



# **ARMY SMALL BUSINESS CONFERENCE**

**"ARMY & SMALL BUSINESS:  
A WINNING PARTNERSHIP"**

**2 November 2005**

**GEN Benjamin S. Griffin**



**"Need to be faster, more agile, less bureaucratic - Need to fight this every day"**

# AMC Associate & Assistant Directors with Commanders



Numbers represent FY 05 authorizations

# Heavy Metal Logistics Video



# Mission

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



**“If a Soldier shoots it, drives it, flies it, wears it, or eats it,  
Army Materiel Command provides it.”**



**"Need to be faster, more agile, less bureaucratic - Need to fight this every day"**



# AMC Commanders and Deputies

## Chemical Materials Agency

Mr. Michael Parker

COL Peter Cooper

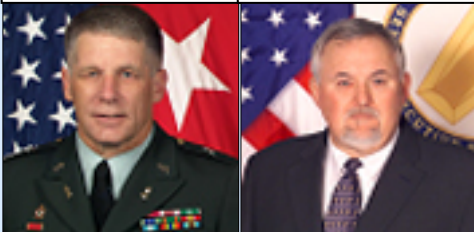


Civilian 2,448 | Military 12

## Tank-automotive & Armaments Command LCMC

MG Mike Lenaers

Mr. Jack Dugan



Civilian 11,241 | Military 99

## Army Field Support Command

MG Jerome Johnson

Mr. Scott Welker



Civilian 5,530 | Military 209

## Army Materiel Command

LTG William E. Mortensen

Ms. Kathryn Szymanski

CSM Daniel K. Elder



Civilian 800 | Military 72

## Presence:

Locations – 149

States – 43

Countries – 55

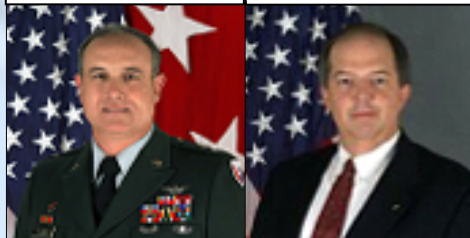
Personnel: 48,966

Total AMC in SWA – 57,279

## Aviation and Missile Command LCMC

MG James Pillsbury

Dr. Richard W. Amos



Civilian 8,246 | Military 208

## Communications-Electronics LCMC

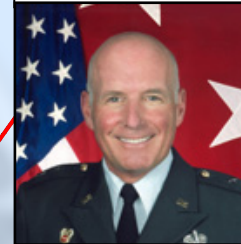
MG Michael R. Mazzucchi

Mr. Victor J. Ferlise

Mr. Edward T. Bair



BG Nickolas Justice



Civilian 6,854 | Military 95

## Research, Development & Engineering Command

MG Roger Nadeau

Dr. Robin Keese

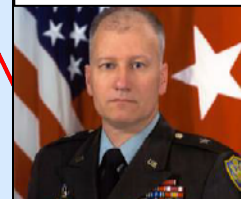


