



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

3 MAR 2000

MEMORANDUM FOR ALMAJCOM/FOA/DRU

SUBJECT: Acquisition Opportunities for Small Business

Over the last several years, our acquisition and contracting community has kept pace with a rapidly evolving Air Force mission and a radically changing business environment. In a new age of extensive acquisition reform, Air Force personnel were constantly finding new and innovative ways to fill requirements. While our commitment to the acquisition mission has been superb, unfortunately for the past three years we have not met our congressional mandates to place a fair proportion of DOD procurement dollars with small businesses. The Air Force Secretary and Chief of Staff have expressed a strong desire for immediate improvement.

Therefore, we want to jointly reaffirm our commitment to aggressively pursue opportunities for small businesses, complementary to and concurrent with meeting the mission needs of our customers. We request your support in meeting small business goals.

In response to the changing business environment, our small business programs have undergone some significant changes, parallel to the changes in the federal acquisition process. It is incumbent upon us that both the small business and acquisition communities are provided with the tools and training to fully appreciate and have an impact on small business awards, and achieve our goals. We must provide the best possible level of service to our customers as well as the community of small business contractors. SAF/AQC and SAF/SB will be proactive in this area, delivering new training and tools that our buyers, contracting officers and small business specialists need.

Every manager, contracting officer, buyer and small business specialist is expected to share accountability to positively affect Air Force small business awards and goals. Each buy, from simplified acquisitions to multi-million dollar programs, is important in meeting Air Force goals. Whenever possible, bring the customer into the fold of accountability. Work thoughtfully and conscientiously as a team to plan acquisitions that provide meaningful opportunities for small business of all types. Actively look for methods and strategies that will place awards with capable small businesses, of whom there are many. The creativity and ingenuity demonstrated during our era of acquisition reform can also be applied to working with the Air Force's small business partners.

We place great importance on the attainment of Air Force goals in support of the small-business community of the United States. We are confident that commanders, small business specialists, and contracting and acquisition professionals, acting as a team, can meet the Secretary's challenge to restore this program to satisfactory levels.



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