

MG Barry Bates

USA, Vice President, Operations, NDIA

WELCOME !
to the
14TH Annual
Small Business Conference

***“Small Business and the Military:
Success Through Partnership”***

Vision

America's leading Defense Industry association
promoting National Security

Mission

- ADVOCATE: Technology for War-Fighter and First Responder
- PROMOTE: Government - Industry National Security Team
- PROVIDE: Forums for information exchange between Government and Industry

About Us.....

- Non-profit, educational association
- Work with industry, government and all military services
- 1,769* corporate members (over half small business)
- 88,040 individual members; 25,779 Government
- 52 Chapters
- 34 Divisions

Activities

- 70-80 Conferences
- 30 Exhibitions
- Advocacy for broad industrial base issues
- *National DEFENSE* magazine
- Annual *Top Issues* document
- Studies and reports

Affiliates



Association for Enterprise Information



National Training & Simulation Association



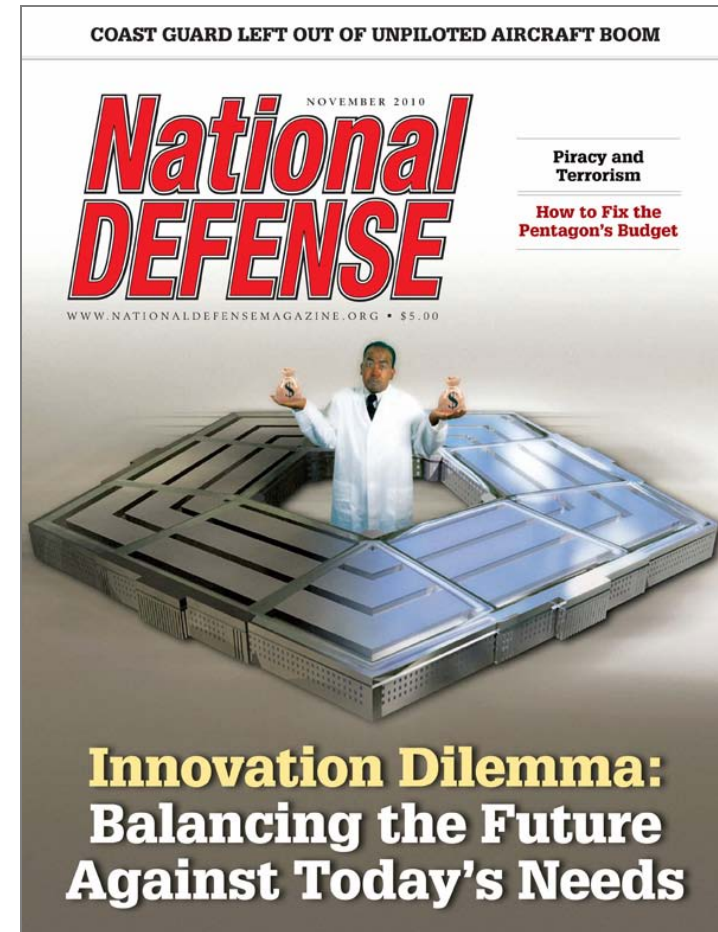
Precision Strike Association



Women In Defense

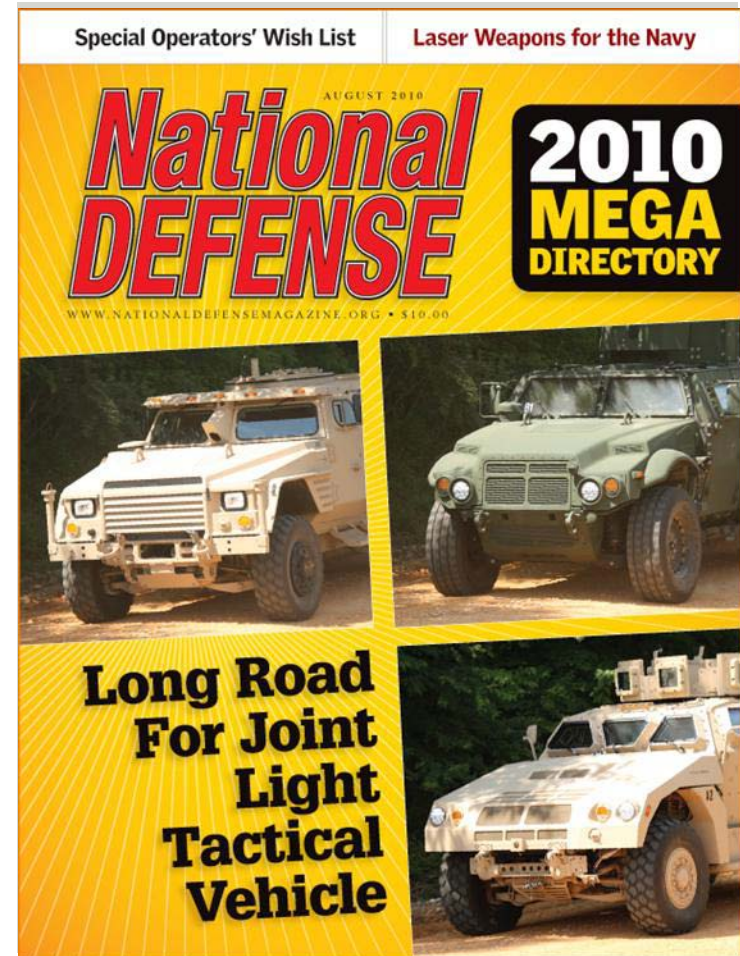
National DEFENSE

- Business & technology monthly
- 67,500* Subscribers
- 168,750* Readers
- Cover Story w/feature articles
- Departments:
 - President's Perspective
 - Letters to Editor
 - Washington Pulse
 - Security Beat
 - Defense Watch
 - Tech Talk
 - NDIA News



Annual “Mega Directory”

- August Issue of *National DEFENSE* Magazine, plus....140 page supplement:
 - DoD Acquisition Directory
 - Committee & Division Directory
 - Chapters & Officers
 - Annual Events Calendar
 - Affiliate Overviews
 - Corporate Index of Capabilities
 - Alpha by capability
 - Alpha by company



Top Issues

- NDIA's national 'agenda'
- Derived from member inputs
- Guides advocacy and educational activities
- Distributed to.....
 - Members of Congress
 - Government Leaders and Policy Makers
 - Event attendees
 - Others



Top Issue 4: Increase Government Contract Usage of All Small Businesses

- Unified parity among all small business categories (8A, WOSB, SDVOSB, HUBZONE, HBCU & MI, Indian Incentive [including Alaskans and Hawaiians], SDB) during federal contract competitions
- Disincentives for not meeting small business subcontracting goals
- Improving intellectual property protection for small businesses
- Permanently reauthorize the Small Business Innovative Research (SBIR) Program
- Repeal the three percent withholding on all government contracts
- Encourage participation of qualified small businesses for OCONUS projects.

