



U.S. ARMY MATERIEL COMMAND

AMC Small Business Program

Supporting the Warfighter
GEN Benjamin S. Griffin



10th Annual Small Business Conference
1-2 November 2006



“Need to be faster, more agile, less bureaucratic... Need to fight this every day”



MISSION



As of 18 Oct 06

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



As of 19 Oct 2006

Tank-automotive & Armaments Command LCMC

MG Mike Lenaers	Mr. Jack Dugan

Civilian 13,089 | Military 97

Army Materiel Command

LTG William E. Mortensen	Ms. Kathryn A. Condon	CSM Daniel K. Elder

Civilian 820 | Military 62

Communications-Electronics LCMC

MG Michael R. Mazzucchi	Mr. Victor J. Ferlise

Civilian 7,192 | Military 85

Joint Munitions & Lethality LCMC

BG Paul S. Izzo	Mr. James Sutton	BG James Rogers

Civilian 4,206 | Military 15

Presence:

- Locations – 149
- States – 43
- Countries – 55
- Personnel: 53,181
- Contractors: 38,000+
- Total AMC in SWA – 57,279

Research, Development & Engineering Command

MG Roger Nadeau	Mr. David J. Shaffer

Civilian 11,814 | Military 245

Army Sustainment Command

MG Jerome Johnson	Mr. Scott Welker

Civilian 1,183 | Military 696

Aviation and Missile Command LCMC

MG James Pillsbury	Dr. Richard W. Amos

Civilian 8,623 | Military 107

Military Surface Deployment & Distribution Command

MG Kathleen Gainey	Ms. Patricia Young

Civilian 1,670 | Military 204

Chemical Materials Agency LCMC

Mr. Michael Parker	Mr. Kevin Flamm

Civilian 2,432 | Military 18

US Army Security Assistance Command

BG Clinton Anderson	Mr. Rick Alpaugh

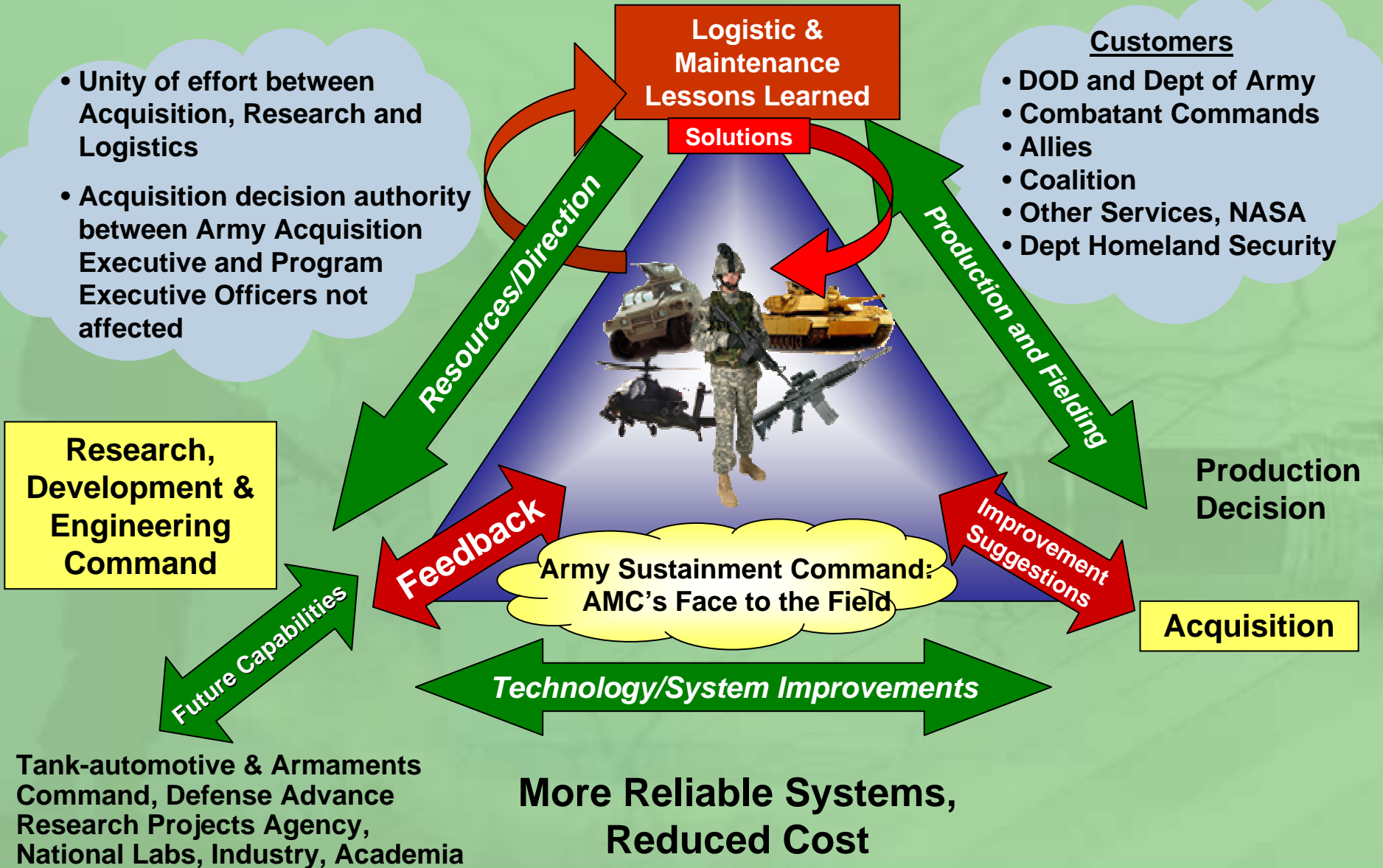
Civilian 560 | Military 49



Life Cycle Management Commands... Soldier Focused

Depots, Arsenals, Ammunition Plants

TACOM, AMCOM, C-E LCMC, CMA, JM&L





"Providing Support to the Joint Warfighter"



As of 18 Oct06

