



# Small Business Contracting Opportunities



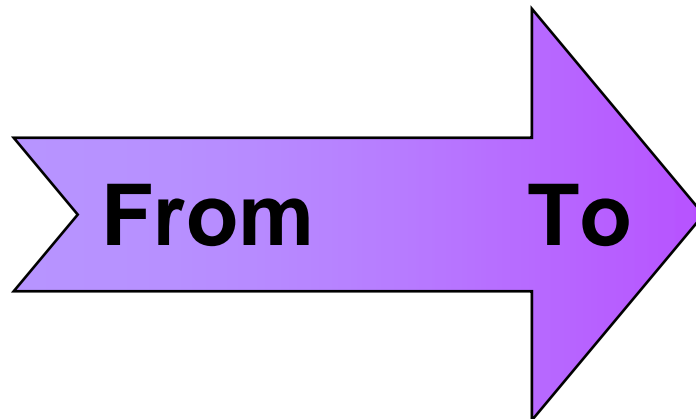
## 11th Annual Small Business Conference November 8, 2007

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Joint MRAP Vehicle Program  
Marine Corps Systems Command



# Program Objective

Provide Warfighters multi-mission platforms capable of mitigating IED, underbody mine and small arms fire threats





# MRAP Vehicle Categories



**MRAP CAT I**

- Urban Combat Operations
- 4X4 & 6X6 6 passenger (pax)
- Curb Wt: 14,000 lbs
- Combat Wt: 16,000 lbs
- Payload: 10,000 lbs



**MRAP CAT II**

- Multi-mission (convoy escort, troop transport, ambulance, EOD, combat engineer)
- 6x6 10 pax
- Curb Wt: 30,000 lbs (4x4)  
38,000 lbs (6x6)
- Combat Wt: 38,000 lbs (4x4)  
52,000 lbs (6x6)
- Payload: 6,000 lbs (4x4)  
14,000 lbs (6x6)



**MRAP CAT III**

- FPI Buffalo
- Mine/IED Clearance Operations
- 6x6 12 pax
- Curb Wt: 45,000 lbs
- Combat Wt: 80,000 lbs
- Payload: 38,000 lbs



# MRAP Vehicle Requirements

- Joint Requirements Oversight Council memorandum of 5 Sep 07
  - Raised total requirements to 15,374
  - Increased Army interim requirement from 2,500 to 10,000 vehicles
  - Added 100 vehicles for ballistic testing

	CAT I	CAT II*	CAT III	Total
<b>USMC</b>	3,039	599	62	3,700
<b>Army</b>	4,894	5,106		10,000
<b>Navy</b>	421	123		544
<b>Air Force</b>	631	66		697
<b>US SOCOM</b>	333			333
<b>Ballistic Testing</b>	50	50		100
<b>Total</b>	9,368	5,944	62	15,374

\* CAT II total includes 416 Ambulance configured vehicles





# Vehicles on Order

as of 31 Oct 07

Manufacturer	Variant	Test	USMC	Army	Navy	Air Force	SOCOM	Totals	Total By Manufacturer
<b>BAE</b>	Cat I	6		25			259	290	} 1131
	Cat II	6		707				713	
	HAGA		5	123				128	
<b>BAE TVS</b> (Armor Holdings)	Cat I	6		1148				1154	} 1170
	Cat II	6		10				16	
<b>FPII</b>	Cat I	6	1560		250	25		1841	} 2759
	Cat II	6	418	300	95	41		860	
	Cat III		58					58	
<b>IMG</b>	Cat I	6	100	2449		400		2955	} 2971
	Cat II	6		10				16	
<b>GDLS-C</b>	Cat I	6		604				610	} 610
	<b>Total</b>	<b>54</b>	<b>2141</b>	<b>5376</b>	<b>345</b>	<b>466</b>	<b>259</b>	<b>8641*</b>	

\* Excludes 174 vehicles not counted toward requirements.



