

US Army Materiel Command

LTG Roy Beauchamp

Deputy Commanding General



**Small
Business
Conference**

25-26 June 2002



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Conference Agenda

- **Speakers**
- **Panels**
- **Business Opportunities**
- **Break Out Sessions**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Recognition of Key Players - Government

- **AMC Major Subordinate Commands**

AMCOM	OSC	TACOM
ARL	SBCCOM	USASAC
CECOM	STRICOM	

- **Training & Doctrine Command**
- **National Guard Bureau**
- **Corps of Engineers**
- **Army Medical Command**
- **Army Test & Evaluation Command**
- **Defense Contract Command - Washington**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Large Business Players

- AAI Corp.
- Alliant Techsystems
- AM General Corp.
- BAE Systems
- The Boeing Company
- Kellogg, Brown & Root Services
- Computer Sciences Corp.
- Cubic Defense Systems
- Day & Zimmermann
- DynCorp
- EDS
- EG&G Tech Svcs & Lear Sigler Inc.
- Engineered Support Systems
- Foster Wheeler Environmental Corp.
- General Dynamics
- General Motors Defense
- ITT Industries
- Lockheed Martin
- Microsoft
- Northrop Grumman
- Oshkosh Truck Corp
- Raytheon Company
- Rockwell Collins
- SAIC
- Stewart & Stevenson
- Stone & Webster
- United Defense
- Veritas Software
- VSE Corp



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

What We Do . . .

AMC Mission

**Provide superior technology,
acquisition support, and logistics
to ensure dominant land force
capability for the
United States and its Allies.**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

What We Do . . .

AMC Vision

Dedicated and innovative people:

- Committed to continuously Improving support to soldiers
- Leading the development and integration of new technologies and sustainment processes to transform the Army
- Reshaping the workforce for the 21st Century



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

What We Do . . .

Develop New Technology...



- **Deploy and Maintain Everything the Soldier Uses Across the Full Spectrum of Operations from Combat, to Homeland Defense, and Humanitarian Assistance**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

What We Do . . .

Support the Soldier...

246,646 Wheeled Vehicles



**325,000
Missiles**



4,755 Helicopters



25,546 Combat Vehicles



1,200 Major Weapon Systems

10,000 Line Items of Equipment

160,000 National Stock Items

8 Million Requisitions/Year



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

What We Do . . .

Expenditures

\$21.9 Billion

\$ 9.6 B Direct
\$12.3 B Reimbursable
from Non-AMC/FMS

Research and Development

\$ 3 Billion Program at

- 7 AMC R&D Labs

- 229 Colleges/Universities

148 Patent Applications in 2001

**Ammunition
Wholesale Stockpile
2.9 Million Tons**

\$23.6B Conv Ammo
\$ 9.6B Missiles
\$33.2B Total



Inventories

\$7.27 Billion
(Wholesale Secondary Items)

Requisitions Processed

1.2 Million Army
6.8 Million DLA
(Secondary Items)

**Depot Maintenance
\$2.1 Billion
at 5 Depots**

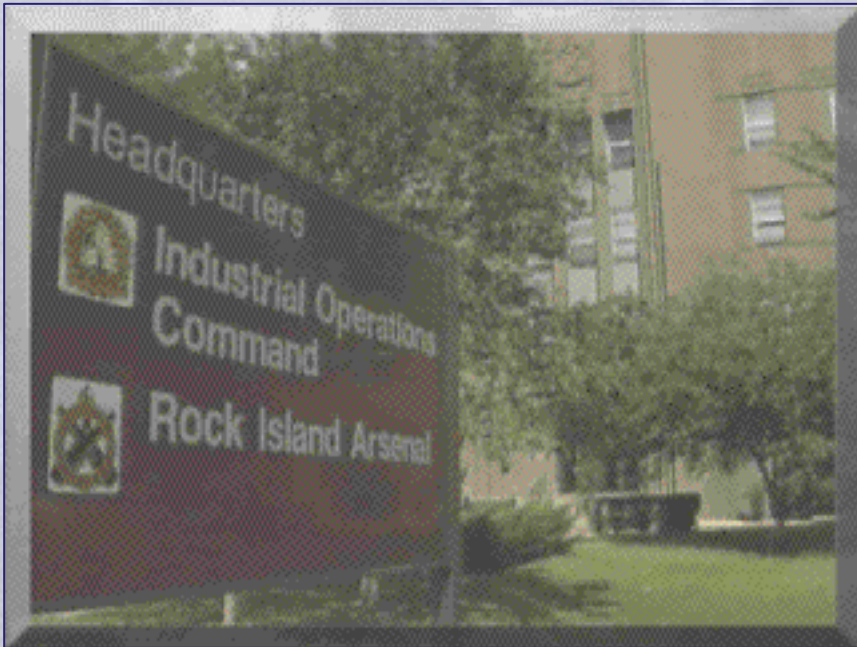
**Foreign Military Sales
4500 Cases Valued
at \$48 Billion**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Operations Support Command