Civilian 12,046 | Military 246

## US Army Security Assistance Command

BG Clinton Anderson

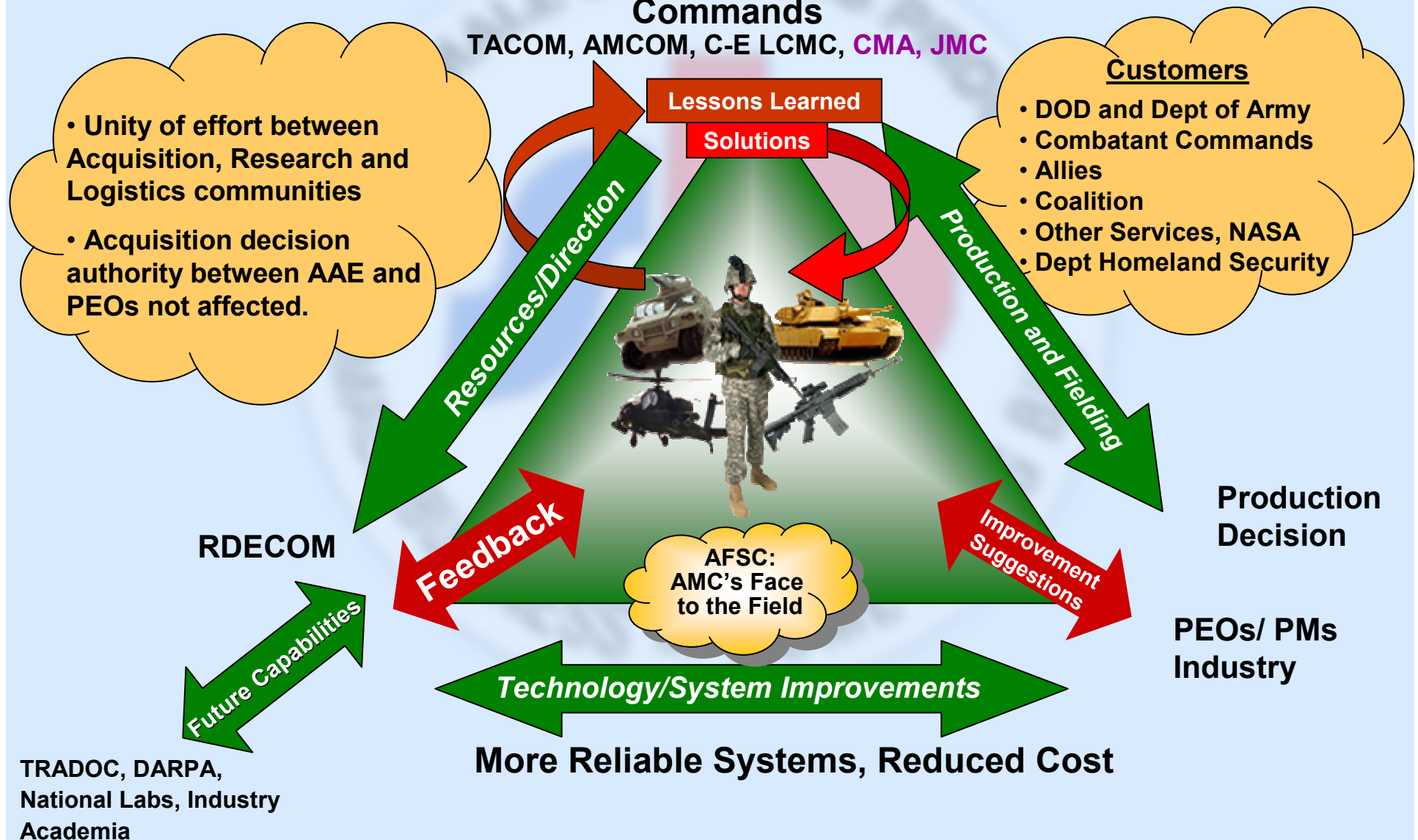
Mr. Rick Alpaugh



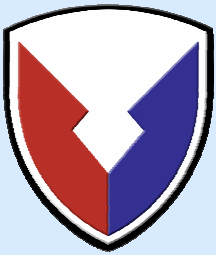
Civilian 560 | Military 50

# Life Cycle Management Commands...Soldier Focused

AMC Life Cycle Management  
Commands  
TACOM, AMCOM, C-E LCMC, **CMA, JMC**





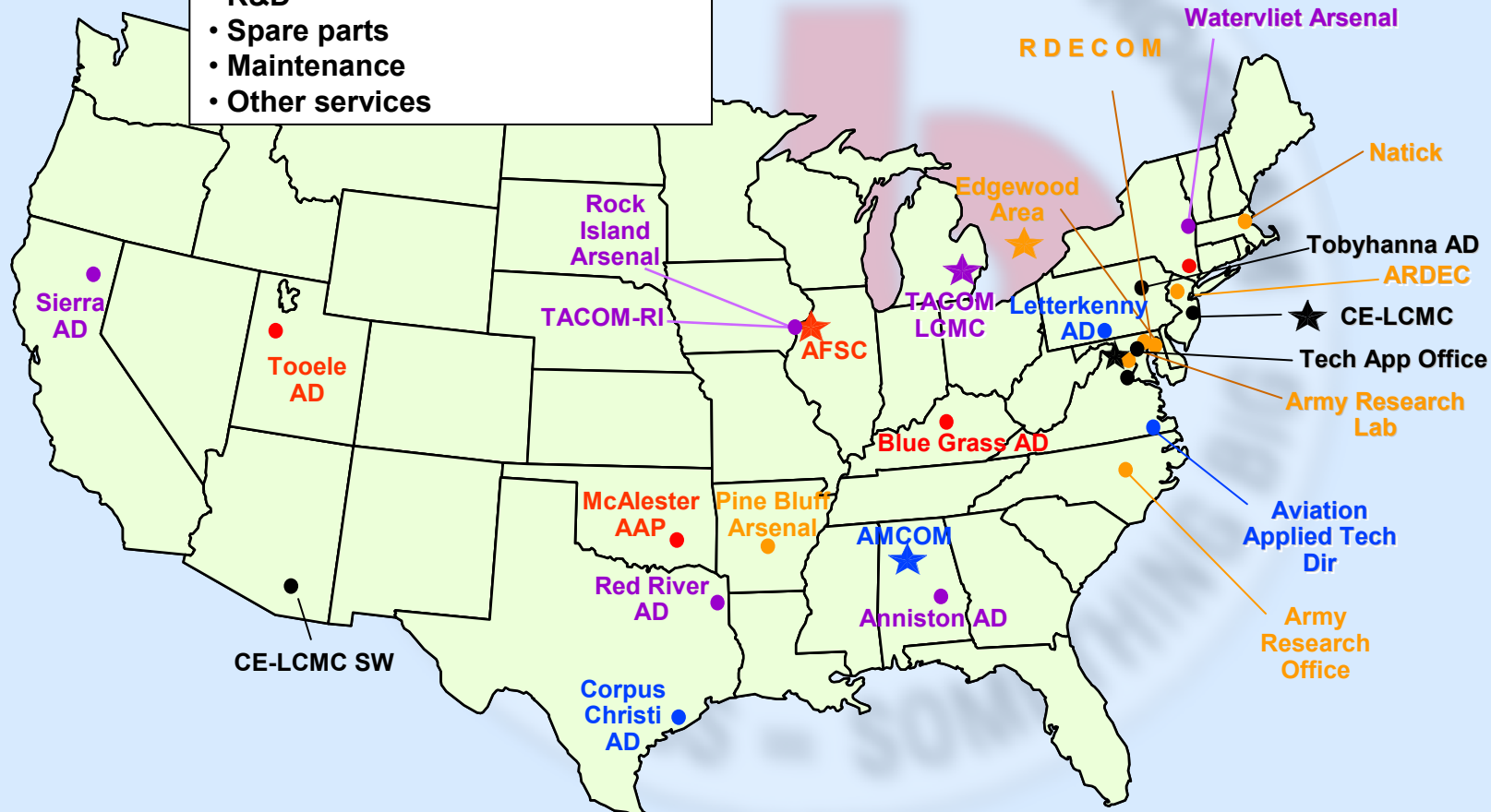


# AMC Small Business Offices



## AMC contracts for:

- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services



## Small Business Specialists

Full Time - 40  
Part Time - 15

- Army Field Support Command (AFSC)
- Aviation and Missile Life Cycle Management Command (AMCOM LCMC)
- Communications-Electronics Life Cycle Management Command (CE-LCMC)
- Research, Development & Engineering Command (RDECOM)
- TACOM Life Cycle Management Command (TACOM LCMC)