NDIA would like to thank our Promotional Partners



BAE SYSTEMS

LOCKHEED MARTIN
We never forget who we're working for®



Integrity - Agility - Value

And our 2010 Displayers!

3M

AAI Corporation

ATK

BAE Systems

Battelle

The Boeing Company

Cubic Defense Applications

DRS Sustainment Systems

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General Dynamics

Honeywell

HP Enterprise Services

IBM

ITT Corporation

KBR

Lockheed Martin Corporation

Northrop Grumman

Oshkosh Corporation

Raytheon Company

Savi Technology, A Lockheed Martin
Company

VSE Corporation

Wells Fargo Capital Finance



National Defense Industrial Association

“Your Premier Defense Association!”



LTG James H. Pillsbury

USA, Deputy Commanding General, Army Materiel Command (AMC)



U.S. ARMY MATERIEL COMMAND

14th Annual Small Business Conference
17-18 November 2010



*Small Business & The Military:
Success Through Partnership*

LTG James H. Pillsbury



Deputy Commanding General AMC



What I Want To Leave You With



- **AMC is committed to Maximizing Small Business Opportunities in Support of the Warfighter.**
- **AMC supports entrepreneurs and their innovative spirit.**
- **AMC is committed to Developing, Delivering and Sustaining Materiel for our Future Army while Maintaining a Decisive Edge.**



AMC Small Business Program



Mission

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



VISION:

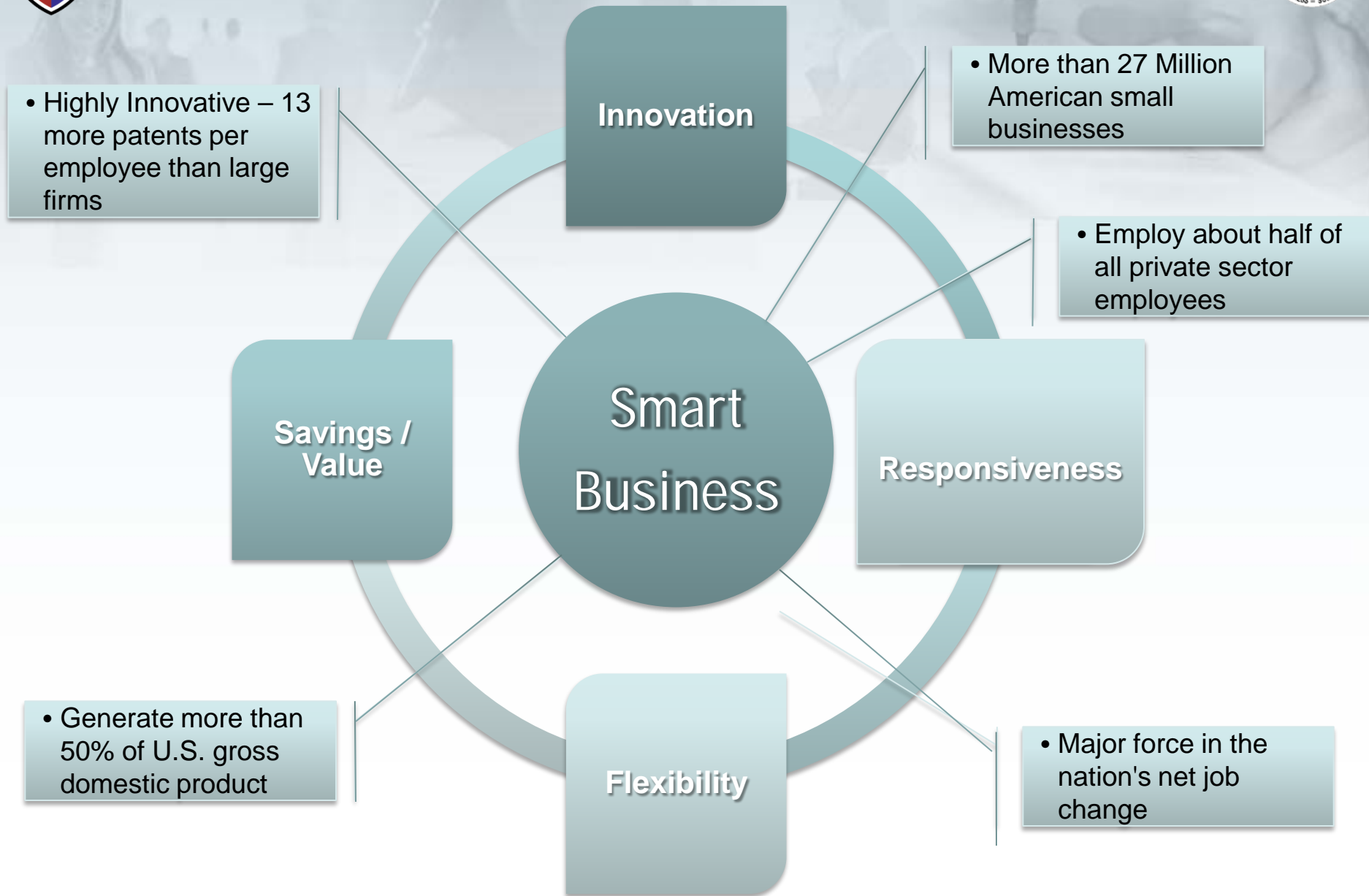
Achieving optimum small business participation by seeking small business solutions first in support of the Warfighter

AMC CONTRACTS FOR:

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



Small Business is... SMART BUSINESS!





