

GovWin  
from Deltek

Federal Agency Profiles

# Air Force Medical Service – *Account Planner*

November 22, 2019



# Copyright Statement

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# 01

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## Methodology

# Methodology

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- » 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)

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- » 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
  - » Congressional documents
  - » Legislative and policy documents
  - » OMB A-11 circular, Exhibit 53 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)

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- » 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.

# 02

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## Account Summary



# AFMS Organization - Summary

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## Headquarters:

Not Available

## Leadership:

### » Surgeon General:

Lt. Gen. Dorothy Hogg

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

# AFMS Mission and Vision

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» **Mission Statement:**

Ensure medically fit forces, provide expeditionary medics, and deliver Trusted Care to all we serve.

» **Vision Statement:**

Air Force Warrior Medics...Mission Focused, Excellence Driven.

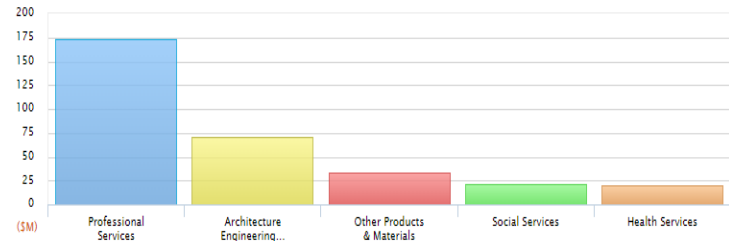
# AFMS Agency Contracting Summary

## Contract Spending vs. Discretionary Budget Authority

The AFMS does not publish a discretionary budget authorization.

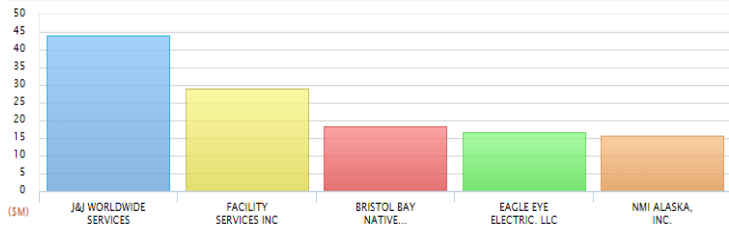
## Top Segment Spending

Top Segment Spending (2018) (Top 5 only)



## Top Contractors

Top Contractors (2018)



## FY 2018 Small Business Spending

(Top 5 only) Small Business Spending (2018)



Source: AFMS, FPDS, Deltek

# AFMS Strategic Goals

Strategic	Goals
<p>The Air Force Medical Service supports the United States Air Force through the provision of full spectrum readiness delivering unique medical capabilities at home and abroad.</p>	<ol style="list-style-type: none"><li>1. Achieve Full Spectrum Medical Readiness</li><li>2. Strengthen the Joint Warrior Medical Team</li><li>3. Drive AFMS Transformation</li></ol>

Source: AFMS, Deltek

# 03

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## Agency Employee Summary

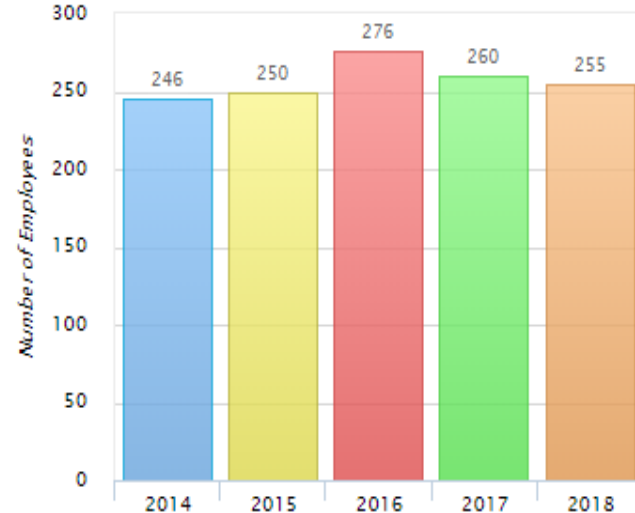
# AFMS Employee Summary

## Employee Statistics

	Agency	Federal
Employees (2018)	255	2,100,802
Employment Growth (2017 vs. 2018)	↓ -1.9 %	0.6 %
Retirement Rate (2017)	3.5 %	3.0 %
Turnover Rate (2017)	13.6 %	10.4 %
Largest Age Group (2018)	50-59 (122)	50-59 (628,000)
Length of Service (2018)	1-9 Yrs (132)	1-9 Yrs (856,268)

Source: FedScope (September 2018)