# ***Small Business is Big Business At AMC***

**Total Contracts \$ 41.9 Billion**

**Small Business \$ 7.1 Billion**

*Total 2005*



# **Small Business is.....**

## **Big Business!**

- ✱ Nearly 25 Million American small businesses
- ✱ Highly Innovative – 13-14 more patents per employee than large firms
- ✱ Employ half of all private sector employees
- ✱ Generate more than 50% of non-farm U.S. gross domestic product
- ✱ Principal source of net new jobs in the U.S. economy (60-80% over past decade)

## **Smart Business!**

Innovation

Responsiveness

Flexibility

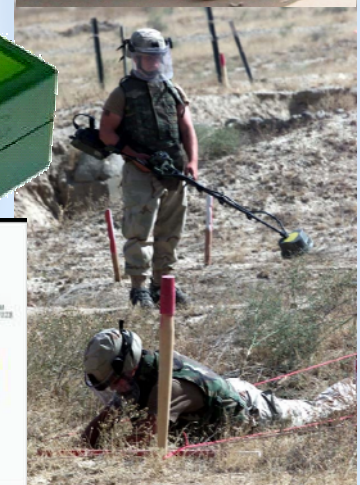
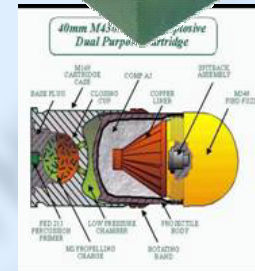
Savings/Value

# Small Business

## A Critical Component of our Defense Industrial Base

### Supporting America's Warfighters

- Batteries, antennas, night vision components, hand-held signal devices
- AH-64 tail rotor blade erosion strips
- Uniforms, body armor, ballistic blankets, munitions
- Unmanned systems, mine detectors
- Modular structures and tents, counter-intelligence analysis, training systems
- Radio frequency tags
- Small Business Innovative Research



**CAPABILITY, CAPABILITY, CAPABILITY!**

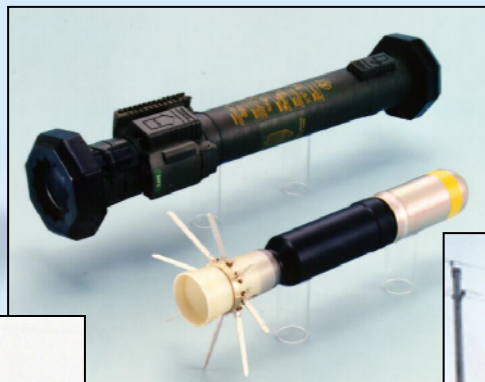


# **Small Business Successes**

- ✱ **Bunker Defeat Munition**
- ✱ **AN/PSS- 14 (Handheld Standoff Mine Detection System)**
- ✱ **BA-5390/U Battery**
- ✱ **HMMWV Mounted Air Conditioner**

# SMAW-D Bunker Defeat Munition (BDM)

**Demonstrated  
Effective Against  
Bunkers, Caves, Walls,  
Buildings & Armor**



**Combat Proven in Afghanistan and Iraq**

**“SMAW-D IS AN AWESOME WEAPON!”  
“MY ONLY REGRET IS THAT WE COULD NOT CARRY  
ENOUGH OF THEM!” – NCO 10<sup>th</sup> Mountain Division**



***Earth & Timber  
Bunker: Before & After***



- **Shoulder-launched Multipurpose Assault Weapon - Disposable (SMAW-D).**
- **Light weight, single shot, disposable.**
- **Designed to defeat earth and timber bunkers, concrete and brick walls, and light armored vehicles.**



# AN/PSS-14

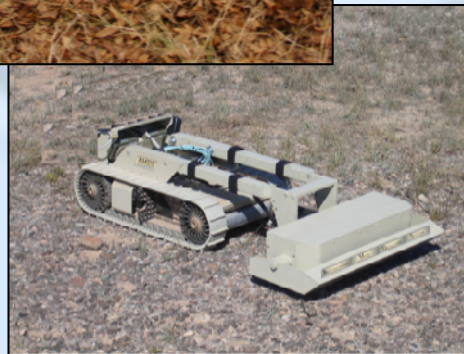
(formerly HSTAMIDS: Handheld Standoff Mine Detection System)



- Produced 210 units in 6 mos. from initial request, 1500 to date.
- Deployed in Afghanistan & Iraq.
- Technology used for other products in support of DOD & other government agencies.
- High probability of detection & low false alarm rate; saves time, reduces costs and saves lives.



