantaged business (SDB)
 - » A women-owned small business (WOSB)

AFMC - Office of Small Business Programs (OSBP)

Mentor Protégé Program (Cont.)

- » A service-disabled veteran-owned small business (SDVOSB)
- » A qualified historically underutilized business zone small business (HUBZone)
- » A qualifying organization employing the severely disabled
- » Mentors and protégés are solely responsible for finding their counterpart. The Air Force Office of Small Business Programs does not participate in the teaming of mentors and protégés. Interested firms are encouraged to explore existing business relationships in an effort to establish a Mentor-Protégé relationship.

AFMC - Office of Small Business Programs (OSBP) Contact

Additional 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
106 Air Force Pentagon
Washington, D.C. 20330 - 1060
(571) 256-8052

Thank You!