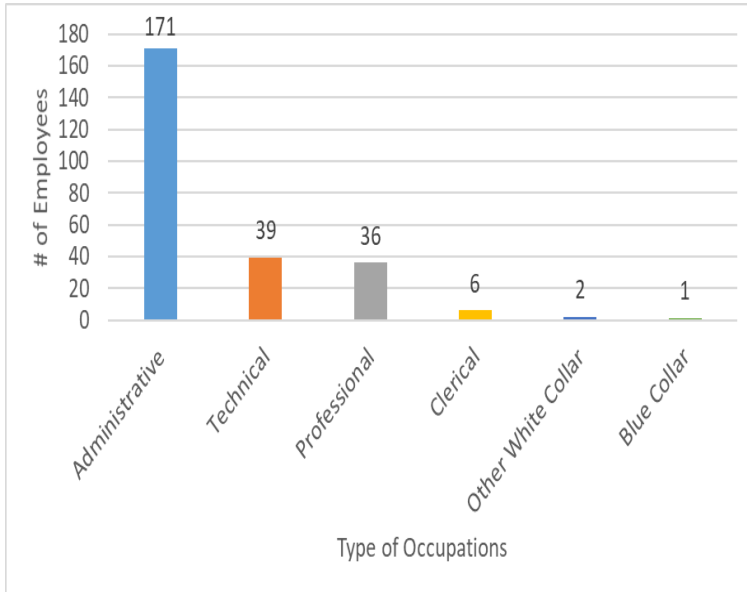
## Annual Employment Trend



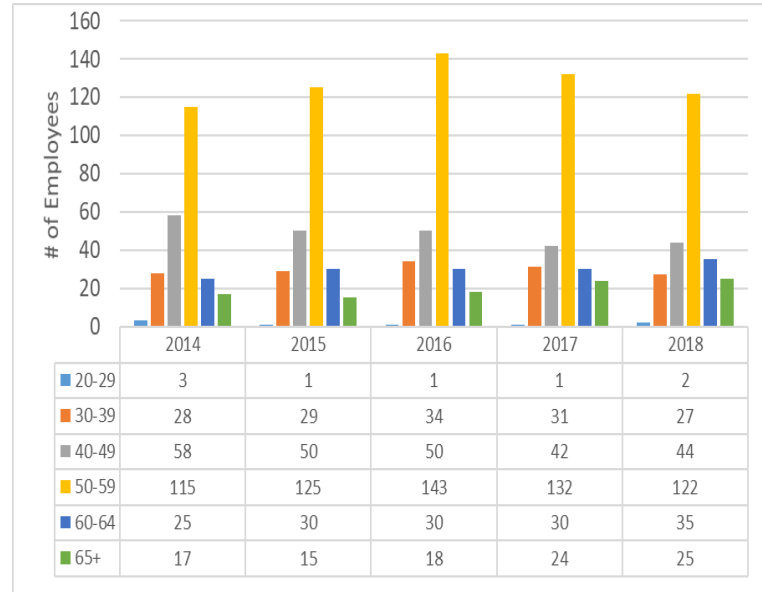
Source: OPM FedScope, Deltek

# AFMS Employee Summary (Cont.)

## Employees by Occupation (FY 2018)



## Employees by Age



Source: OPM FedScope, Deltek

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## Account Budget Summary








# Annual Federal Budget Timeline




 President submits budget to Congress

 Congress works to complete action on budget resolutions

House completes action on regular appropriations bills and any required reconciliation legislation 

President submits mid-session review of budget to Congress. 

 Fiscal year begins.

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

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## Account Capital Plans and Initiatives

# AFMS – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">AIR FORCE MEDICAL SUPPORT AGENCY MEDICAL TREATMENT FACILITY OPERATIONS MAINTENANCE (AFMSA)</a>	Pre-RFP	05/2020	300	165459
<a href="#">AFICA FAMILY ADVOCACY PROGRAM CONSOLIDATION</a>	Pre-RFP	03/2020	174	159319
<a href="#">THIRD PARTY COLLECTIONS AND BILLING IN SUPPORT OF 75 MILITARY TREATMENT FACILITIES MTF AT BOTH STATESIDE AND OVERSEAS LOCATIONS</a>	Pre-RFP	02/2020	85	179501
<a href="#">BHOP SUPPORT ONE FULL TIME PSYCHOLOGIST (BHOP)</a>	Forecast Pre-RFP	08/2020	.655	105928
<a href="#">AFICA CONTINUOUS PROCESS IMPROVEMENT SUPPORT SERVICES (CPI)</a>	Forecast Pre-RFP	02/2020	.528	175885