Rock Island Arsenal, IL



Total Contracts \$1.72 Billion

Small Business \$213 Million



MG Manus



Randy Bartholome



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Tank - Automotive and Armaments Command



Warren, MI



Total Contracts \$5.26 Billion

Small Business \$719 Million



MG Thompson



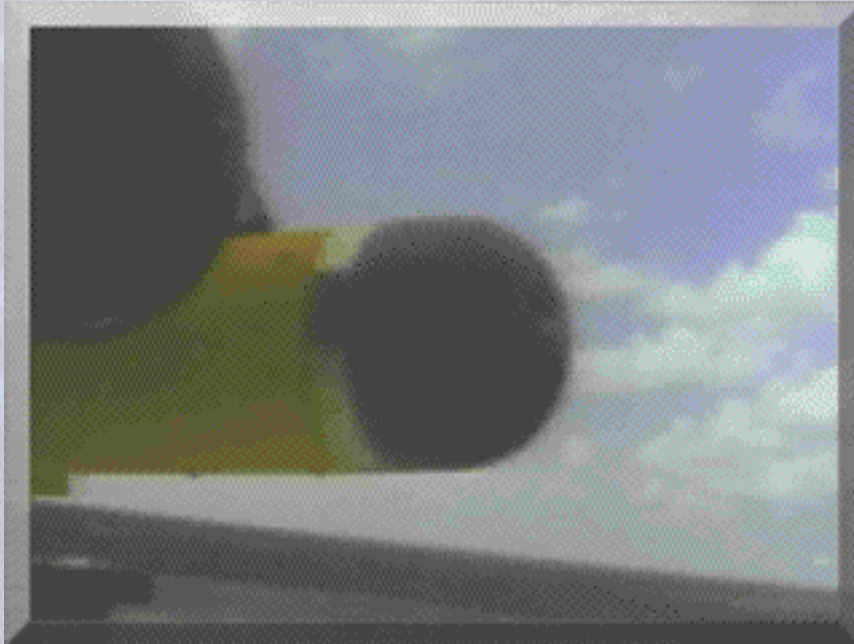
Patricia Redding



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

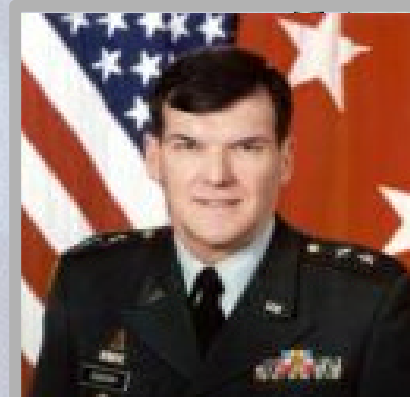
Aviation and Missile Command

Redstone Arsenal, AL

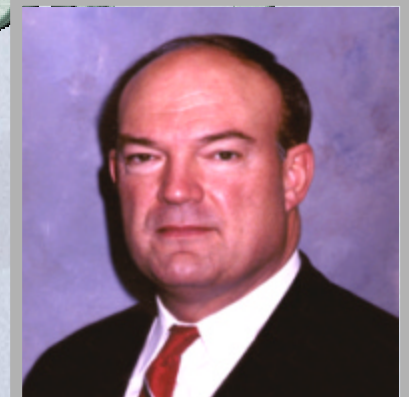


Total Contracts \$5.82 Billion

Small Business \$718 Million



MG Dodgen



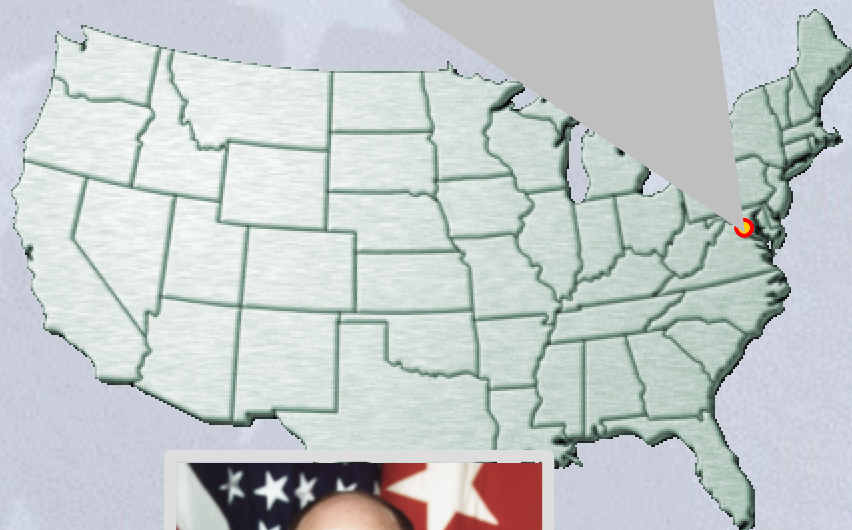
Mitt Merritt, Jr.



