



U.S. ARMY MATERIEL COMMAND

12th Annual Small Business Conference

12-13 November 2008



AMC Small Business Program *Supporting the Warfighter*

Ms. Kathryn Condon

Executive Deputy to the Commanding General



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



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, communicates with it, or eats it - AMC provides it.*”



Restore Balance through 4 Imperatives: Sustain, Prepare, Reset, Transform
-Army Posture Statement 2008

AMC Commanders and Deputies

TACOM LCMC

| | |
|--|---|
| MG Scott West | Mr. Jack Dugan |
|  |  |
| Civ. 14,717 Military 100 | |

Aviation and Missile LCMC

| | |
|--|---|
| MG James Myles | Mr. Ronald Chronister |
|  |  |
| Civ. 8,680 Military 98 | |

Joint Munitions & Lethality LCMC

| | |
|---|--|
| BG William Phillips | BG Wyche |
|  |  |
| Civ. 5,351 Military 17 | |

CECOM LCMC

| | |
|--|---|
| MG Dennis Via | Mr. Ed Thomas |
|  |  |
| Civ. 8,177 Military 243 | |




Joint Munitions Command

| | |
|--|--|
| BG Wyche | Mr. Jyuji Hewitt |
|  |  |
| Civ. 5,348 Military 20 | |

Chemical Materials Agency

| | |
|---|---|
| Mr. Conrad Whyne | Mr. Don E. Barclay |
|  |  |
| Civ. 1,816 Military 16 | |

H.Q. Army Materiel Command

| | | |
|---|--|---|
| LTG Ann E. Dunwoody | Ms. Kathryn A. Condon | CSM Jeffrey J. Mellinger |
|  |  |  |
| Civ. 1,168 Military 84 | | |



Research, Development & Engineering Command

| | |
|---|---|
| MG Fred D. Robinson Jr | Mr. Gary Martin |
|  |  |
| Civ. 11,826 Military 250 | |

Military Surface Deployment & Distribution Command

| | |
|---|---|
| BG James L. Hodge | Ms. Patricia Young |
|  |  |
| Civ. 1,726 Military 169 | |

US Army Security Assistance Command

| | |
|--|--|
| BG Michael J. Terry | Mr. Rick Alpaugh |
|  |  |
| Civ. 560 Military 49 | |

Army Sustainment Command

| | |
|--|--|
| MG Robert Radin | Mr. Scott Welker |
|  |  |
| Civ. 1,562 Military 613 | |

Assembled Chemical Weapons Alternatives Program

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|---|---|
| Mr. Kevin Flamm | Mr. William Pehlivanian |
|  |  |
| Civ. 34 Military 0 | |

| | | |
|---|---|---|
| Army Contracting Command | Expeditionary Contracting Command | Installation Contracting Command |
| Mr. Jeffrey Parsons | BG Camille Nichols | Mr. Bryon Young |
|  |  |  |
| Mil: 777 Civ 5,820 | | |