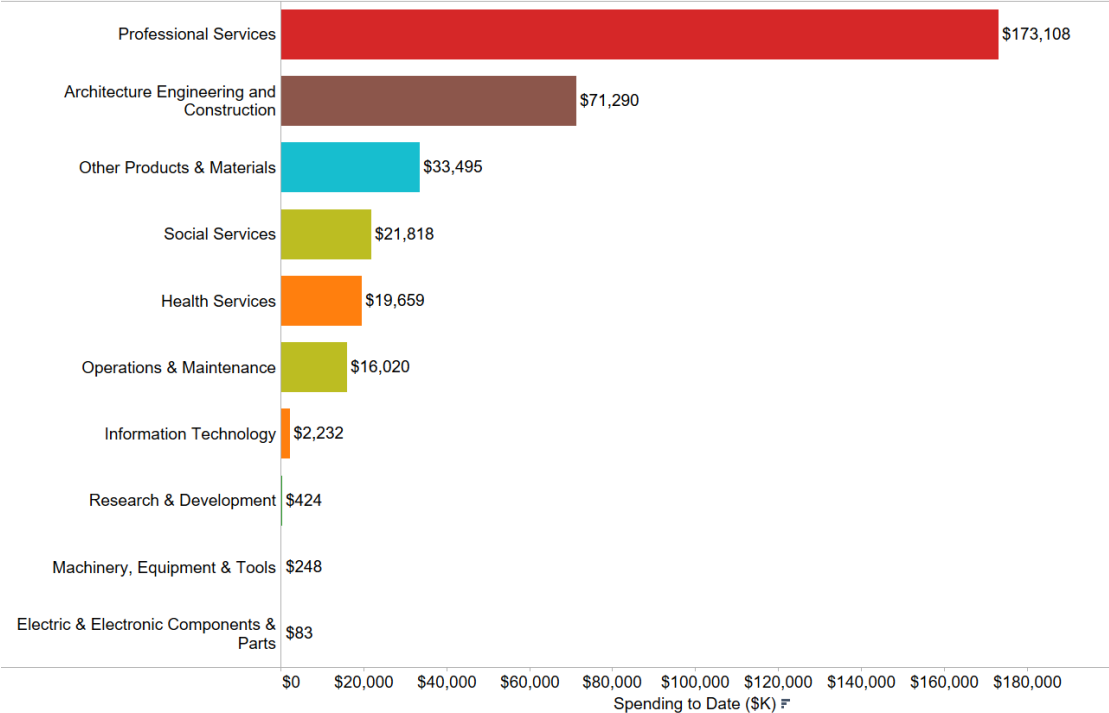
Source: GovWin IQ

# 06

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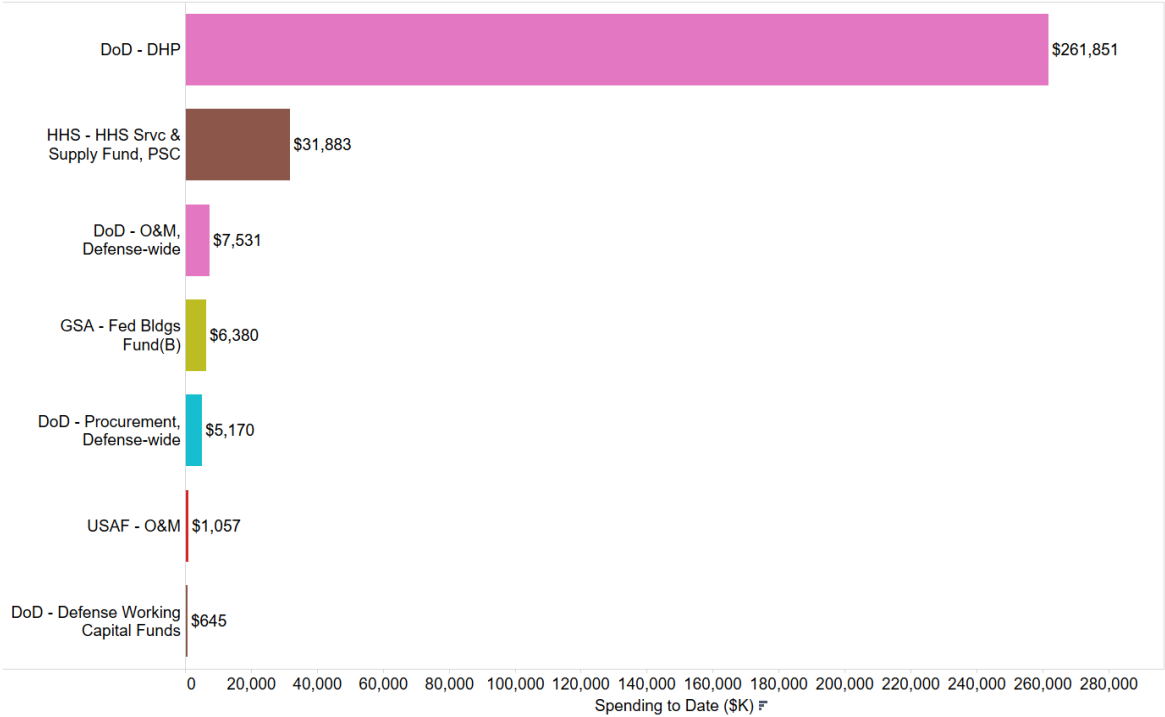
## Account Buying Behavior