Small Business is Big Business in AMC





Dual Band Antenna



CREW





ResQvent™ - Treatment for Traumatic Brain Injury



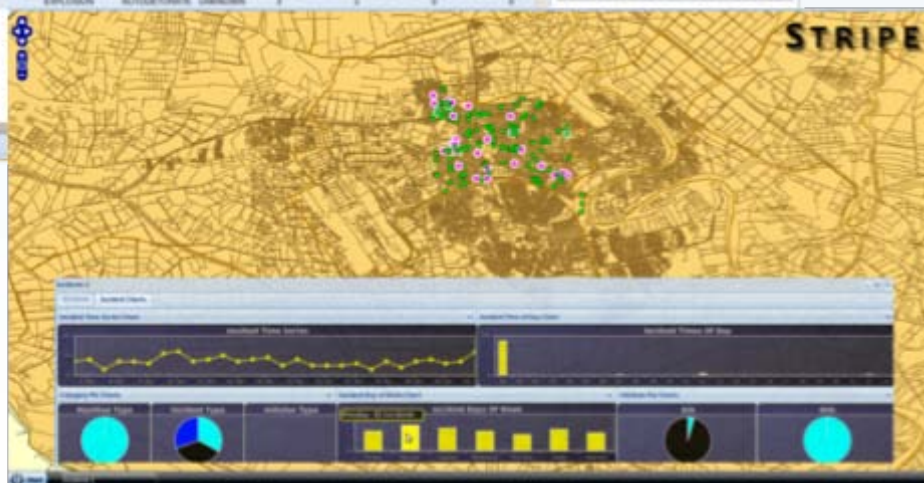
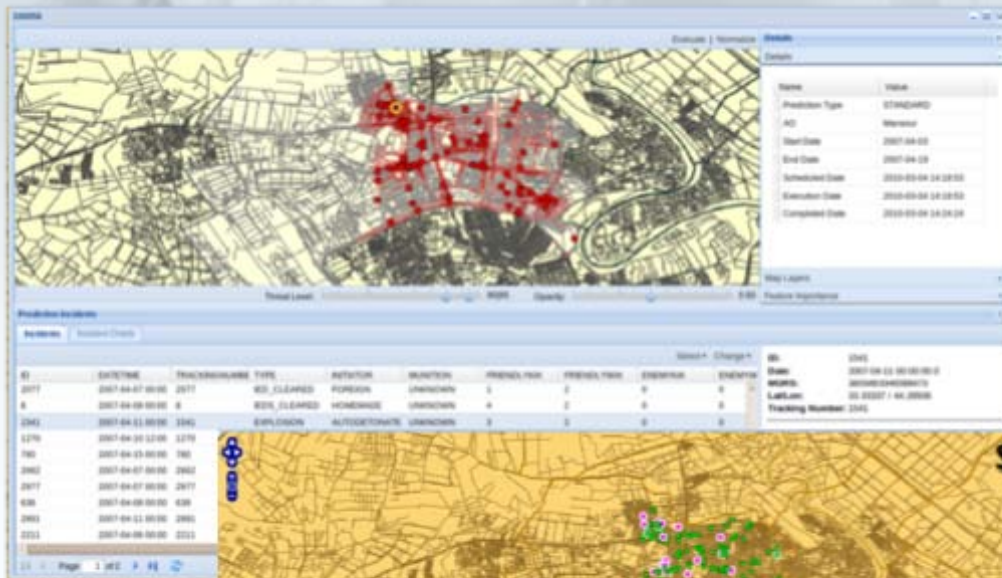


System for TRlaging Key Evidence (STRIKE)





Staff Tool for Rapid Incident Prediction and Evaluation (STRIPE)



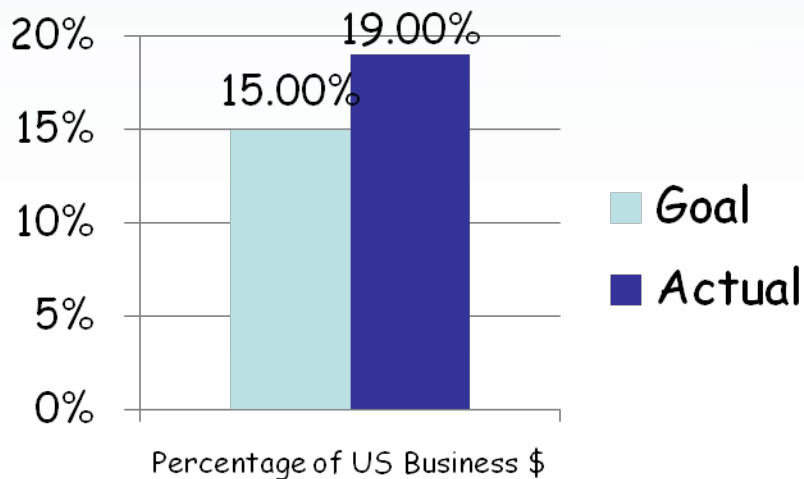
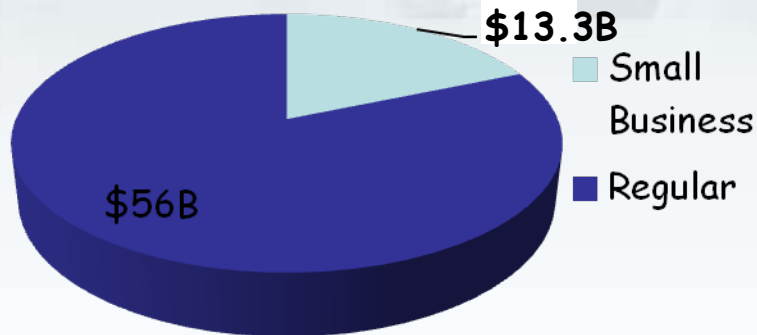


AMC Contract Awards FY10

(U.S. Business Total \$69 Billion)

Preliminary data
FPDS-NG
As of Sept, 30 2010

**FY 2010 Goal
Office of Small Business
Programs**



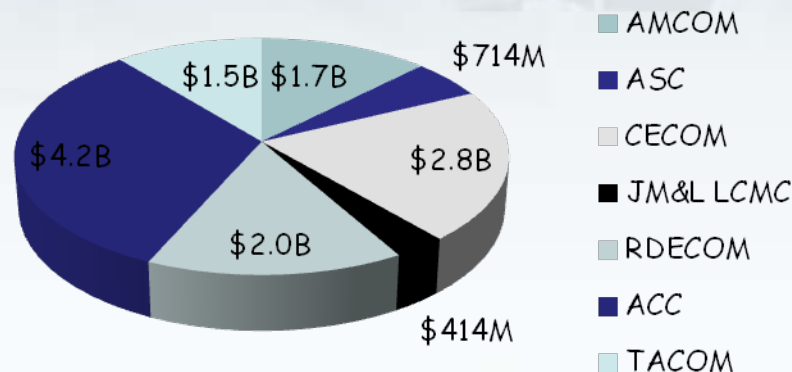


FY10 AMC Small Business Program



Preliminary data FPDS-NG
As of Sept, 30 2010

FY10 AMC Small Business Program (\$13.3B)



FY10 AMC Small Business Program				
LCMC	Total US Bus	Total SM Bus	% Achieved	% Goal
AMCOM	\$ 15,795,983,032	\$ 1,678,983,303	10.6%	10.4%
ASC	\$ 4,300,482,000	\$ 713,791,100	16.5%	15.0%
CECOM	\$ 14,000,771,454	\$ 2,790,435,620	20.49%	17.6%
JM&L LCMC	\$ 2,358,600,215	\$ 413,848,779	17.50%	29.4%
RDECOM	\$ 5,524,380,705	\$ 2,006,003,570	36.31%	29.0%
ACC	\$ 10,801,921,021	\$ 4,235,736,916	39.2%	46.1%
TACOM	\$ 15,993,039,903	\$ 1,476,472,957	9.1%	10.3%
AMC FY09	\$ 68,866,558,769	\$ 13,315,272,245	19.40%	15.00%



Challenges– Need Your Support 2011



- **Responsibly Drawdown equipment in Iraq and Afghanistan**
- **Major task – requires “creative” thinking and execution to accomplish**
- **Identify and Address Inefficiencies as we shape our Future Army**
- **We need your support to overcome the obstacles that inevitably develop in a logistics operation of this magnitude**
- **Ensure that Acquisition Process is Amenable to Technological Evolution**
- **Ensure that Acquisition Workforce has the capabilities to address future requirements**