Buried Utility Location Sensor



Autonomous Mine Detection Sensor



Through Wall Sensor

# BA-5390/U



- **More mission time**  
(lasts up to 2X longer).
- **Reduced battery**  
carry/disposal requirement .
- **Increased safety**  
(no toxic or corrosive electrolytes).
- **Lower life cycle cost .**



**AN/PSC-5  
Satellite Radio**

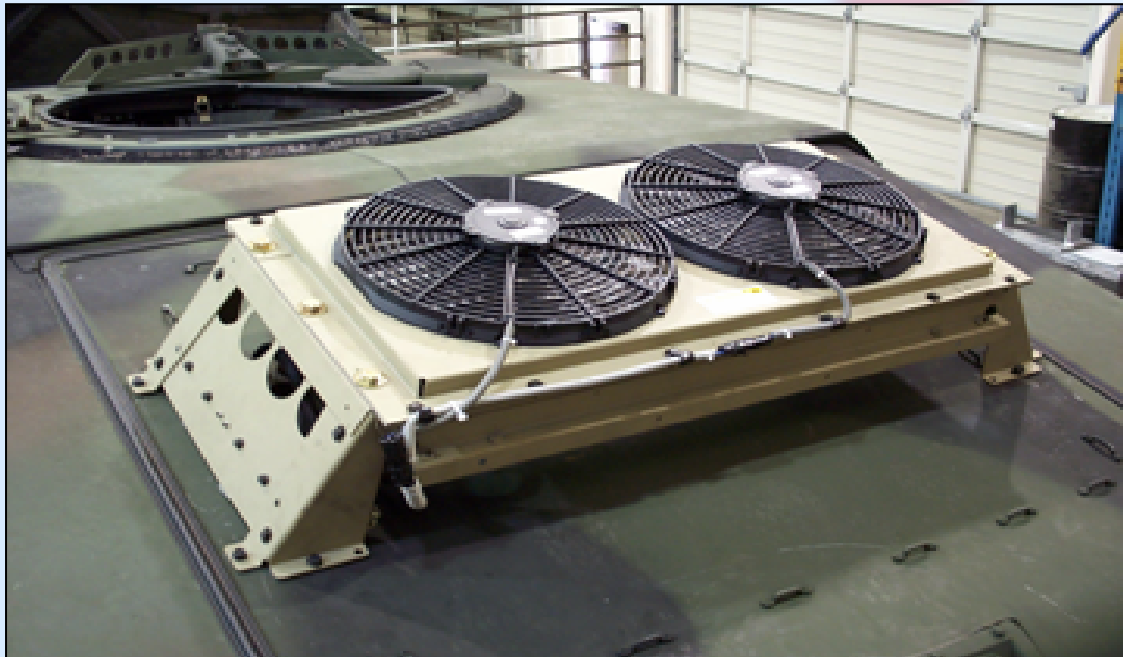


**SINGARS (Single Channel Ground and  
Airborne Radio System) &  
Javelin Command Launch Unit**



**M-22 Chemical Agent Alarm**

# HMMWV Mounted Air Conditioner

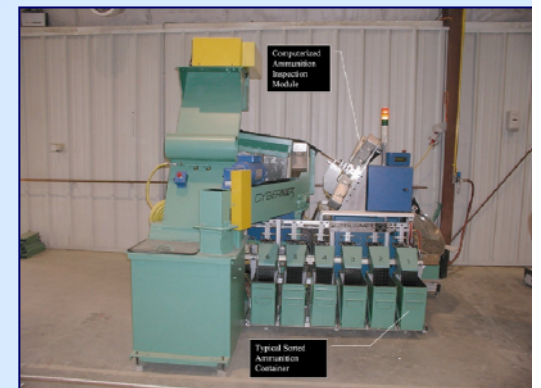


- Developed for Add-on Armor HMMWV.
- Lowers temperatures inside HMMWV as much as 40 degrees F.
- Helps to prevent heat-related fatigue.