# Leading AFMS Spending by Segments, FY 2018



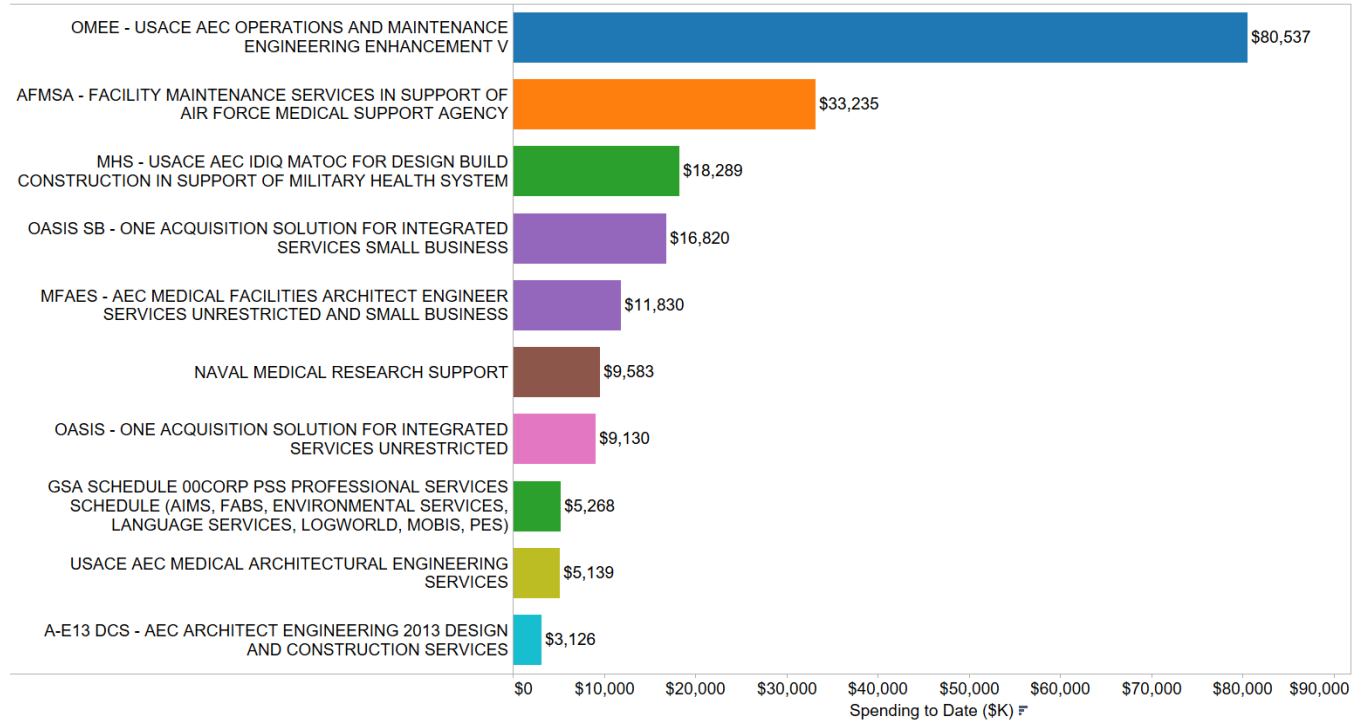
Source: Federal Procurement Data System, GovWin IQ

# Leading AFMS Budget Accounts, FY 2018



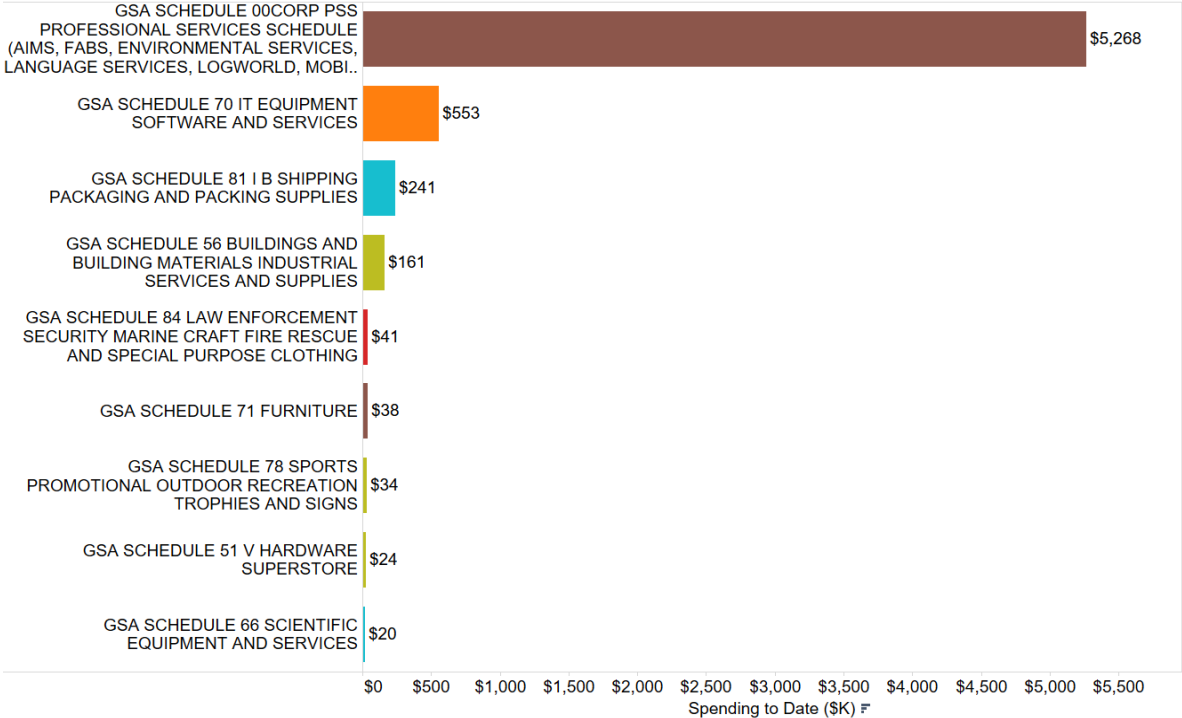
Source: Federal Procurement Data System, GovWin IQ