Final Thoughts



- **WE** continue to do **GREAT** things for our **Soldiers** during a period of persistent conflict
- **RESPONSIBLE** resource stewardship
- Should be **ONE-TEAM** with multiple players and a spectrum of skills working to a common purpose through Collaboration, Communication & Cooperation
- Can't do this without each of you in this room



**FOCUSED ON THE
WARFIGHTER**



LTG William N. Phillips

*USA, Principal Military Deputy, Assistant Secretary of the Army
(Acquisition, Logistics and Technology) and Director, Acquisition Career
Management*



14th Annual National Defense Industrial Association Small Business Conference

CONTINUING OPPORTUNITIES FOR SMALL BUSINESS

LTG Bill Phillips

Principal Military Assistant to the
Assistant Secretary of the Army
(Acquisition, Logistics and Technology)
and Director, Acquisition Career Management
17 November 2010





Outline



- **Contracting**
- **Army Contracting**
- **Acquisition & Efficiencies**
- **Takeaways**

Goals:

- **Understand Army Contracting**
- **Understand the Value of Acquisition**
- **Appreciate Acquisition & Contracting as Critical Warfighting Enablers**





A “Transforming” Challenge to the Army



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SOLDIERS ARE THE DECISIVE EDGE



Did You Know?



- 1. This Current Multi-Billion Dollar Company Started Off As A Small Business Financed By The Sale Of A VW Bus And An HP Scientific Calculator.**





Army Contracting - Did You Know?



2. How much (dollars) does Army Contracting purchase in one day?

a) ~ \$ 400M

The last day of FY10 the Army placed \$5.48 Billion on contracts in one day!





Army Contracting - Did You Know?



3a. How much did we spend on LOGCAP since inception?

\$ 36.4B LOGCAP III (as of 30 September 2010)

\$ 3.1B LOGCAP IV (as of 30 September 2010)

3b. How much did we spend on LOGCAP last year?

\$ 2.4B LOGCAP III

\$ 3.1B LOGCAP IV

\$5.5 Billion

3c. How much was awarded to small business for LOGCAP in FY10?

\$ 6.8M LOGCAP III

\$606.0M LOGCAP IV

\$612.8M





Army Contracting - Did You Know?



4a. How much did we spend in Contracted \$'s for Fiscal Years 2008, 2009, and 2010?

4b. How much did we spend in Small Business Contracted \$'s for Fiscal Years 2008, 2009, and 2010?

	FY08	FY09	FY10	TOTAL
TOTAL	\$165B	\$132B	\$138B	\$435B
SMALL BUSINESS	\$26.5B	\$29.3B	\$28.1B	\$83.8B





Army Contracting - Did You Know?



5a. What proportion of Federal contracting is executed by the Army? (FY09)

a) **25% (\$132B / \$539B)**

5b. Defense contracting?

a) **35% (\$132B / \$372B)**





Army Contracting - Did You Know?



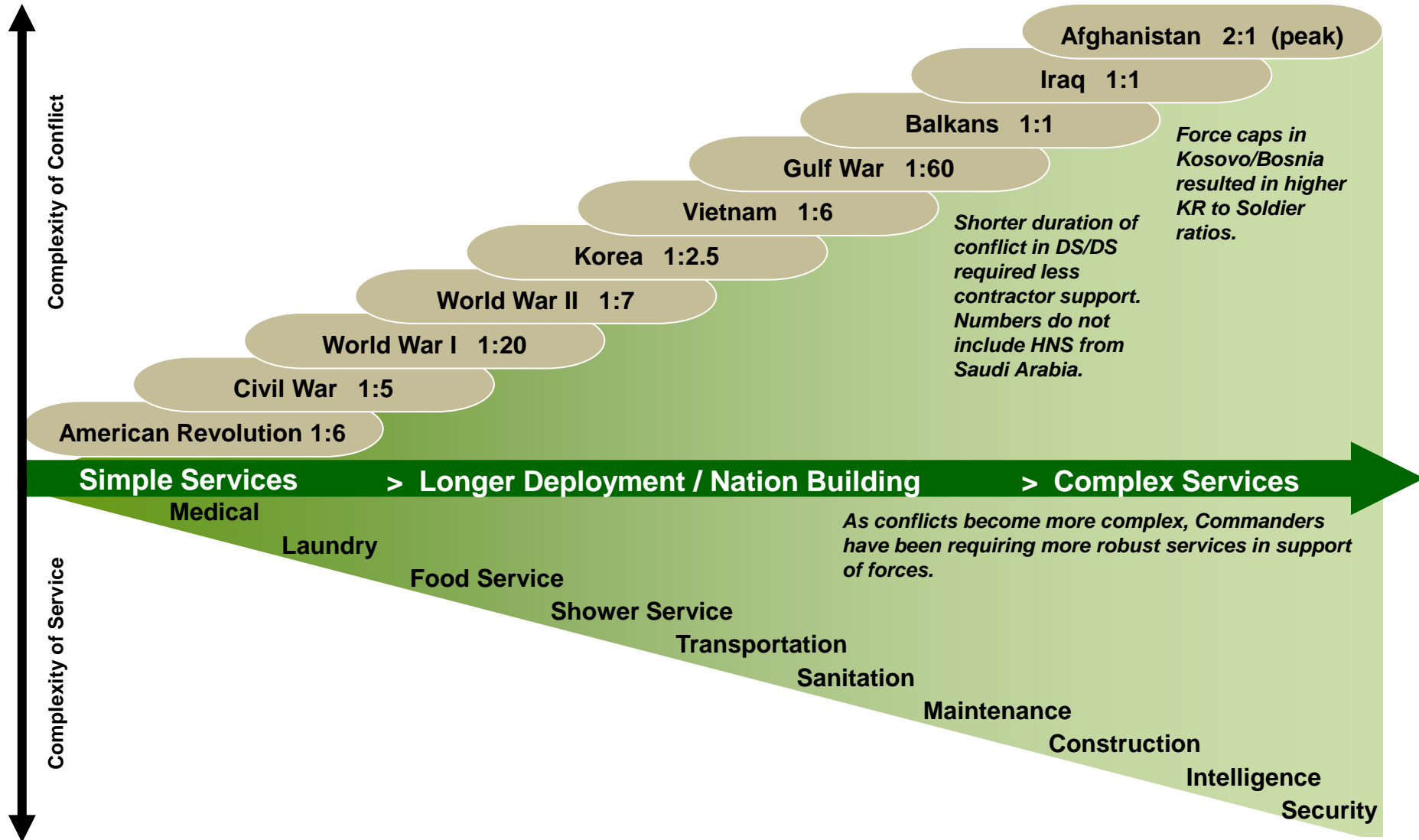
6. How long have contractors been supporting Warfighters on the battlefield?

