

Company Overview

Small Business Consulting Corporation (SBCC) is an advising partner and resource for the Department of Defense (DoD) in its efforts to integrate innovative commercial technology and deliver solutions for our nation's defenders. We strive to ensure America's military dominance by integrating superior capabilities into the DoD and across the Federal government.

Through our Commercial Engagement and Integration (CE&I) line of effort, we connect our MAJCOM partners with the nation's premier solution providers. By collaborating with startups, cutting-edge small businesses, tech incubators, accelerators, investors, and other government bodies, we've cultivated an expansive community focused on dual-use technology integration within the defense industrial base for our government clients. Our team pinpoints commercial capabilities that address existing USG client gaps. Funding these solutions primarily through SBIR grants, we ensure that the financial support does not detract from overarching DoD or USAF objectives and priorities.

The CE&I team also supports companies and technologies of interest to our clients by providing events to connect directly, such as through our technology Showcase. Commercial companies are invited to debut their technology solutions for the chance to present or demonstrate materials to our MAJCOM decision makers. All applicants receive feedback from our subject matter expert evaluators, and selected finalists pitch their innovation at a live event. Winners become part of the CE&I portfolio with access to continued advising where our team helps them to identify funding and transition pathways to enable the fielding of valuable commercial solutions.

Company Profile

CEO: Gerald Goodfellow | COO: Tom Wilcox | CGO: Eric Froehlich | Director, Technology & Innovation: Dayton Wenzel
Possesses Facility Clearance | Cleared to TS/SCI | CAGE: 8TVL7 | UEID: MH3HRN41EA66

Service Disabled Veteran Owned Small Business

NAICS

54161 Administrative Management And General Management Consulting Services

Services

- Tech Scouting & Screening
- Market Intelligence and Analysis
- Problem Curation / Requirements Refinement Support
- Acquisition Strategy Support
- Stakeholder Identification
- SBIR / STTR Program Education & Engagement
- Program Management Support
- Nontraditional Acquisition Execution Support
- Technology Test & Evaluation

Accomplishments

- SBCC pilot effort with Air Force Global Strike Command (AFGSC) directly contributed to the reduction of the B-52 simulator programmatic requirements by \$350 million.
- Obtained 7 first-ever MAJCOM Small Business Innovation Research (SBIR) Specific Topics for AFGSC and AETC via AFWERX
- Onboarded, integrated, and transitioned commercial technologies from 45 companies for \$100M in long term recurring revenue, and an additional 47 companies submitted/pending for \$209M.
- 500+ companies in referral network
- Supporting 19 organizations within AFGSC and 4 within AETC