# Leading AFMS Spending by Contract Vehicles, FY 2018



Source: Federal Procurement Data System, GovWin IQ

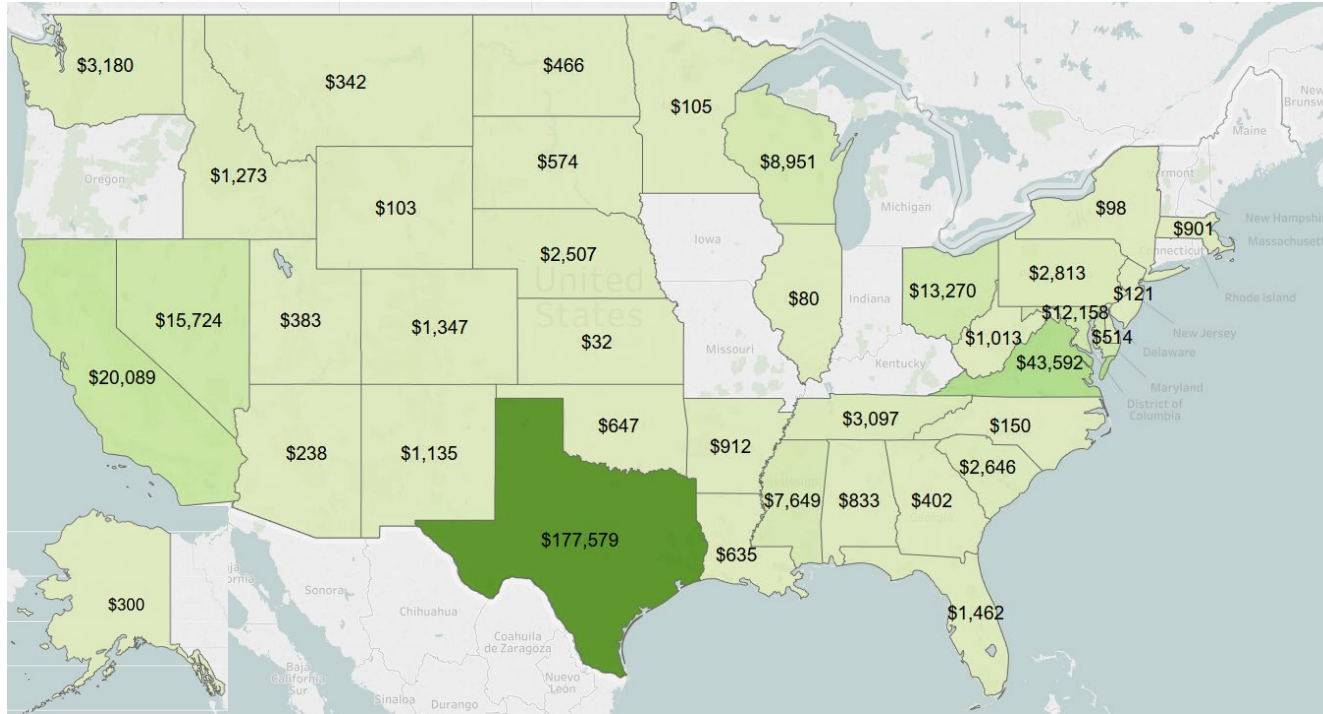
# Leading AFMS Spending GSA Schedules, FY 2018