a) **Since the American Revolution**



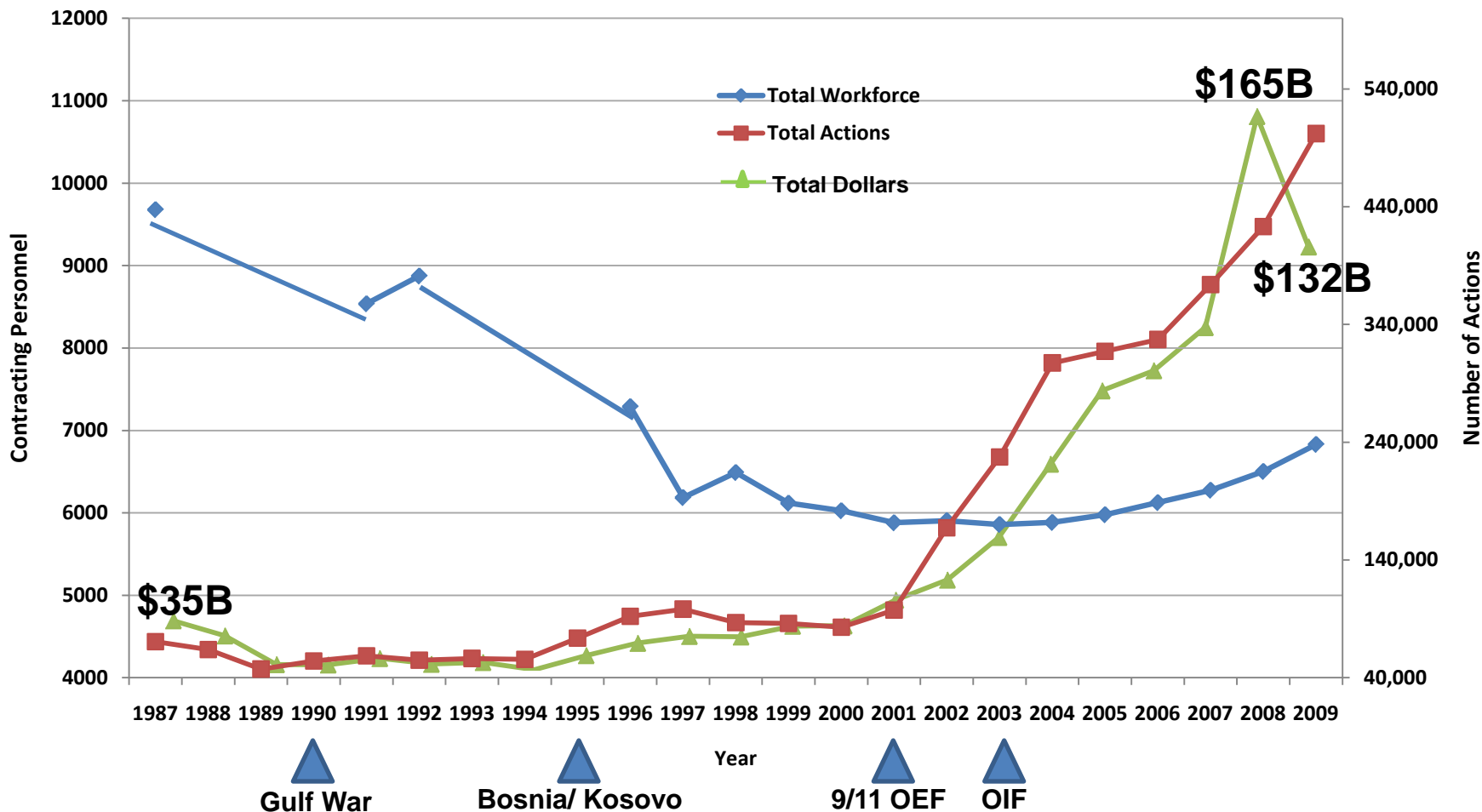


Contractors on the Battlefield





Army Contracting: Workload up 1000%; Workforce down 25%

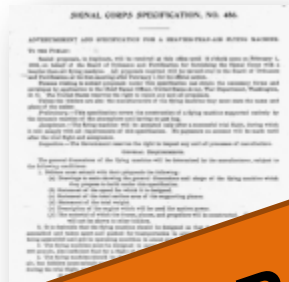
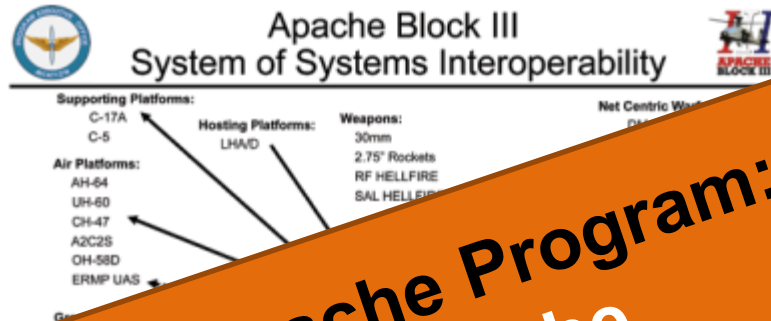


Army Contracting was unprepared for the explosion in global requirements in an era of persistent conflict





Increasing Complexity



**Small Businesses Supporting the Apache Program:
11 of 24 FY2009 Contracts by PM Apache
24.3% of Boeing Mesa Subcontracts**

Law

- Title 10 and Title 41 Authorities
- FAR and supplements
- DFARS and supplements
- DFARS Procedures, Guidance and Information (PGI)
- AFARS and supplements





Doing More Without More

OSD Efficiencies Initiative



Mission:

- Deliver the warfighting capability we need with the money we have. Obtain better value for the taxpayer by improving the way the DoD does business.

Task:

- Abandon inefficient practices accumulated in a period of budget growth.

- Learn to manage defense programs that are "respectful of the economic environment." [DoD, 2010]

SMALL BUSINESS = Greater Efficiencies and Effectiveness !!

Improvement in Process Cycle Time
- 54% Reduction in Process Defects



... percent net annual growth in ... capabilities without incurring a ... budget increase.

Must look for "efficiencies" inside programs and contracts-- Affordability





Key Customers and Stakeholders



- **Soldiers**
- **American Citizens**
- **Industry and Academia**
- **Peers, Superiors and Subordinates**



Acquisition is a Team Effort.