# How You Can Help

- ★ On time delivery on all contracts.
- ★ Feedback on how to work smarter.
- ★ Small Business Innovation Research- Maintain situational awareness of current and emerging needs and respond.
- ★ Identify alternative technology solutions to those currently being pursued.
- ★ Continue to become more effective and efficient – Lean your processes.
- ★ Provide effective responses to sources sought notices.



Soldiers Creed Video





# Large Business Exhibitors

**AAI Corp.**

**ATK**

**BAE Systems**

**Boeing**

**Computer Sciences Corp.**

**Cubic Defense**

**EDS**

**Engineered Support Systems, Inc.**

**General Dynamics**

**ITT Industries**

**KBR**

**L-3 Titan Group**

**Lockheed Martin Corp.**

**McKenna Long & Aldridge**

**Northrop Grumman Corp.**

**Oracle**

**Oshkosh Truck Corp.**

**Raytheon Company**

**SAIC**

**Severn Trent Labs, Inc.**

**Stewart & Stevenson**

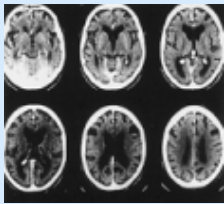
**VSE Corporation**

# Basic Research...

## The Next Generation of Paradigm Shifting Technologies

### Decade of the 1970's

#### Structural Imaging



1971 – First Practical X-ray Computed Tomography Image

#### Microprocessors



1971 – First 4 Bit Microprocessor in Production



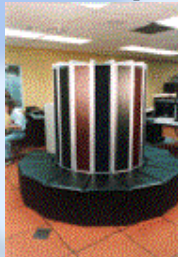
Arcade Games

#### Artificial Intelligence



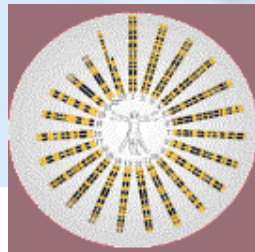
1970-Shakey the robot

#### Supercomputing



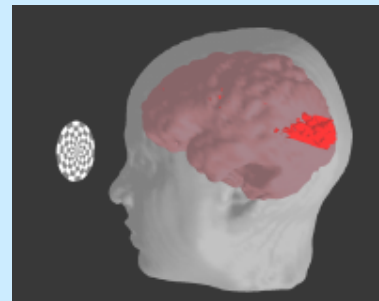
1975 – Cray I Supercomputer

#### Genetic Engineering



### Today for 2020 and beyond...

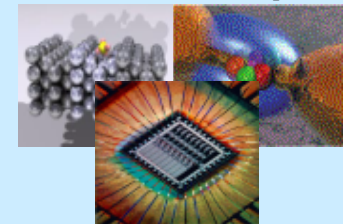
#### Functional Brain Imaging



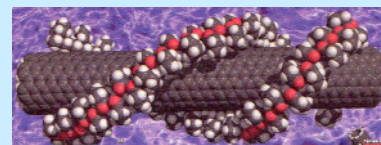
#### Robotics



#### Quantum Computing



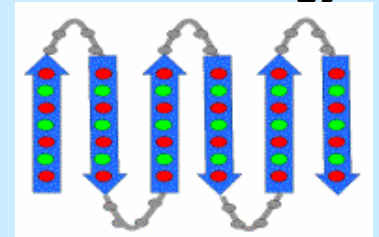
#### Nanotechnology



#### Immersive Environments



#### Biotechnology



# **Focus Areas With Potential Business Opportunities**

- ✱ **Joint mindset**
- ✱ **Transformation – FCS technologies**
- ✱ **The Soldier**
- ✱ **Force Protection**
- ✱ **Weight/cube reductions**
- ✱ **Power management**
- ✱ **Advanced sensor development**
- ✱ **Thermal imaging & optics**
- ✱ **Modularity and adaptability**
- ✱ **Miniaturization & nanotechnology**
- ✱ **Unmanned/autonomous systems/robotics**
- ✱ **Wireless network technologies**
- ✱ **Rapid fielding**
- ✱ **Logistics management**
- ✱ **Data management**
- ✱ **Lean/Six Sigma**