Source: Federal Procurement Data System, GovWin IQ

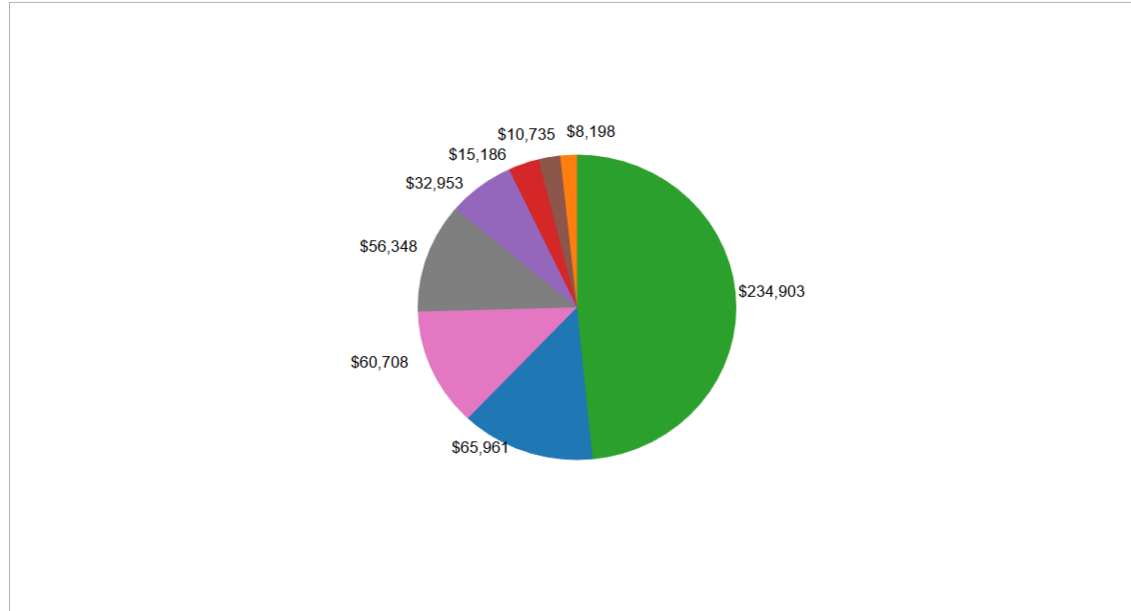


# Leading AFMS Spending by Place of Performance, FY 2018



Source: Federal Procurement Data System, GovWin IQ

# AFMS Total Small Business Spending by Socioeconomic Status, FY 2018\*



**Socioeconomic Status**

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

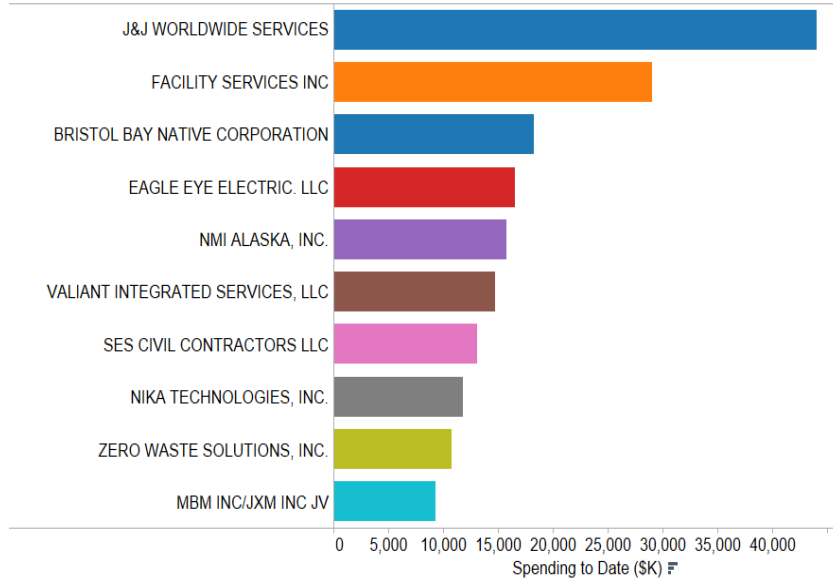
Source: Federal Procurement Data System, GovWin IQ

# 07

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## Account Competitive Landscape

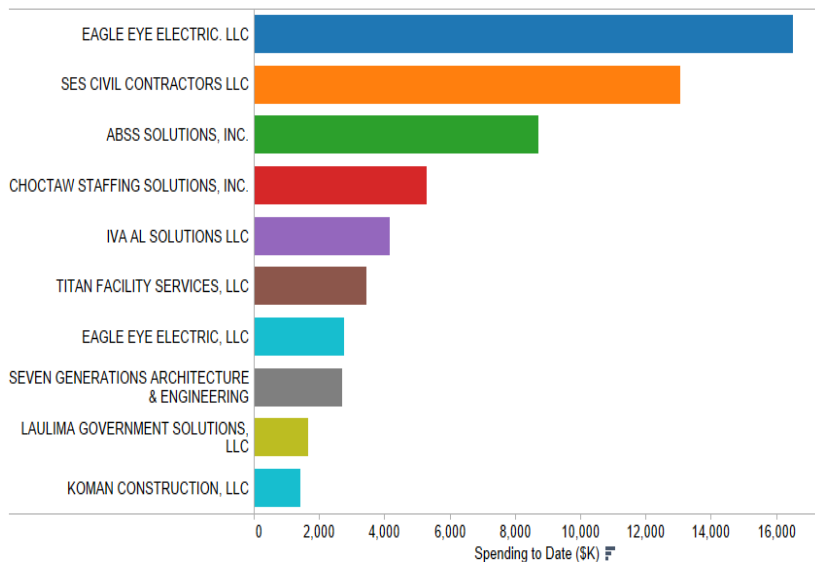
# Leading AFMS Prime Contractors, FY 2018