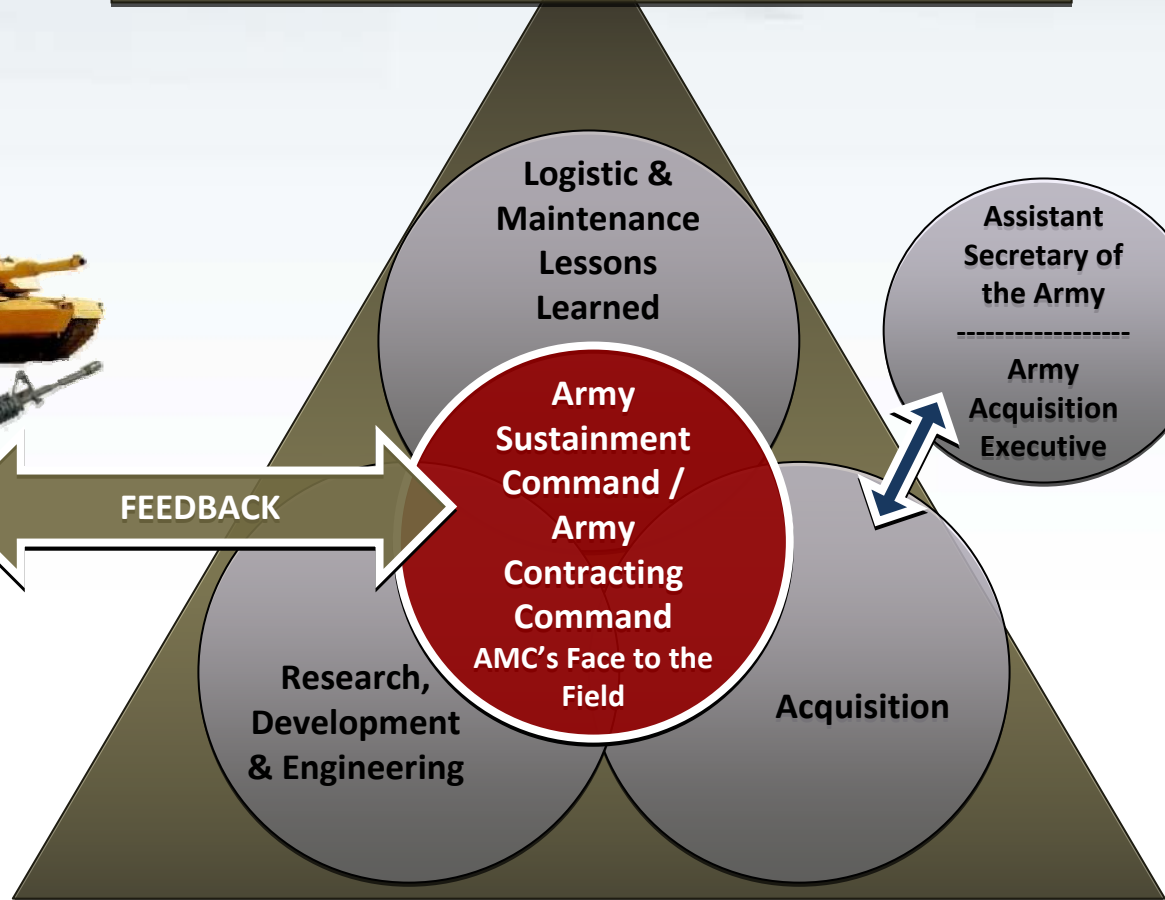
Chart updated: 23Sept 2008



Life Cycle Management

Soldier Focused – Foxhole to Factory Enterprise

Life Cycle Management Commands
CECOM, JM&L, AMCOM, TACOM





AMC Small Business Program



Mission

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

VISION:

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

AMC CONTRACTS FOR:

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



AMC Commanders & Small Business Representatives



Army Materiel Command

| | | | |
|-------------------------|---------------------|--------------------|-----------------|
| ★★★★ | ★★★ | 🏆 | |
| GEN Benjamin S. Griffin | LTG Ann E. Dunwoody | Ms. Kathryn Condon | Ms. Nancy Small |
| | | | |

TACOM

| | |
|---------------|--------------------|
| MG Scott West | Mr. John D. Madden |
| | |