ASA(ALT) Intent



Committed To Maximizing Small Business Opportunities In Support Of *The Warfighter.*

Topics:

- Understanding how Army Supports Small Business Programs
- Appreciate the Value of Small Business Partner Contributions
- Build on Success – Expand Relationships with Small Businesses





Key Actions

- **Rebuild and Rebalance our Contracting & Acquisition Workforce**

- Our people are our most important asset

- **Acquisition Transformation**

- Weapon Systems Acquisition Reform Act of 2009
- USD (AT&L) Value Task Force
- Army Acquisition Review

- **Rapid Acquisition**

- *Small Business is a significant source of new technologies to support our Brigade Combat Teams*
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- **Support our Brigade Combat Teams – Capability to Warfighters**

- Support our Brigade Combat Teams network
- Support our Brigade Combat Teams network
- Support our Brigade Combat Teams network

- **Support our Brigade Combat Teams – Technological Strength to Provide Decisive Edge to Warfighters**

- Update and modernize selected systems to best prepare Soldiers for combat
- *Small Business is significant source of new technologies to support our Brigade Combat Teams*
- Enable Warfighter capabilities through continuous upgrades / modernization
- Incremental Enhancements – Better enable all of our formations through continuous upgrades



#1 Priority

U.S. ARMY PROVIDES INDUSTRY (BOTH SMALL AND LARGE) WITH OPPORTUNITIES FOR BUSINESS GROWTH





Small Business Innovation Research



- Mandated by Congress to be 2.5% of S&T budget
- FY10 SBIR budget was \$244M
- For FY10 there were over 3500 small business proposals submitted to the SBIR office
- From these 3500 proposals, over 525 Phase I or Phase II SBIR awards have been made or are being negotiated.





Success Stories



SES:

Joint Venture to Manage Prototype
Integration Facility (PIF)

UH-60 Doppler GPS Navigation System
(DGNS)



A123 Systems:

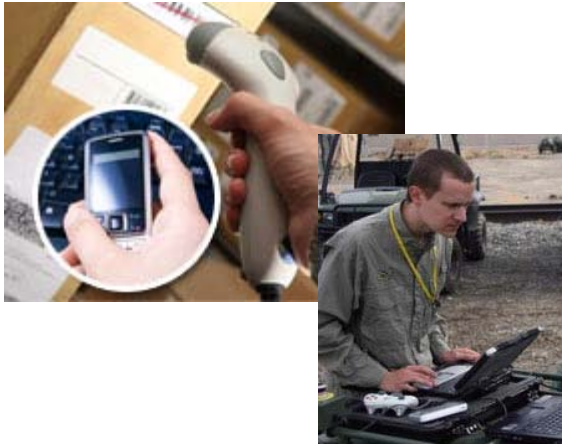
Lithium Metal Phosphate Battery Cells
& Packs

Capture Emerging Technology to Support Efficiency Initiatives





Success Stories



MicroTech:
Technology solutions,
specializing in government
computing environments



Hontek Corporation:
Erosion Protection Technologies

**Leverage Small Business Innovations to Improve
Soldier Products & Systems**





Success Stories



**Ultracell:
25W Reformed Methanol Fuel Cell
for Soldier Power**



**SAVIT Corporation:
Wide Angle Robotic Vehicular
Vision System (WARVVS)**

Capture Emerging Technology to Support Efficiency Initiatives



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... the vast majority of innovative and revolutionary components, systems, and approaches that enable and sustain our technological advantage reside in the commercial marketplace, in small defense companies, or in America's universities. Therefore, the Department will work to establish requirements and pursue specific programs that take full advantage of the entire spectrum of the industrial base at our disposal: defense firms, purely commercial firms, and the increasingly important sector of those innovative and technologically advanced firms and institutions that fall somewhere in between.

QUADRENNIAL DEFENSE REVIEW REPORT

February 2010





Seeking Innovation – An Example



Defense Acquisition

“Strength in Partnerships”

PARTNERING WITH ALL

White House



Congress



Department Of Defense



Academia



Marine Corps



Media



Navy



Air Force



SMALL AND LARGE BUSINESSES



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14th Annual National Defense Industrial Association Small Business Conference

CONTINUING OPPORTUNITIES FOR SMALL BUSINESS

LTG Bill Phillips

Principal Military Assistant to the
Assistant Secretary of the Army
(Acquisition, Logistics and Technology)
and Director, Acquisition Career Management
November 17, 2010





Ms. Tracey L. Pinson

Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army

NDIA 14th Annual Small Business Conference

November 17, 2010

Ms. Tracey Pinson

Director, Office of Small Business Programs
Office of the Secretary of The Army



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To be the premier advocacy organization committed to maximizing small business opportunities in support of the Warfighter and Army Force Generation (ARFORGEN)



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MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs



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FY10 ARMY PRIME CONTRACT AWARDS

(Dollars shown in millions) **Preliminary Data**

	FY10 Spend	% Achieved
US Business	\$104,249	
Small Business	\$27,732	26.60%
Small Disadvantaged	\$10,269	9.85%
Women-owned	\$4,487	4.31%
HUBZone	\$5,613	5.38%
Veteran-Owned	\$4,326	4.15%
Service-Disabled Veteran-Owned	\$2,898	2.78%
HBCU/MI	\$34	8.72%*