Transforming Army Materiel Command from an organization that is "Production-based, commodity-focused, and platform-centric" to one that is

"Service-based, capabilities-focused, and unit-centric" -- GWOT

ORGANIZATIONAL CHANGE

- Life-Cycle Management Commands
- Army Sustainment Command
- Army Field Support Brigades
- Brigade Logistic Support Teams
- Base Realignment and Closure (BRAC)
- Surface Deployment and Distribution
- Installation Maintenance and Ammunition Facilities
- Security Assistance

End State

"Cradle-to-Grave Capabilities Support"

CULTURE OF INNOVATION

- Safety
- Lean Six Sigma
- Depot Commanders Course
- Outreach to Industry
- Partnerships
- Performance Based Logistics
- Rapid Review Teams
- Research & Development/Technology to the Warfighter
- Army's Greatest Inventions
- Human Capital Strategy

End State

"Efficient Production Processes"

COMPLEX SERVICES

- Support to ARFORGEN
- Forward Repair Activities
- Unit-focused RESET
- Small Arms Repair Teams
- Left-Behind Equipment
- Theater Provided Equipment
- Add-on-Armor / Safety
- LOGCAP & Contingency Contracting
- Fleet Management
- Industrial Capabilities
- Ammunition Enterprise
- Chemical Storage & Demil

End State

"Customer Focused Solutions"

KNOWLEDGE MANAGEMENT

- Condition Based Maintenance
- Global Help Desk
- Central Technical Support Facility (CTSF)
- Logistic Automation Test Bed at Sierra Depot
- Factory-to-Foxhole Visibility
- Single Army Logistics Enterprise
- Lessons Learned
- Quantitative Metrics and Analysis

End State

"Data Driven Decisions"



Mission

Ensure that a fair portion of contract awards is placed with small business enterprises

Achieving **optimum** small business participation by seeking small business solutions first

AMC contracts for:

- Weapon systems and equipment
- R&D
- Spare parts
- Maintenance
- Other services (eg. IT, Engineering Support, Logistics, etc.)