JM&L LCMC

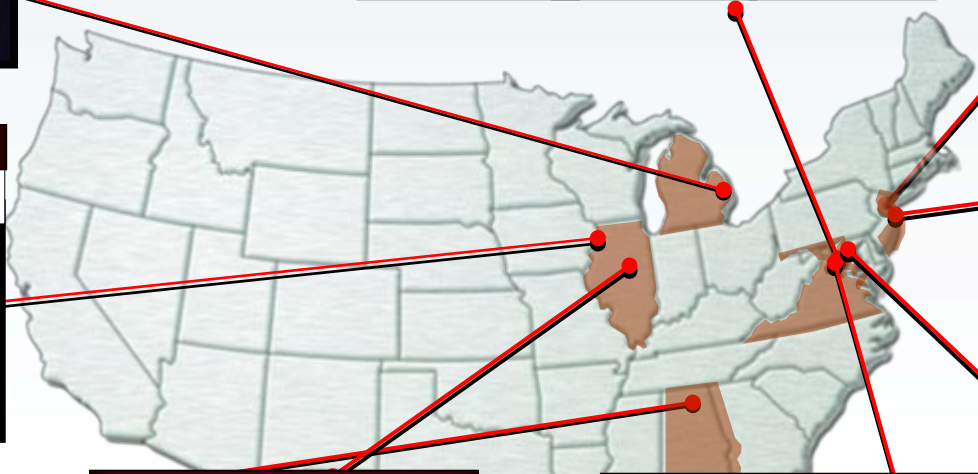
| | |
|---------------------|-----------------|
| BG William Phillips | Mr. Eric Bankit |
| | |

ASC

| | |
|-----------------|--------------------|
| MG Robert Radin | Mr. Robert Matthys |
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CECOM LCMC

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|------------------|----------------------|
| MG Dennis L. Via | Ms. Marcia A. Easton |