*Percentage of total education contract dollars

Source: FPDS-NG Data as of 11/15/2010

Note: This data is preliminary and has not yet been verified by the SBA

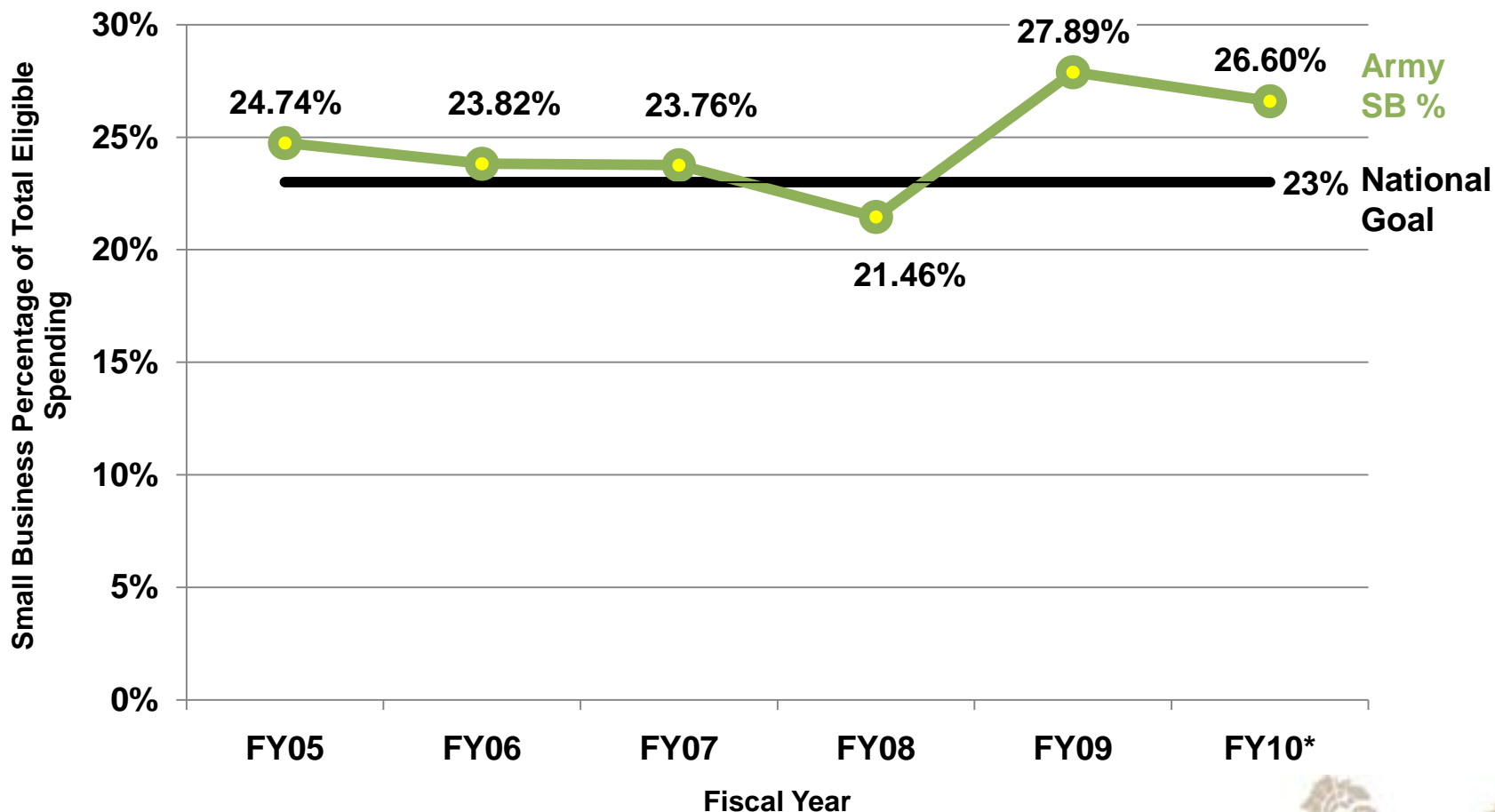


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Army Small Business Achievements FY05-FY10



Source: FPDS-NG on 11/15/10

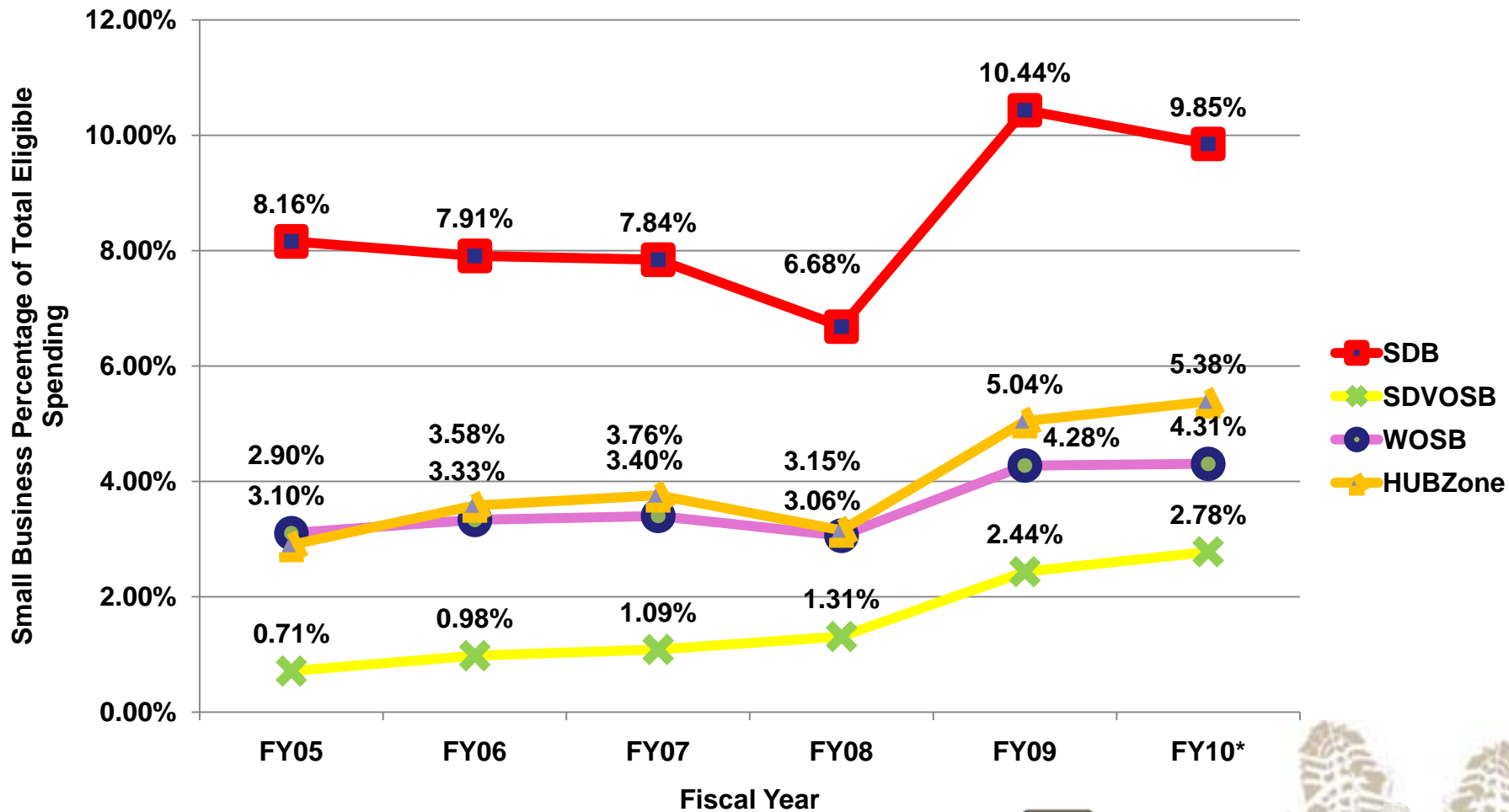
*FY10 data is not yet certified by the SBA



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Army Small Business Program Achievements FY05-FY10



