



**THE COMMONWEALTH OF MASSACHUSETTS
MILITARY ASSET AND SECURITY STRATEGY TASK FORCE
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NEWS

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MASSACHUSETTS MILITARY ASSET AND SECURITY STRATEGY TASK FORCE HOSTS 2ND ANNUAL SMALL BUSINESS FORUM WITH HANSCOM AIR FORCE BASE

WALTHAM – Thursday, December 18, 2014 – The Massachusetts Military Asset and Security Strategy Task Force today hosted the 2nd Annual forum where representatives from Hanscom Air Force Base, small businesses, and industry leaders discussed ways to pursue business opportunities with the U.S. Air Force. Congresswoman Niki Tsongas, a Military Task Force Honorary Co-Chair and member of the House Armed Services Committee, and numerous U.S. Air Force officials spoke about upcoming opportunities and the importance of Hanscom Air Force Base to Massachusetts and the nation.

“As the only Massachusetts member on the House Armed Services Committee and working in conjunction with my colleagues on the Task Force, I have seen an extraordinary opportunity to foster partnerships between our military installations and small businesses,” said Congresswoman Niki Tsongas (MA-3). “Massachusetts continues investing in and attracting some of the best minds and resources in the world, taking advantage of our unique combination of a strong military tradition, top-notch academic institutions and innovative companies. Hanscom in particular is developing cutting edge technologies that are helping the Air Force

address some of its most pressing challenges. Altogether it makes for a strong environment to grow and support small business innovation research and small business growth. I look forward to continuing my work to support these important opportunities.”

At today’s forum, staff from Hanscom Air Force Base’s Office of Contracting gave a presentation entitled “How to Do Business with the Air Force” and discussed ways for businesses to more easily gain information about upcoming offerings and have their questions answered. Program Executive Officer for Command, Control, Communications, Intelligence (C3I) and Networks Major General Craig Olson and Program Executive Officer for Battle Management Steven Wert spoke about business opportunities and timeframes covering a large portfolio of programs.

The C3I and Networks and Battle Management portfolios include products and product support in the areas of Electronic Computer Manufacturing; Computer Storage Device Manufacturing; Search, Detection, Navigation, Guidance, Aeronautical and Nautical System and Instrument Manufacturing; Wired Telecommunications Carriers; Satellite Telecommunications; Custom Computer Programming Services; Computer Systems Design Services; Other Computer Related Services; Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology); and Security Systems services (except Locksmiths).

This past summer, General Olson and Mr. Wert were recently recognized at the Air Force level for their contributions and efforts within the small business community. They were two of four recipients of this year’s Director’s Outstanding Senior Leader Small Business Achievement Award, given to those who have demonstrated leadership towards achieving small business goals; established a program climate responsive to small business concerns; and routinely incorporated small business awareness, outreach, and support within their assigned missions. Mr. Wert’s Battle Management Directorate obligated more than \$127 million to small business contracts alone and surpassed its performance goal by more than 40 percent for the year. The General Olson’s C3I and Networks Directorate obligated more than \$85 million to small business contracts, surpassing the Air Force’s goal by 76 percent. Additionally, the directorate exceeded its performance goal by approximately five percent.

“Small businesses play a vital role in the development and cost-effectiveness of our programs,” said Major General Olson. “By encouraging and increasing small business participation, it requires us to compete more contracts, which in turn promotes ingenuity among competitors and reduces the overall program life cycle cost.”

“I see first-hand the benefits that come from promoting small business contracting, namely increased competition, an enhanced industrial base, lower prices and ultimately better performance within our programs,” said Mr. Wert. “I’ve stressed small business prime contracts, subcontracts and set-asides in every Battle Management acquisition strategy panel; we’ve reviewed every contract action and investigated the potential for small business participation.”

The Military Task Force organized the forum in partnership with MassDevelopment, the state’s finance and development agency, which works with businesses, nonprofits, financial institutions and communities to stimulate economic growth across the Commonwealth. Marty Jones,

President and CEO of MassDevelopment, also serves on the Military Task Force and works to enhance and promote Hanscom Air Force Base and Massachusetts' military bases.

Additionally, the Military Task Force and MassDevelopment partnered with associations and organizations such as the New England Council; the MA High Tech Council's Defense Technology Initiative (DTI); the Smaller Business Association of New England (SBANE); the Southeastern New England Defense Industry Alliance (SENEDIA); the New England Chapter of the National Defense Industrial Association (NDIA); the Associated Industries of Massachusetts (AIM); the Lexington-Concord Chapter of the Armed Forces Communications and Electronics Association; the Massachusetts Small Business Development Center Network's Procurement Technical Assistance Center; and the Massachusetts Office of Business Development. These organizations work together to support companies in the region and allow them to connect directly with Hanscom leadership to pursue mutual collaborations.

"Associated Industries of Massachusetts is pleased to participate in the annual small business forum to help smaller enterprises learn how to take advantages of business opportunities with Hanscom Air Force Base, and looks forward to participating in the December 18th forum," said Michele Slafkowsky, AIM's Regional Membership Director.

"The Mass. High Tech Council and our Defense Technology Initiative are proud to help organize events like this that help Hanscom decision-makers connect with innovative Massachusetts technology firms that can help them advance their mission," said Chris Anderson, President of the Mass. High Tech Council and DTI.

"Last year's event proved to a major winner - recognizing Hanscom as one of the leading Air Force facilities in support of the small business community," said Paul Serotkin, President, New England Chapter of the National Defense Industrial Association (NDIA). "The Air Force, the Commonwealth and the various associations are again to be congratulated for assembling this dynamic exchange among the military and industry."

"This event offers an invaluable forum for industry to hear directly from officials at Hanscom Air Force Base to better understand their needs and expectations for upcoming competitive opportunities," said Molly Donohue Magee, Executive Director of the Southeastern New England Defense Industry Alliance (SENEDIA). "SENEDIA commends this effort to foster collaboration with industry and ensure our warfighters are equipped with the most innovative, high quality and affordable solutions possible."

Governor Patrick, Members of Congress, and other members of the Military Task Force have expressed the Commonwealth's commitment to Hanscom Air Force Base by partnering on workforce training efforts, small business events, energy efficiency, base master planning, and cyber security and information technology mission enhancements.

Hanscom Air Force Base

Hanscom Air Force Base, the only active duty Air Force base in New England, is an 846-acre base located in Bedford, Lexington and Lincoln, bordering Concord. At the base, a mix of active-duty military, civilian and contractor employees develop and acquire sophisticated radar,

cyber and information technology-based systems that provide critical battlefield situational awareness to U.S. warfighters. Hanscom is also the home to the Massachusetts Army and Air National Guard's Joint Forces Headquarters. The base creates more than 3,600 direct and 14,500 indirect jobs for a total of more than 18,000 jobs, with a 2011 economic impact of \$8.44 billion for the Commonwealth's economy.

Military Asset and Security Strategy Task Force

In 2012, Governor Patrick approved the creation of the Military Asset and Security Strategy Task Force, spearheading one of the nation's most comprehensive efforts to support a state's military installations and their host communities, advancing initiatives in workforce training, transportation, veterans' services, energy, and housing in partnership with municipalities, industry, and academia. The six military installations in Massachusetts include Barnes Air National Guard Base in Westfield; Fort Devens; Hanscom Air Force Base; Joint Base Cape Cod; Natick Soldier Systems Center; and Westover Air Reserve Base in Chicopee. These installations account for a total economic impact of \$14.2 billion and more than 46,500 Massachusetts jobs.