| | |



AMCOM

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|----------------|-----------------|
| MG James Myles | Mr. David Seitz |
| | |

SDDC

| | |
|-------------------|--------------------------|
| BG James L. Hodge | Mr. Michael L. Patterson |
| | |

Army Contracting Command

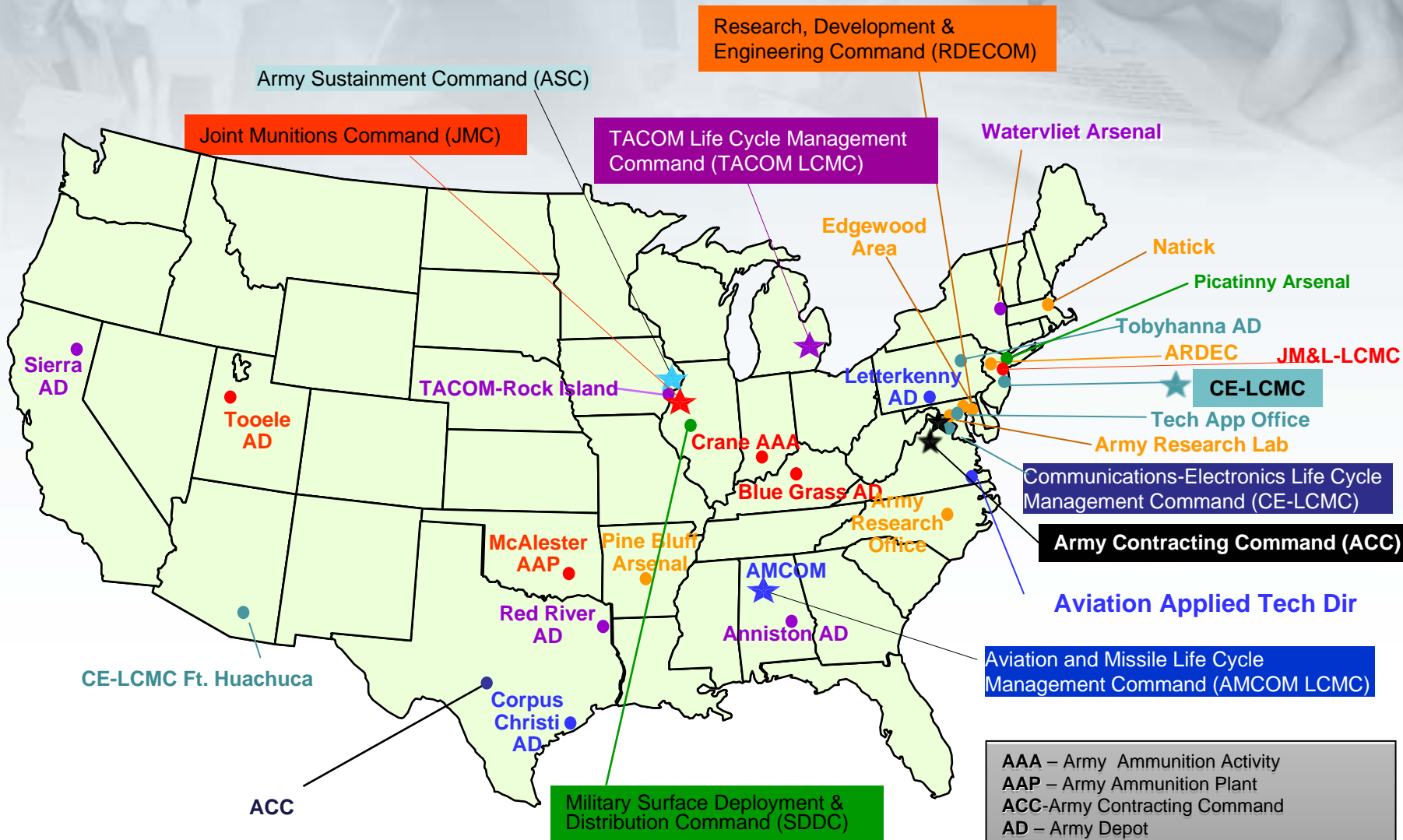
| | |
|--------------------|-------------------------|
| Mr. Jeffrey Parson | Ms. Alice Williams-Gray |
| | |

