



# AMC leads in percentage of dollars awarded to SDVOSBs

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Air Mobility Command is leading among the “Big Five” major commands in dollars awarded to Service-Disabled Veteran-Owned Small Businesses (SDVOSBs).

Awards are broad-based, representing 119 contractors in more than 84 industry codes. This illustrates SDVOSB concerns are successfully competing in virtually all business areas of AMC contracting and bodes well for increased dollars and percentages.

MAJCOM	SDVOSB %
AMC	6.1848%
AETC	5.3187%
ACC	3.5472%
AFMC	0.2284%
AFSPC	0.1531%

All the Small Business Program categories are important, however, the SDVOSB initiative warrants the most attention due to the economic and social impact they represent within the military community. Consequently, AMC small business specialists drive contracting personnel to consider

every requirement for SDVOSB set-aside first, unless it is a sole source or has proprietary rights.

Customers are educated on the SDVOSB initiative at every opportunity and coached to be more aggressive in their market research looking for SDVOSBs. Particular attention is paid to finding SDVOSB contractors through “sources sought synopsis,” use of the Small Business Administration Dynamic Search Engine on the Central Contractor Registration database, and use of the Veterans Administration VETBiz contractor listing.

AMC plans to bolster the SDVOSB program using the following initiatives:

- ★ Initiate outreach to SDV contractors who contracted with the Air Force in Fiscal 2007.
- ★ Continually obtain a listing of SDV contractors from the Federal Procurement Database System.
- ★ Perform outreach to potential SDV contractors advising them of opportunities.
- ★ Participate in and sponsor regional SDV outreach events.
- ★ Support Air Force-identified SDV outreach event.



- ★ Provide advice to staff on capabilities of SDV firms.
- ★ Use SBA 8(a), HUBZone, SDV sole source authority to award contracts to SDV firms.
- ★ Use “Rule of One” to identify an SDV firm for each contract and notify the firm.
- ★ Where practical, use the General Services Administration SDV VETS GWAC for IT services.
- ★ Team with Air Force Cyberspace Command units to harness the innovation and agility of SBV firms.
- ★ Publish articles on use of SDV firms in AMC contracting.
- ★ Follow up on SDV contractor awards and share success with others.