

Who We Are

The 754th Electronic Systems Group (754 ELSG), headquartered at Maxwell AFB-Gunter Annex, provides technical and customer service support as well as acquisition and program management oversight of over 160 Combat Support Information Technology (IT) systems. 754 ELSG also manages the Air Force standard desktop environment, and serves as the USAF lead for software program management under the auspices of the DoD Enterprise Software Initiative. 754 ELSG manages over 50 Air Force Contracts and Basic Purchasing Agreements with a total value of \$15 billion.

How To Do Business With Us

754 ELSG aggressively promotes small business participation. An integral part of the 754 ELSG's acquisition philosophy is to provide opportunities to small businesses in areas they specialize and excel in, while not overburdening them with additional requirements outside of their core business area.

FINDING OPPORTUNITIES

754 ELSG announces current and upcoming business opportunities via the Electronic Systems Center's (ESC) Hanscom AFB Electronic Request for Proposals Bulletin Board (HERBB) at <http://herbb.hanscom.af.mil>. Postings may be accessed by selecting the Business Opportunities banner on the HERBB main page.

GETTING REGISTERED

It is federally mandated that any organization wishing to do business with the federal government under a FAR-based contract must be registered in Central Contractor Registration (CCR) before being awarded a contract. You can register online at <http://www.ccr.gov> by clicking on "Register in CCR", then "New" if you already have a DUNS number. (If you need a DUNS number, instructions can be found at <http://www.ccr.gov/vendor.aspx>.) If you indicate that you are a small business when registering or updating your registration in CCR, a supplemental page with small business information will pop up. This page allows you to enter the specifics of your small business status. Once this page is completed, this information will be included in the Dynamic Small Business Search (DSBS).

How To Do Business With Us (Continued)

Know the Federal Supply Classification (FSC) and North American Industry Classification System (NAICS) Codes for your core business area. Register for all NAICS codes under which you qualify in order to maximize opportunities.

If you are a veteran or service disabled veteran owned small business, complete the registration at <http://www.vetbiz.gov>.

Get registered on AFWay (<https://AFWay.af.mil>).

AFWay is mandatory for use in accordance with AF CIO Policy (effective 12 August 2003) for all AF purchases of desktop and notebook computers and may become mandatory in the future for other categories of IT commodities. Small businesses have three ways to participate on AFWay:

1. AFWay Blanket Purchase Agreements (BPAs) may be obtained by submitting a competitive proposal when an official solicitation has been released and posted to HERBB and Federal Business Opportunities (FedBizOpps) for a requirement.

2. MAJCOM-unique contracts may be obtained by contracting with individual MAJCOM contracting officers and participating in their local processes for award when such requirements are identified. Small businesses may contact individual MAJCOMs through the AFWay website (see MAJCOM Points of Contact). To receive a Request for Quote (RFQ), vendors must be registered on AFWay. In order to register on AFWay as a non-contract vendor, the company must have a valid CAGE Code and must be registered in CCR. The company's name, address, point of contact, and CAGE Code must be sent to the AFWay PMO Org Box for loading into AFWay. This mailbox may be accessed via the AFWay website, or at AFWAY.PMO@gunter.af.mil.

3. Small businesses may also form teaming arrangements with vendors currently selling products and/or services on AFWay. Lists of contract vendors are located on the AFWay website. Contact AFWay vendors, especially reseller vendors and NETCENTS Prime contractors for partnering opportunities.*

(* Note: The US Air Force may not endorse or facilitate these opportunities since they are purely business-to-business arrangements)

How To Do Business With Us (Continued)

CERTIFICATIONS

Consider obtaining pertinent certifications in your area of expertise if at all possible (ISO, CMMI, JAVA, etc.). Pertinent certifications may be discriminating factors for award decisions.

RESOURCES

Take advantage of the variety of organizations available to assist in your quest for success as a small business.

- The US Air Force Small Business website offers free on-line training on a variety of subjects.
- Be familiar with and understand the regulations that govern contracting with the US Air Force (FAR, DFARS, AFFARS, etc.). These regulations can be found at <http://farsite.hill.af.mil>.
- Reach out to the Small Business Administration (SBA) (<http://www.sba.gov>), Small Business Development Centers (SBDC) (<http://www.sbdcc-us.org>), and Procurement Technical Assistance Centers (PTAC) (<http://www.dla.mil/db/procurem.htm>) and take advantage of the wealth of information and invaluable assistance they provide.
- The Armed Forces Communications and Electronics Association (AFCEA) (<http://www.afcea.org>) is a great resource for information on the IT industry. AFCEA is a non-profit membership association serving the military, government, industry, and academia as an ethical forum for advancing professional knowledge and relationships in the fields of communications, IT, intelligence, and global security.

ADDITIONAL KEYS TO SUCCESS

Know your company's niche—this is what sets you apart from others. Be ready and able to demonstrate your core capabilities. Focus your marketing to those organizations with a current or potential future need for the goods and/or services you provide. Be prepared to provide references for recent and relevant past performance.



AFWay

(* Note: The US Air Force may not endorse or facilitate these opportunities since they are purely business-to-business arrangements)