Deputy Commander HQ A M C EDCG



Scott Crosson
Civ 800 Mil 72

T A C O M



Civ 11,241 Mil 99
Patricia Redding

C E C O M



Marcia Easton



AMC Associate & Assistant Directors with Commanders

A F S C



Civ 5,530 Mil 209
Robert Matthys

A M C O M



Civ 8,246 Mil 208
David Seitz

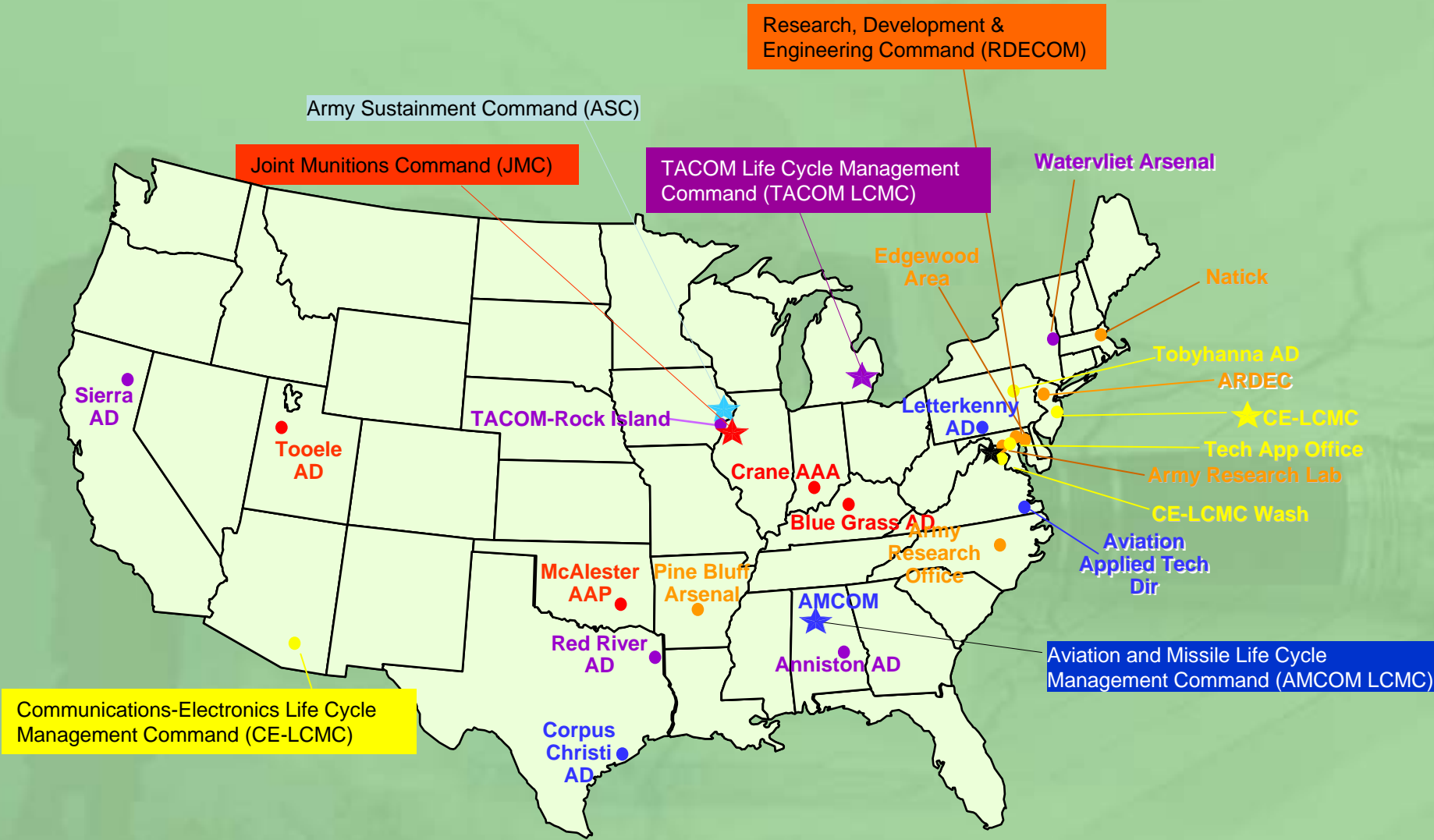
R D E C O M



Civ 12,046 Mil 246
John O'Brien



AMC Small Business Offices





Small Business is Big Business At AMC

Total Contracts \$ 41 Billion

Small Business \$ 6.1 Billion

Total 2006 as of 12 Oct



Small Business

A Critical Component of our Defense Industrial Base



Supporting America's Warfighters ... *in Army Transformation*

- Small Business Innovative Research

and on the battlefield today

- Unmanned systems, mine detectors
- Uniforms, body armor, ballistic blankets, munitions
- Air beam maintenance shelters and lightweight tactical tents
- Batteries, antennas, night vision components, hand-held signal devices



CAPABILITY, CAPABILITY, CAPABILITY!