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

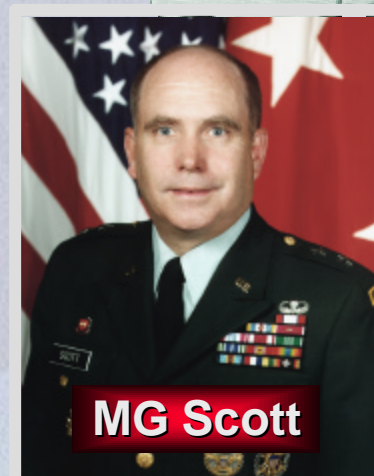
U.S. Army Security Assistance Command

Fort Belvoir, VA



Total Contracts \$ 2.849 Billion

Small Business \$ 65.6 Million

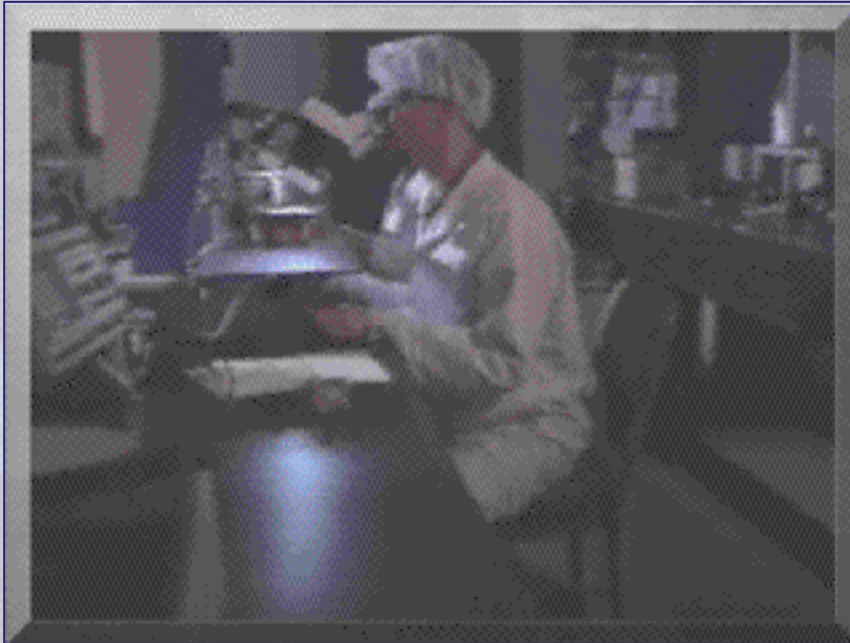


MG Scott



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Army Research Laboratory



Adelphi, MD



Total Contracts \$0.18 Billion

Small Business \$96 Million



Dr. Whalin



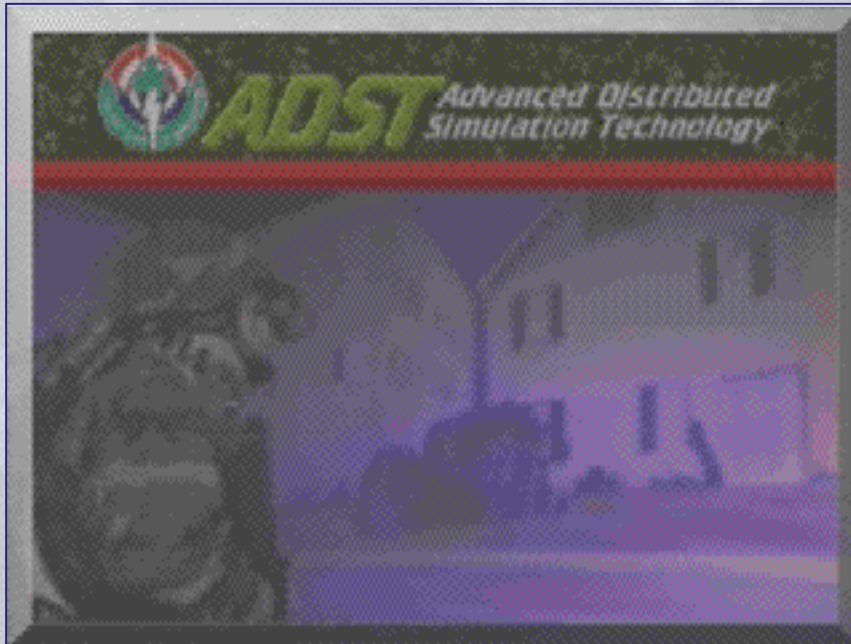
Susan Boblitt



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Simulation, Training and Instrumentation Command

Orlando, FL



Total Contracts \$0.833 Billion

Small Business \$222 Million



BG Seay



Argentina Thompson



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Soldier and Biological Chemical Command



Aberdeen Proving Ground, MD



Total Contracts \$1.05 Billion

Small Business \$371 Million



MG Doesburg



John Rasmussen



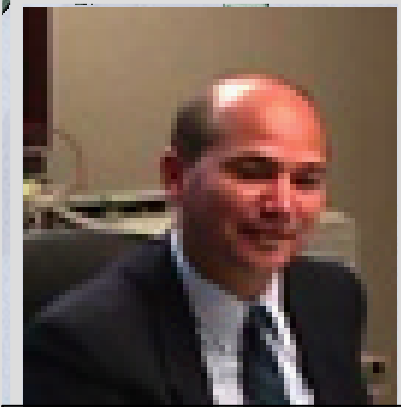
ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Communications – Electronics Command

Fort Monmouth, NJ



MG Russ



Joseph P. Brady

Total Contracts \$4.18 Billion

Small Business \$695 Million



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Small Business is Big Business



At
AMC



Total Contracts \$ 21.9 Billion

Small Business \$ 3.1 Billion



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Total Procurement Awards and Prime Contracts FY01



Total Awards

\$30.8 B

SmBus Prime Contracts

\$9.2 B

AMC - \$3.1 Billion
 All others - \$6.1 Billion
 Others Include:
 ACOE, FORSCOM,
 TRADOC & SMDC

27.2%

\$38.0 B

\$7.6 B

19.0%

\$31.4 B

\$4.9 B

13.8%



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

AMC Partnerships with Industry

	Percent on Contract
● Research and Development (basic)	50%
● Research and Development (applied)	75%
● Hardware Depot Maintenance	42%
● Post Production Software Support	74%
● Army Prepositioned Sets	87%
● Army Wholesale Logistics Modernization (Process Management)	100%
● Ammunition Plant Operations	85%



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Role and Importance of Small Businesses to the Army

