

4.2 MTAPP future participants (eligibility, identification, and selection process)

4.2.1 Eligibility

Participation is open to small businesses in the manufacturing industry meeting certain criteria. The small business selected must be on a stable business footing that is in business for a minimum of 2 years. In addition, they must have at least 10 full time employees or do a minimum of \$2 million sales per year. It is critical that the entrants have some type of quality program within their facility and participant enrollment held to commodities/products/services that have been identified within manufacturing sectors identified in the Air Force Generated, Asaba Group conducted research study. There are no geographic restrictions on the program. New applicants can/will be identified through the following channels:

- a. Nominations from AF/DoD buying commands and Defense industry prime contractors.
- b. Program marketing efforts and business association/organization participation.
- c. Applications received from the program's website (www.selltoairforce.org/programs/mtapp).
- d. Recommendations from current MTAPP companies.

4.2.2 Identification and selection process

The process is based on a racking and stacking approach. Based on the research study outcome and identified area of opportunity, the first stage is an initial screening to reject companies that do not fit the specified need areas. Next step is an analysis of Dunn & Bradstreet filings and brief secondary research for recent news and other information about the applicant company – here an unacceptable history is being looked for and a lack of past business problems is a discriminator. The third stage involves an evaluation of the ability to meet identified needs and the likelihood of success. Each candidate will be required to complete a capability survey to assist in identifying the company's technical capabilities, capacity, and likelihood to meet AF/DoD identified needs with provided technical assistance. The final stage is to develop a ranking for potential candidates based on a number of factors (determined at the conclusion of the research study). The AFOPO will make the final determination from the list of prioritized nominees provided to them.