Success Stories



- 40MM Grenade Family of Munitions
- Full Spectrum Active Protection Close-In Layered Shield (FCLAS) System
- Army Prototype Integration Facility
- SATCOM Transportable Terminals
- Dual band Antenna
- Multi-Function Controlled Robot
- Micro Fuel Cell Systems for Portable Devices



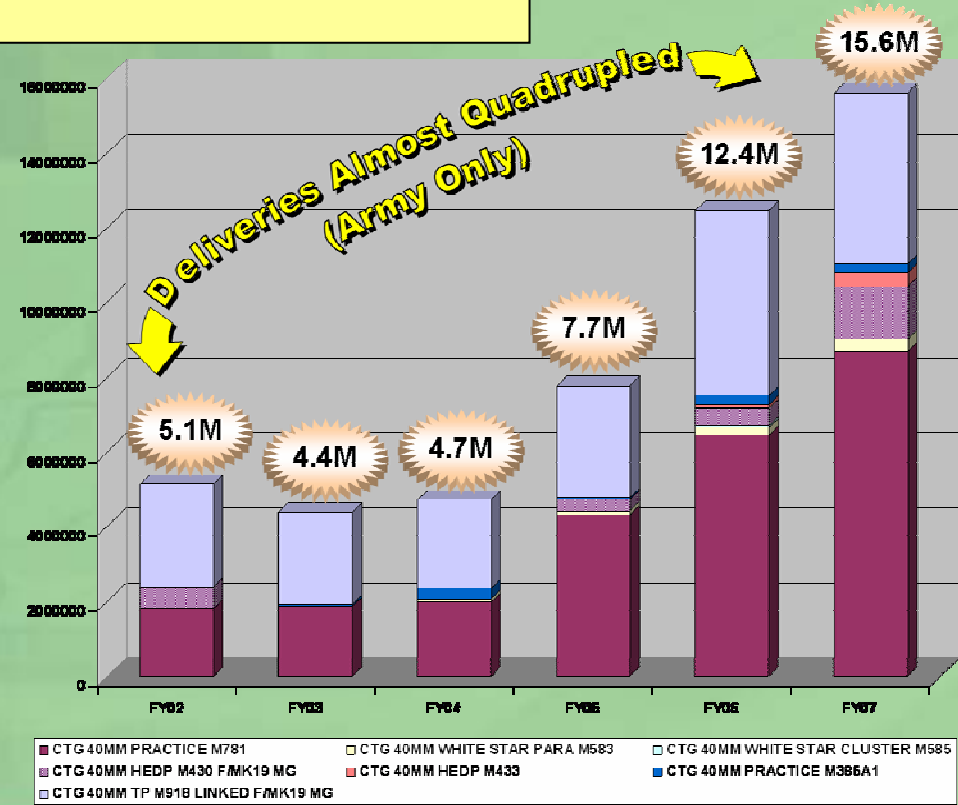
40MM Grenade Family of Munitions

Empowering Small Business



Critical Munition for the Warfighter!

- Small Business Is the 40MM Industrial Base
- PM Maneuver Ammunition Systems (PM MAS) Empowering Small Business:
 - Implemented a Systems Approach With Contractors Leading
 - Two Joint Venture Small Business Teams
 - Two 8A Team Members
 - Approached Products as a Family Not as Individual Items





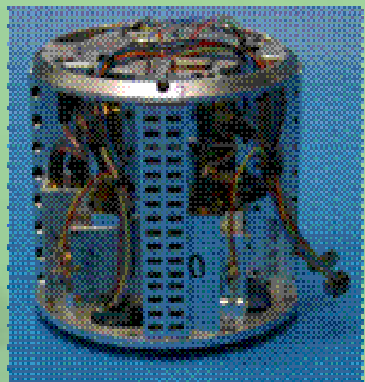
FCLAS



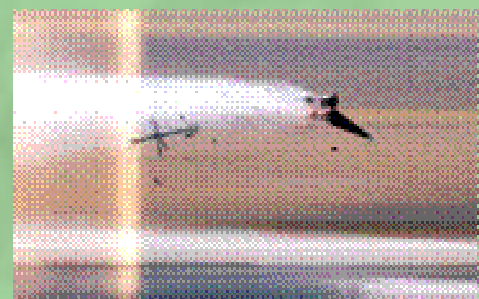
(Full Spectrum Active Protection Close-In Layered Shield) System

FCLAS System
(Full Spectrum Active Protection Close-In Layered Shield)

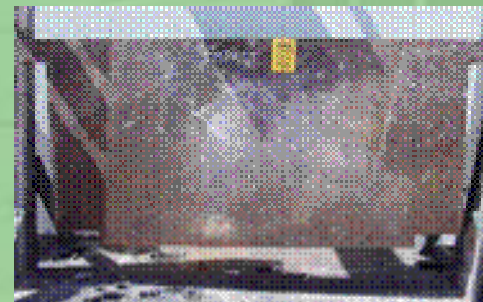
FCLAS Test Results



FCLAS Sensor
Detects inbound missiles, triggers detonation of FCLAS countermeasure
Developed by **Chang Industry**