RDECOM

| | |
|---------------------|------------------|
| MG Fred D. Robinson | Mr. John O'Brien |
| | |



AMC Small Business Offices



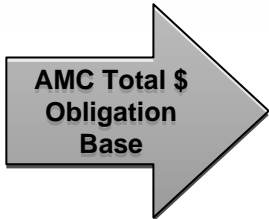
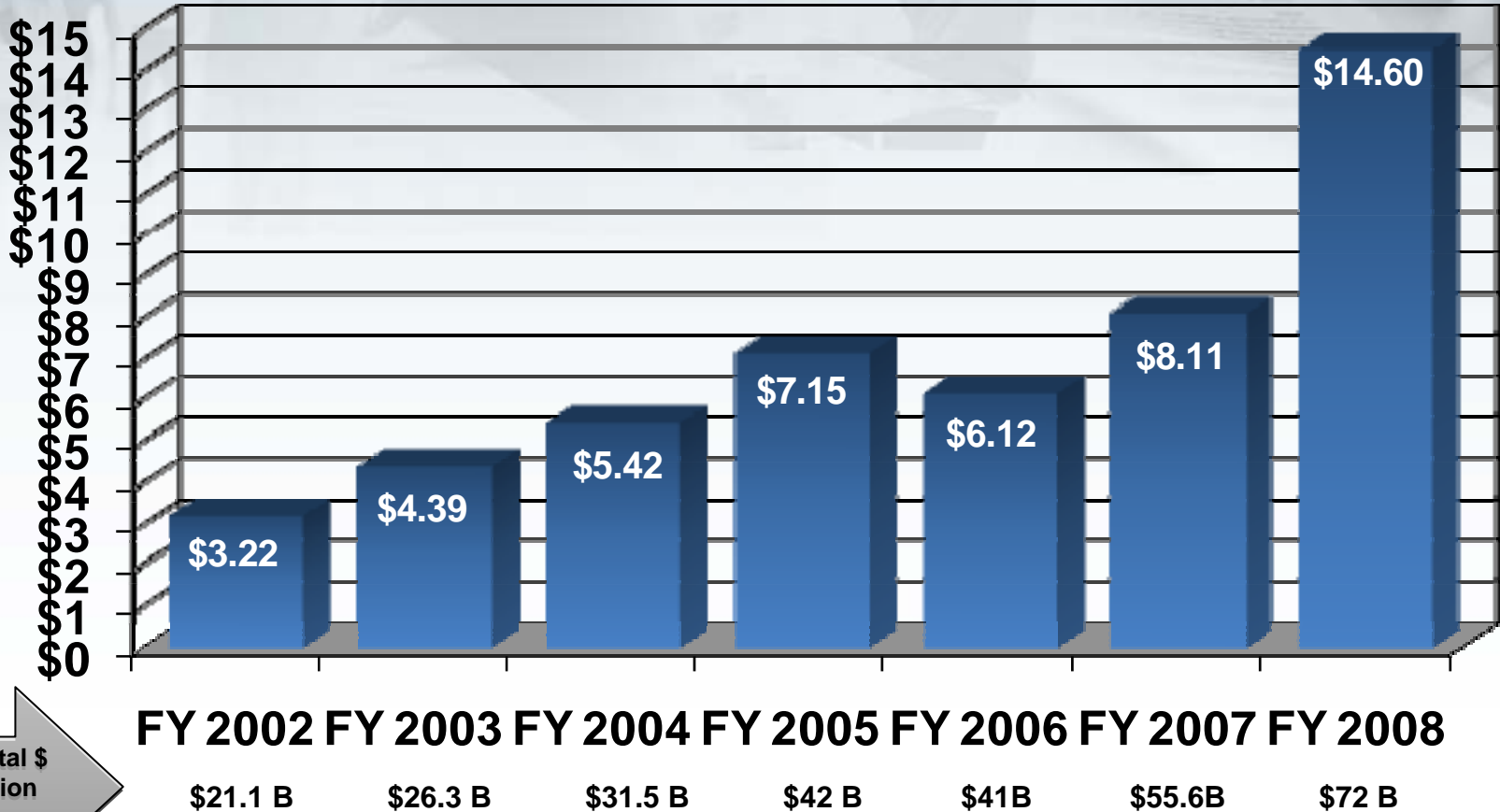
AAA – Army Ammunition Activity
 AAP – Army Ammunition Plant
 ACC – Army Contracting Command
 AD – Army Depot
 JMC – Joint Munitions & Lethality Command
 LCMC – Life Cycle Management Command