- **Cockpit Air Bag System, initiated as SBIR project, transitioned into production. Developer received Tibbetts Award for Excellence in 2001.**
- **Handheld voice-to-voice translation system enables one-way communication from English to many other languages.**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Role and Importance of Small Businesses to the Army

- Virtual Breaker Box enables “on-the-fly” power protection, load shedding, energy management for AC and/or DC power distribution systems. Reduces fuel consumption. 8(a) Woman-Owned.
- Computer Modeling Tools to design composite structural armor for Future Combat System. Woman-owned, Veteran, Disadvantaged Small Business.



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Role and Importance of Small Businesses to the Army

- **Thermal Modeling Software helps Army engineers design vehicles that can be “hidden” from enemy radar.**
- **Ground Penetrating Synthetic Aperture Radar (GPSAR) detects plastic and metallic anti-tank mines and anti-personnel mines in “noisy” electronic backgrounds.**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Role and Importance of Small Businesses to the Army

- **Designed and developed a more mobile, versatile and reliable 2000-gallon water distribution system for tactical use in hostile environments.**
- **Lithium-Ion Batteries for use by soldiers in extremely cold climates. Woman-Owned Small Business.**
- **First 150 Watt, Direct Methanol Fuel Cell System -- Woman-Owned Small Business.**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Conclusion

- **Small Business. . .The engine of American business.**
- **A vital component of AMC's business base.**
- **A vital component of the Army's business base.**
- **27% of Army Dollars Awarded go to Small Business.**
- **We need you working in partnership with us.**
- **Thanks for your great support to our Army.**



ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

*Small Business is
Big Business
in the Army*

***Let's Continue the Dialogue. . .
Let's Continue the Partnership***

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR



*Facing the
Future...*



Together