Interception of threat by countermeasure



Steel target plate indicating no penetration



Army Prototype Integration Facility



(AMCOM Receives 100% Credit as 8(a) Obligations - \$641M To Date)



- **Small Business Support:** Joint Venture Yulista, an 8(a) Company, and Science & Engineering Services Inc. have established An Aggressive Small Business Subcontracting Program with 123 Small Businesses Participating
- **Scope:** Manufacturing, Technical & Hardware Support As Prime Contractor Supporting the U.S. Army Prototype Integration Facility (PIF), Redstone Arsenal, AL
- **Contract Ceiling:** \$1.4 Billion (10 year – 2002 to 2012)
- **Obligations To Date:** \$641 Million



SATCOM TRANSPORTABLE TERMINALS

- Provided by **Datapath, Inc., Duluth, GA**
- Provides intra-theater satellite communications transmission for the Modularized Force Structure supporting UE/AU communications
- Ku-Band trailer designed for future Ka-Band upgrade
- Trailer chassis equipment common to High Mobility Multi-Purpose Wheeled Vehicle (HMMWV) and High Mobility Trailers (HMT)



Part of
Commercial SATCOM
Terminal Program



SBIR Success Supporting OEF / OIF



Small Multi-decade Communications and Electronic Warfare (EW) Antenna

- **First RF Corporation**, Boulder, Colorado developed Passive Antenna technology
- Two basic antenna approaches utilizing First RF antenna technology
 - Monopole technology
 - Slot technology

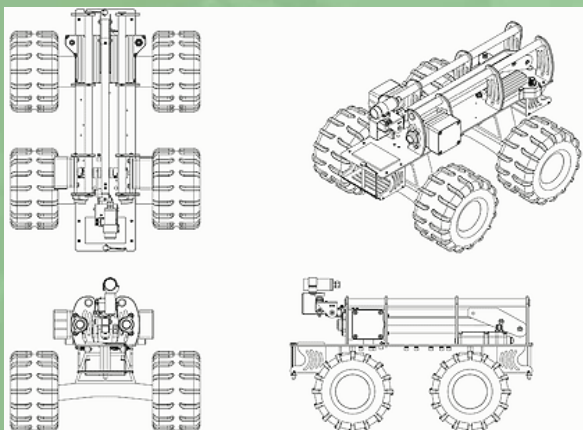
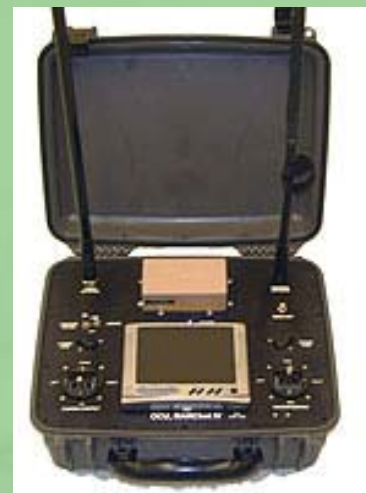




Multi-function Controlled Robot



Low-cost platform intended as a disposable-type asset to address otherwise problematic technical support/logistics of complex, expensive robots



Developed by:

Exponent





Ultracell Corporation (Livermore, CA)

- Micro fuel cell systems for portable devices.
- UltraCell is delivering complete fuel cell systems to OEM customers in mobile computing, military, and ruggedized portable applications.
- The Communications-Electronics Research, Development, and Engineering Center has been working with Ultracell on the development of the XX25, a 25W Reformed Methanol Fuel Cell for Soldier Power applications.



The Ultracell XX25 units will be extensively evaluated against Military-Standard testing specifications by CERDEC



Army Focus Areas

Potential Business Opportunities



- FCS technologies
- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Miniaturization & nanotechnology
- Unmanned/autonomous systems/robotics
- Wireless network technologies
- Logistics & supply chain management
- IT Support



How You Can Help



- Provide effective responses to sources sought notices
- On time delivery on all contracts
- Feedback on how to work smarter together
- 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



Large Business Participants



- AAI Corporation
- Alliant Techsystems
- Armor Holdings
- BAE Systems
- CSC
- DRS Technologies
- EDS
- General Dynamics
- Lockheed Martin
- Northrop Grumman Corporation
- Oshkosh Truck Corporation
- ITT
- SAIC
- The Boeing Company
- VSE Corporation



FOCUSED ON THE
WARFIGHTER