## Program Highlights

- Rapid Deployment Capability to ACAT ID in 8 months
- Highest priority DoD acquisition program
- Multiple awards to meet urgent production requirements (Jan 07)
- First vehicles in theater 4 months after contract awards
  - 8641\* on order (as of 31 Oct 07)
  - 578 in theater (as of 31 Oct 07)
- Production from 10/mo (Feb 07) to over 1200/mo (Dec 07)
- Obligated - \$7.5B (as of 31 Oct)
- Estimated program value thru FY 09 - \$24.5B (based on 15,374 vehicles)

\* Excludes 174 vehicles not counted toward requirements.



# Contracting Realities

## *Challenges*

- Fast moving & well underway
- Established supplier bases
- MRAP II solicitation closed 1 Oct 07
- Potential impact of system level tests (survivability)

## *Opportunities*

- Five primes with substantial production orders
- Best point of entry is via primes
  - Company representatives at conference
- Small businesses should explore
  - Second source plans
  - Performance improvements (ECPs & MRAP II)
  - Support services
  - Logistics support



# Technology Insertion Efforts

- **Survivability**
  - Underbody, ballistic glass, seats, fire suppression
- **Payload & power improvements**
- **Emerging threats**
  - Explosively Formed Penetrators (EFPs)
  - Rocket Propelled Grenades (RPGs)
- **Other**
  - Mobility & safety enhancements
  - Lighting for threat identification





# Potential Future Business Areas

- Small businesses offer unique solutions and insights. Areas of future program involvement may include:

### Spare & repair parts

Computer systems

Specialty consulting

Electronic systems

Engineering services

Hardware systems development

Parts processing services

Logistics support

Training systems/services

Product support

Risk management

Shop safety equipment

IT & networking support

- Other opportunities may include:
  - Prototyping, re-design
  - Research and development
  - Weight, space, power management
  - Maintenance services



# Prime Contractor Points of Contact

Company	Contact	Phone	Email
 <p><b>BAE Systems</b></p>	Eric Wentz	(717) 225-8733	eric.wentz @baesystems.com
 <p><b>BAE-Tactical Vehicle Systems</b></p>	Ross Deherrera	(713) 867-1861	Ross.deherrera @baesystems.com
 <p><b>Force Protection</b></p>	<a href="http://www.forceprotection.net/contacts/suppliers.html">http://www.forceprotection.net/contacts/suppliers.html</a>		Info @forceprotection.net
 <p><b>GDLS-Canada</b></p>	Dale Glitiz	(519) 964-5643	gilletd @gdls.com
 <p><b>International Military &amp; Government</b></p>	<a href="http://InternationalSupplier.com">InternationalSupplier.com</a>		IntlSupplier @Nav-International.com



# Government Points of Contact

Organization	Function	Name	Phone	Email
Marine Corps Systems Command	Small Business	Jeraline Artis	(703) 432-3946	<a href="mailto:jeraline.artis@usmc.mil">jeraline.artis@usmc.mil</a>
TACOM Life Cycle Mgmt Command	Small Business	Ron Fiorani	(586) 574-6625	<a href="mailto:ronald.fiorani@us.army.mil">ronald.fiorani@us.army.mil</a>
Army Research Lab Liaison - ASA(ALT)	Tech Dev	Dr. Reed Skaggs*	(703) 601-1516	<a href="mailto:reynolds.reed.skaggs@us.army.mil">reynolds.reed.skaggs@us.army.mil</a>
EG&G Technical Services**	Acq/Prog Mgmt	Donald Brown	(703) 441-7004	<a href="mailto:dabrown@egginc.com">dabrown@egginc.com</a>
MKI Systems**	Proposal Mgmt	Rock Saluja	(703) 884-9922	<a href="mailto:rsaluja@mkisystems.com">rsaluja@mkisystems.com</a>
MRAP Vehicle JPO	Acq Mgmt	Scott Crosson	(540) 288-5701	<a href="mailto:scott.crosson@usmc.mil">scott.crosson@usmc.mil</a>

\* Reference Andy Rodgers, MRAP Vehicle Spiral Development APM

\*\* Joint program office support contractor

Joint MRAP



Vehicle Program

# Seeking Innovative Small Businesses to Help

## Protect Warfighters!

