“Excellence Thru Teamwork”
Randolph AFB, TX

Jose A. Farias
Small Business Specialist
"Provide best-value contracting to a diverse customer base...enabling the flying mission."
902 CONS Customers

Current Major Customers

- 902 Mission Support Group
- 902 Security Forces Squadron
- 902 Force Support Squadron
- 902 Civil Engineering Squadron
- 902 Logistics Readiness Squadron
- 902 Communications Squadron
- Training Development
- 359th Medical Group
- HQ Air Education & Training Cmd.
- HQ Air Force Recruiting Service
- HQ Air Force Personnel Center

Proposed Major Customers

- Security Forces Squadrons (Procurement)
- Logistics Readiness Squadron (Procurement)
- Contract administration functions for units previously supported.
- Training Development
- 359th Medical Group
- HQ Air Education & Training Cmd.
- HQ Air Force Recruiting Service
- HQ Air Force Personnel Center
Typical Acquisitions

- **Commodities** – office equipment/supplies, computer hardware/software, medical equipment/supplies, furniture, etc.

- **Services** – custodial services, grounds maintenance, airfield management, food service, staffing, transient alert services, etc.

- **Construction for JBSA - Randolph** – new build, renovation, additions, roof repair, painting, base/airfield paving, electrical requirements, etc.
How We Buy/Solicit

• Purchase Orders
• Government-Wide Purchase Card
• Task Orders/Delivery Orders (Mandatory/Non-Man.)
• Blank Purchase Agreements (BPAs)
• IDIQs (Individual and Multiple Awards)
• Federal Supply Schedules (i.e. GSA)
• Federal Business Opportunity (FedBizOpps)
• Phone / E-mail
How to Identify our Solicitations

• Any of these Identifiers:
  - Department of Defense Activity Address Code (DoDAAC): FA3089
  - 902d Contracting Squadron
  - Joint Base San Antonio
  - Randolph AFB, TX
## 902 CONS Small Business Program

**Preserve Our Heritage; Innovate and improve for a Better Future**

<table>
<thead>
<tr>
<th>Concern Types</th>
<th>Goals</th>
<th>Actuals (FY12 / FY11)</th>
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</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>70.6%</td>
<td>74.87% / 81.63%</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>38.10%</td>
<td>37.52% / 55.06%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business (SDVOSB)</td>
<td>4.40%</td>
<td>10.98% / 2.64%</td>
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<tr>
<td>Woman-Owned Small Business (WOSB)</td>
<td>11.80%</td>
<td>22.99% / 18.15%</td>
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<tr>
<td>HUBZone (Federal)</td>
<td>6.40%</td>
<td>9.59% / 16.14%</td>
</tr>
</tbody>
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FY Total Small Business Eligible Dollars & Actions

- **FY 2012** - $61.73M, 1374 Actions
- **FY 2011** - $103.24M, 1655 Actions

*Source – FPDS-NG*
Small Business $s – Categories (FYs 10 – 12)

Source – FPDS-NG
SB $ - Primary Industries (FYs 10 – 12)

Note: <$1M not shown
Source – FPDS-NG
SB $s – Procurement Strategies, FY12

- Contracts & Purchase Orders: 49%
- GSA Task Orders: 28%
- Task Orders on Local IDIQS: 12%
- Task Orders on GWACS: 11%

$19M, 431 Actions - 97 Actions (<$25K) = $1M of which 58 Actions ($650) were SB Set Asides

$4.7M, 28 Actions

$4.4M, 37 Actions

$11.1M, 149 Actions - 133 Actions (<$150K) = $3.3M - 16 Actions (>$150K) = $7.7M

Source – FPDS-NG
Small Business $s – 1st Qtr. (FYs 11 – 13)

Source – FPDS-NG
JBSA Small Business Dollars – 1st Qtr. FY13

Source – FPDS-NG
Unprecedented Top Level SB Emphasis

- Office of Management and Budget Memo
- SAF/SB Memo
- HQ AETC/PK
- Bi-monthly SB Program Reporting to SAF/SB Office
- Non SB Friendly Strategies Must be Fully Justified
Contact Information

Jose A. Farias
902d Contracting Squadron
Randolph AFB, TX
jose.farias@us.af.mil

Other Joint Base San Antonio Points of Contact:

Sheena L. Burney
502d Contracting Squadron
Fort Sam Houston, TX
sheena.1.burney.civ@mail.mil

Debbie Woods
802d Contracting Squadron
Lackland AFB, TX
debbie.woods@us.af.mil
Questions