AMC Small Business Program Performance



Small Business Obligations (billions)



FY 2002 FY 2003 FY 2004 FY 2005 FY 2006 FY 2007 FY 2008

\$21.1 B

\$26.3 B

\$31.5 B

\$42 B

\$41B

\$55.6B

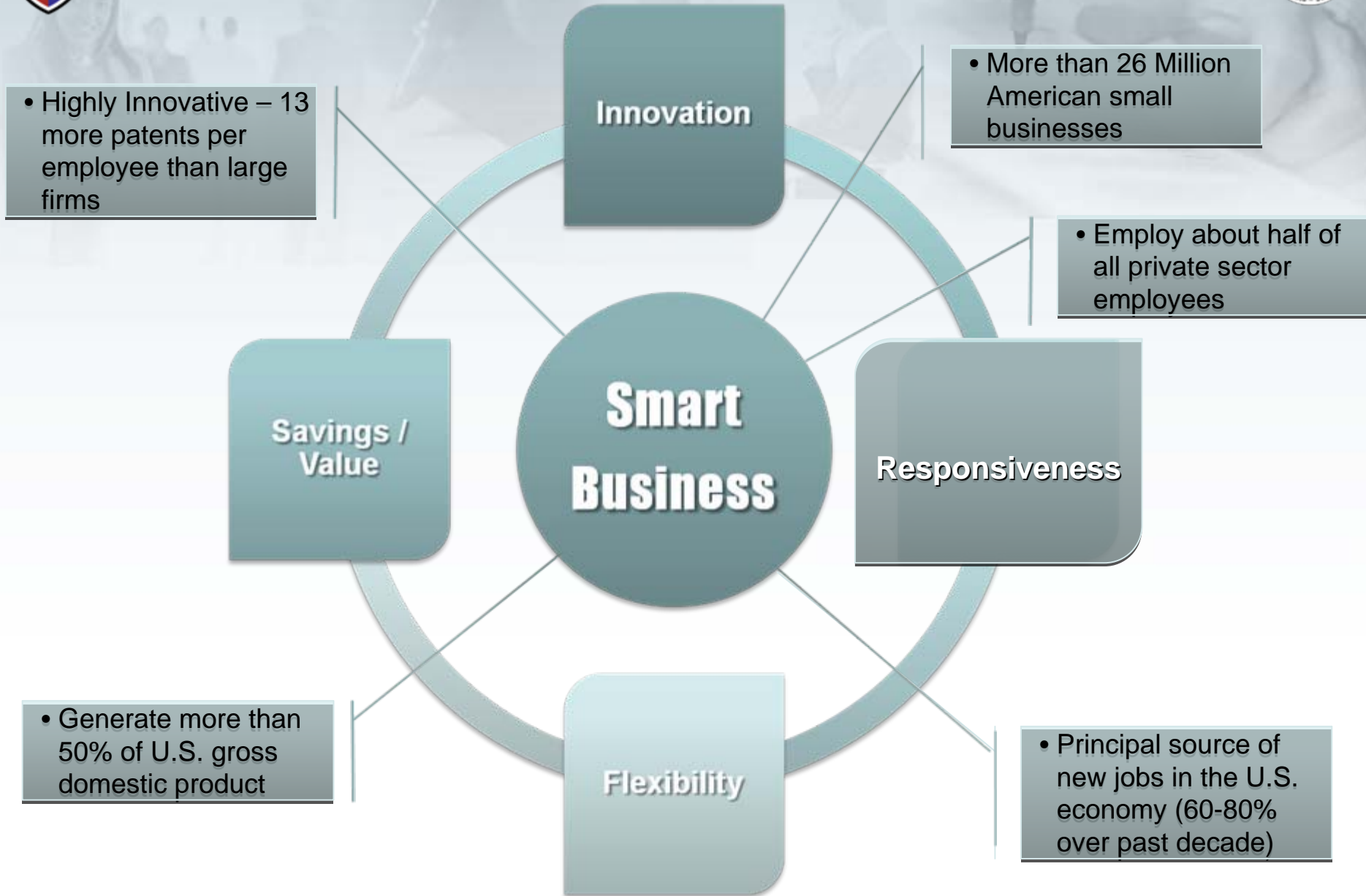
\$72 B



Preliminary – as of 24 Oct 2008



Small Business is... **BIG BUSINESS** in AMC!





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!



2007 Army's Greatest Inventions



**PICATINNY BLAST SHIELD
FOR LIGHT ARMORED VEHICLE**



**UNMANNED AIRCRAFT SYSTEM SHADOW
200 COMMUNICATIONS RELAY SYSTEM**



RECONNAISSANCE VEHICLE



**OBJECTIVE GUNNER PROTECTION KIT
FOR MULTIPLE VEHICLE PLATFORMS**



**IMPROVED EXPLOSIVE DEVICE
INTERROGATION ARM**



**M110 7.62mm SEMI-AUTOMATIC
SNIPER SYSTEM**



**DAMAGE CONTROL RESUSCITATION
OF SEVERELY INJURED SOLDIERS**



**IMPROVED EXPLOSIVE DEVICE
MINE ROLLER
PROGRAM**



**HMMWV EGRESS
ASSISTANCE TRAINER**



**XM982 EXCALIBUR PRECISION
GUIDED EXTENDED RANGE
ARTILLERY PROJECTILE**

* SB Companies played important roles in these inventions



Small Business is Big Business in AMC





How You Can Help



- Provide effective responses to sources sought notices
- Ensure current information is reflected in the Central Contractor Registration (CCR)
- 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



- 3M
- AAI Corporation
- Agility
- AH Computer Consulting
- ATK
- Avon Protection Systems
- BAE Systems
- Battelle
- Computers Universal
- CSC
- EDS
- General Dynamics
- Honeywell
- IBM Global Business Services
- ICF International
- ITT Corporation
- KBR
- Lockheed Martin
- Navistar Defense
- Oshkosh Corporation
- SI International
- VSE Corporation



**FOCUSED ON THE
WARFIGHTER**