# **Top 10 Reasons to Love SMALL BUSINESS**

*The Office of Advocacy of the Small Business Administration offers the top 10 reasons to love small business, the heart of the American economy*

**10.**

**Small businesses make up more than 99.7% of all employers.**

**9.**

**Small businesses create more than 50 percent of the non-farm private gross domestic product (GDP).**

**8.**

**Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.**

**7.**

**The 22.9 million small businesses in the United States are located in virtually every neighborhood.**

**6.**

**Small businesses employ about 50 percent of all private sector workers.**

**5.**

**Home-based businesses account for 53 percent of all small businesses.**

**4.**

**Small businesses make up 97 percent of exporters and produce 29 percent of all export value.**

**3.**

**Small businesses with employees start-up at a rate of over 500,000 per year**

**2.**

**Four years after start-up, half of all small businesses with employees remain open**

**1.**

**The latest figures show that small businesses create 75 percent of the net new jobs in our economy.**

# AMC Small Business Program

## FY 05 Goals & Performance

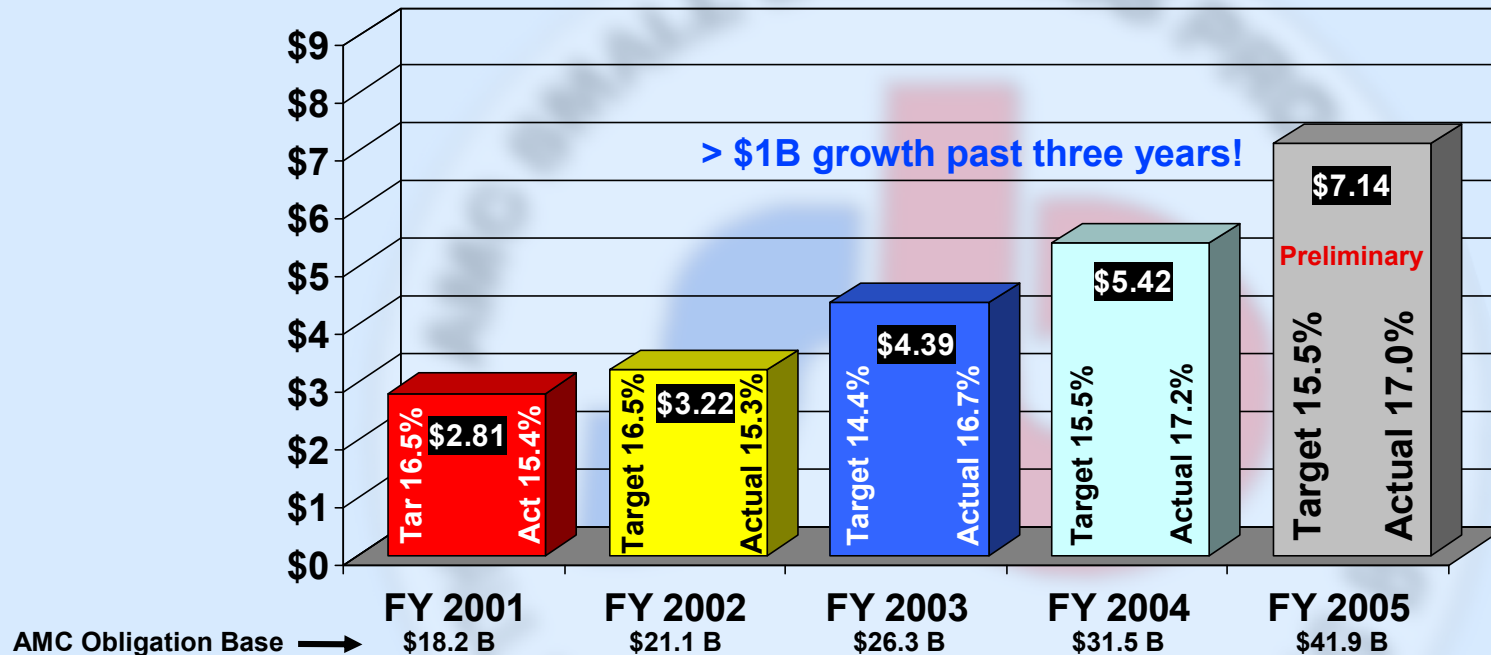
Category	Total Obligations Millions 1 Oct 04 - 30 Sep 05	DA Target % of Obligations	Achieved % of Obligations	% of Actions		06 Targets
Small Business	\$7,138	15.5%	17.0%	58.5%	●	16.5% ↑
Small Disadvantaged Business	\$1,047	3.5%	3.2%	7.9%	●	3.5%
Woman-Owned Small Business	\$721	2.1%	1.7%	8.0%	●	2.1%
Service-Disabled Veteran-Owned SB	\$98	1.0%	0.2%	0.8%	●	1.0%
Historically Underutilized Business Zone (HUBZone)	\$251	1.0%	0.8%	2.3%	●	1.3% ↑
Historically Black Colleges & Universities/Minority Institutions (HBCU/MIs)	\$22	11.8%	14.6%	13.9%	●	12.3% ↑