Vendor	FY 2018 Total (\$ K)	% of Total Reported
J&J WORLDWIDE SERVICES	\$44,052	13%
FACILITY SERVICES INC	\$29,040	9%
BRISTOL BAY NATIVE CORPORATION	\$18,289	5%
EAGLE EYE ELECTRIC. LLC	\$16,528	5%
NMI ALASKA, INC.	\$15,740	5%
VALIANT INTEGRATED SERVICES, LLC	\$14,700	4%
SES CIVIL CONTRACTORS LLC	\$13,059	4%
NIKA TECHNOLOGIES, INC.	\$11,830	3%
ZERO WASTE SOLUTIONS, INC.	\$10,737	3%
MBM INC/JXM INC JV	\$9,339	3%
<b>Grand Total</b>	<b>\$338,550</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

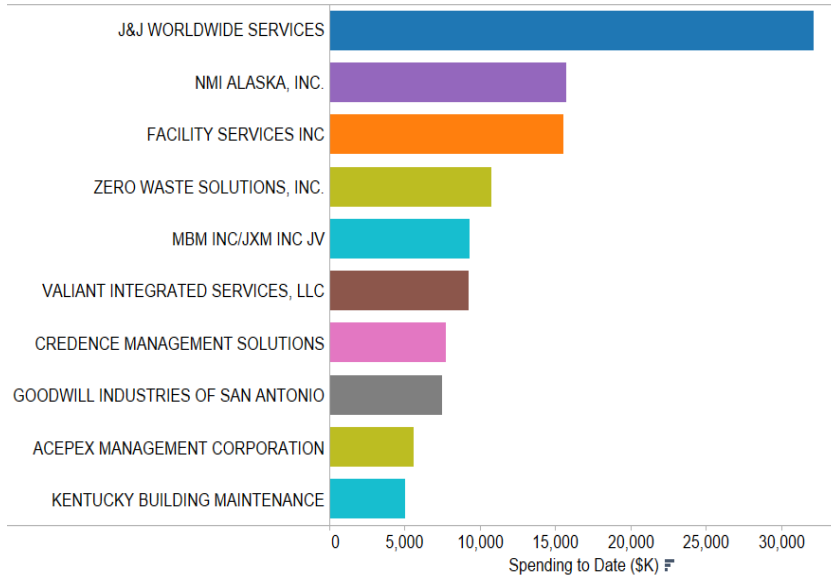
# Leading AFMS Prime Veteran Owned Contractors, FY 2018



Vendor	FY 2018 Total (\$ K)	% of Total Reported
EAGLE EYE ELECTRIC, LLC	\$16,528	25%
SES CIVIL CONTRACTORS LLC	\$13,059	20%
ABSS SOLUTIONS, INC.	\$8,717	13%
CHOCTAW STAFFING SOLUTIONS, INC.	\$5,311	8%
IVA AL SOLUTIONS LLC	\$4,177	6%
TITAN FACILITY SERVICES, LLC	\$3,440	5%
EAGLE EYE ELECTRIC, LLC	\$2,754	4%
SEVEN GENERATIONS ARCHITECTURE & ENGINEERING	\$2,720	4%
LAULIMA GOVERNMENT SOLUTIONS, LLC	\$1,674	3%
KOMAN CONSTRUCTION, LLC	\$1,420	2%
<b>Grand Total</b>	<b>\$65,961</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

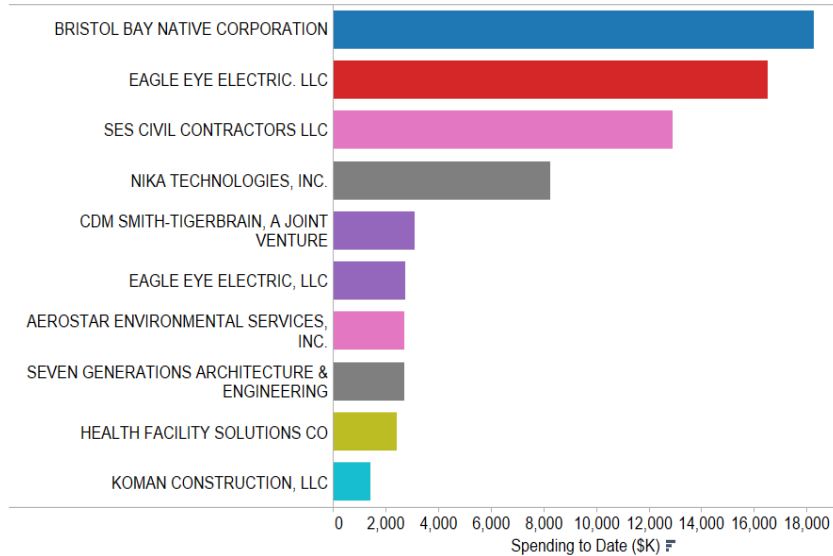
# Leading AFMS Professional Services Contractors, FY 2018



