

Air Force Installation & Mission Support Center

Category Management & Strategic Acquisitions Overview



Mr. Charles Kelm, GS-15
AFCEC/CBM Division Chief



UNCLASSIFIED

Your Success is Our Mission!

History

Category Management

is a structured, **data-driven** business practice whereby an organization **strategically analyzes** & manages common categories of spend in order to **eliminate redundancies**, increase **efficiencies** & enhance **mission effectiveness**.





Responsibilities/Positions for Category L

CATEGORY 4 – FACILITIES & CONSTRUCTION

ROLE	NAME	ORG	DESCRIPTION
Category Manager	Brig Gen Patrick Miller	AFCEC/CC	CAT IV Facilities and Construction, 5. 2 Fire/Rescue/Safety/Env Pro Equip, 5.4 Test and Measurement Supplies and 6.3 Furniture
Category Council Director	Mr. Charles Kelm	AFCEC/CBM	Briefs Category Council on CAT IV Facilities and Construction, 5. 2 Fire/Rescue/Safety/Env Pro Equip and 6.3 Furniture
Category Lead 4.1, 4.2 and 5.4	Dr. Tim Sullivan	AFCEC/CF	4.1 Construction Related Materials, 4.2 AE Services and Airfield Pavement and 5.4 Test and Measurement Supplies
Category Lead 4.3 and 4.4	Mr. Robert Gill	AFCEC/COO	4.3 HVAC and 4.4 Managing Construction Related Services ex. Amazon Bus Account (Data Analysis & Handheld Construction Data)
Category Lead 5.2	Col Jeremiah Hammill	AFCEC/CX	5.2 Big 3 Services (Fire/Rescue/Safety, & Env Pro Equipment)
Category Lead 6.3	Mr. Charles Kelm	AFCEC/CBM	6.3 Office Furniture to include Office of the Future (O2F)
CM PSO lead	Ms. Brittney Sims	AFICC/KA	AFICC Liaison assisting with Research, Analysis and Contracting



AFCEC CM CAPABILITY IMPACT

\$28.4B

Strategic Acquisition and Category Management (CM) Capacity



\$15B

Air Force Contract

Augmentation Program



\$8.6B

Construction &

Repair Services



\$2.8B

Architect &

Engineering (AE) Services



\$1.96B

Environmental

Services (ES)

Improving
Legacy Contracts

Partnership
AFCEC, AFICC, SAF
AM, OSD, DOD, &
GSA

Contractors
200+

Contracts
CONUS & OCONUS

Oversight

SMT* & COR*

*Strategic Management Tool
& Contracting Officer's
Representative

Influencing Policy

CPARS MOU*

CM Metrics

SMT

*Contractor Performance
Assessment Reporting System &
Memorandum of Understanding

CATEGORY
MANAGEMENT
LEADER

Standardize HVAC

Standardize EMER GEN

Fire Alarm Panel Standardization

Big Three Services Standardization

Base Operation Support Contracts

SIMPLIFIED INSTALLATION ACQUISITION



Seating Contract



AF Roofing Contract



Carpeting Contract



Office Workplace Furnishings

OVER THE HORIZON – FUTURE FOCUS

Infrastructure
Investment and
Jobs Act

Increased
Procurement
with Small
Disadvantaged
Businesses

C2E Design
Build Contract

Resilient AE
Services

AE ES 2024



Strategic Acquisition and Category Management (CM) Team Mission

Develop Strategies

Create acquisition roadmaps

Ensure Contract Tools

Provide executable enterprise vehicles

Support CE Enterprise

Focus on facilities and construction

Apply CM Principles

Across the Air Force

Height Adjustable Desks \$250K

BECOS \$380.3M

Carpet II \$35M

**HVAC Chiller
Standardization
TCO**

WEC \$4.8B

**Base Choice of
Equipment**

REC \$2.5B

R3M \$625M

OWF \$100M

AE ES \$1.5B

Seating II \$80M

AE Next \$2.8B

OASIS+ unlimited

Airfield Pavement \$499M

Fire Alarm Panels & Backup Generators





Upcoming Contracts



— Roofing, Renovation & Repair (R3F)



— Environmental (ECOS)



— Seating III



— Resilient A&E Services (RAES)



— Housing, Enhanced Used Leasing, Utilities Privatization and Lodging (HELU)



— Regional & Worldwide Engineering Combined (C2E)



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