Base for other than HBCU/MI is total AMC awards to all US businesses – nearly \$42 billion

HBCU/MI base is total AMC awards to Higher Education Institutions – over \$199 million

# AMC Small Business Program Performance

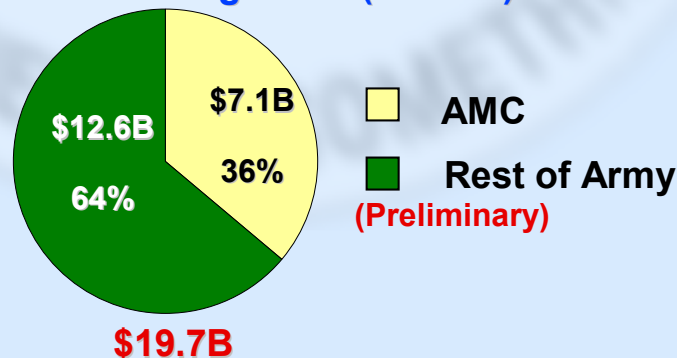
## Small Business Obligations (billions)



**58.5%** of 62,421 contract actions awarded to small businesses!

**69.4%** competed!

## SMALL BUSINESS Obligations (billions)





# Pursuing Transformational Capabilities

**Smaller, Lighter, Faster—Smarter**

## Current Force



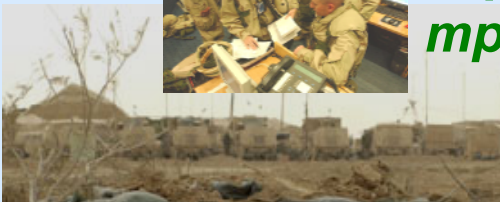
**~100 lb.  
load**



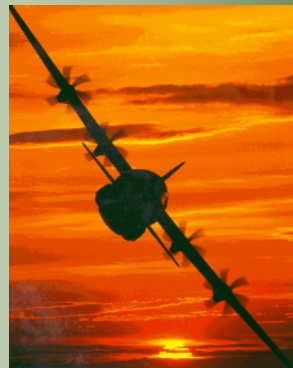
**70+  
tons**



**< 10  
mph**



**From Platforms to  
System of Systems**



**C-130-Like  
Transportability**

## Future Force

**< 40 lb.  
effective  
load**



**Fully networked**



**< 20  
tons**

**> 40  
mph**