Vendor	FY 2018 Total (\$ K)	% of Total Reported
J&J WORLDWIDE SERVICES	\$32,193	19%
NMI ALASKA, INC.	\$15,740	9%
FACILITY SERVICES INC	\$15,525	9%
ZERO WASTE SOLUTIONS, INC.	\$10,737	6%
MBM INC/JXM INC JV	\$9,339	5%
VALIANT INTEGRATED SERVICES, LLC	\$9,271	5%
CREDENCE MANAGEMENT SOLUTIONS	\$7,741	4%
GOODWILL INDUSTRIES OF SAN ANTONIO	\$7,465	4%
ACEPEX MANAGEMENT CORPORATION	\$5,593	3%
KENTUCKY BUILDING MAINTENANCE	\$5,066	3%
<b>Grand Total</b>	<b>\$173,108</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

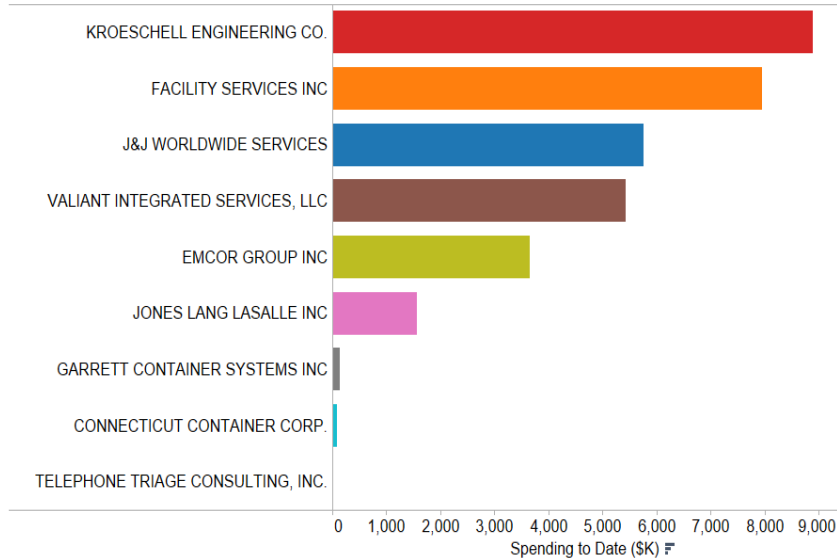
# Leading AFMS Prime Architecture Engineering and Construction Contractors, FY 2018



Vendor	FY 2018 Total (\$ K)	% of Total Reported
BRISTOL BAY NATIVE CORPORATION	\$18,289	26%
EAGLE EYE ELECTRIC, LLC	\$16,528	23%
SES CIVIL CONTRACTORS LLC	\$12,921	18%
NIKA TECHNOLOGIES, INC.	\$8,270	12%
CDM SMITH-TIGERBRAIN, A JOINT VENTURE	\$3,126	4%
EAGLE EYE ELECTRIC, LLC	\$2,754	4%
AEROSTAR ENVIRONMENTAL SERVICES, INC.	\$2,728	4%
SEVEN GENERATIONS ARCHITECTURE & ENGINEERING	\$2,720	4%
HEALTH FACILITY SOLUTIONS CO	\$2,419	3%
KOMAN CONSTRUCTION, LLC	\$1,420	2%
<b>Grand Total</b>	<b>\$71,290</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading AFMS Prime Other Products & Materials Contractors, FY 2018



Vendor	FY 2018 Total (\$ K)	% of Total Reported
KROESCHELL ENGINEERING CO.	\$8,895	27%
FACILITY SERVICES INC	\$7,953	24%
J&J WORLDWIDE SERVICES	\$5,759	17%
VALIANT INTEGRATED SERVICES, LLC	\$5,430	16%
EMCOR GROUP INC	\$3,648	11%
JONES LANG LASALLE INC	\$1,569	5%
GARRETT CONTAINER SYSTEMS INC	\$147	0%
CONNECTICUT CONTAINER CORP.	\$94	0%
TELEPHONE TRIAGE CONSULTING, INC.	\$1	0%
<b>Grand Total</b>	<b>\$33,495</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ



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# Thank You!