Source: FPDS-NG on 11/15/10

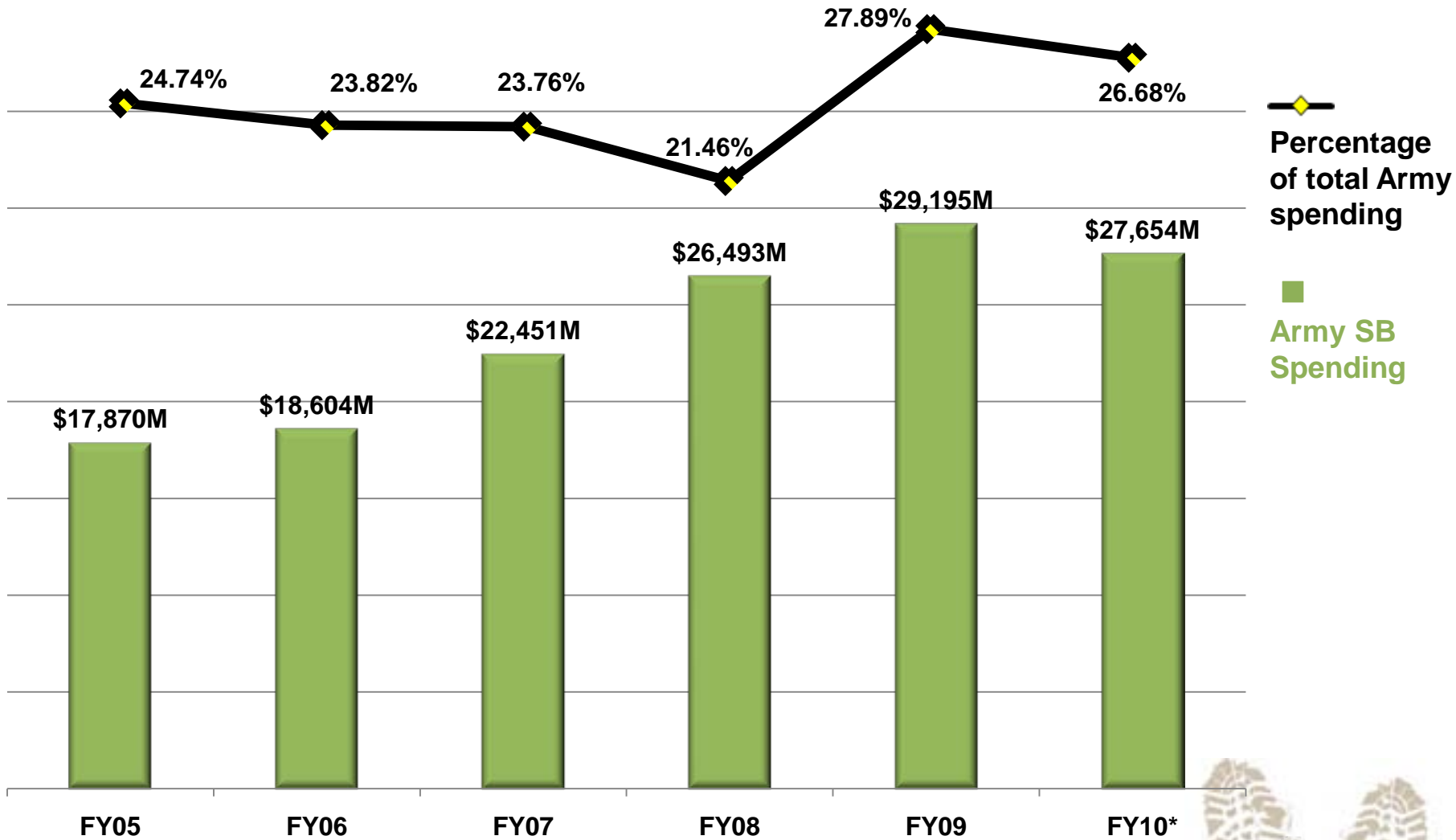
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Army SB Program Achievements FY05-FY10



Source: FPDS-NG on 11/15/10

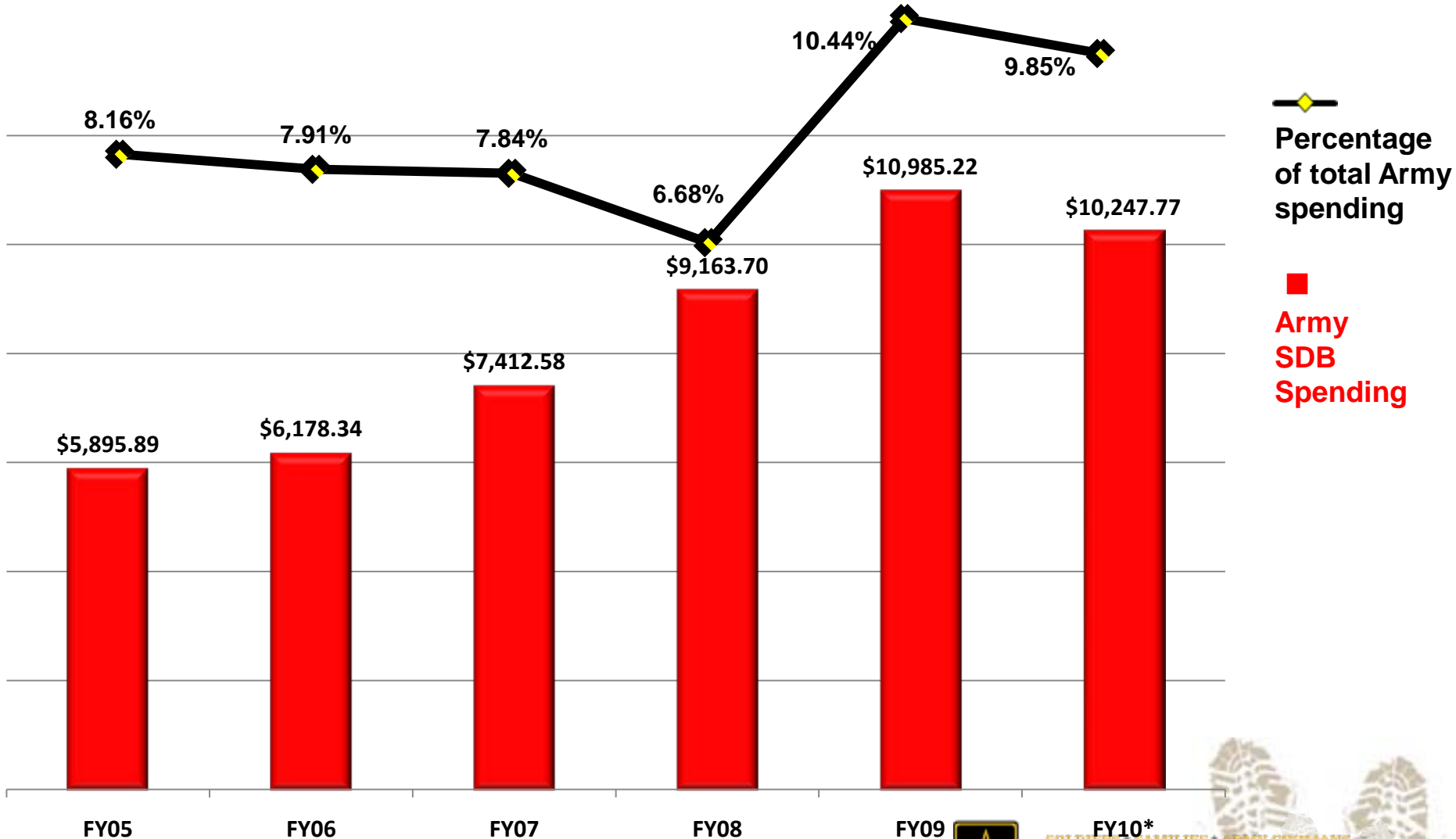
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Army SDB Program Achievements FY05-FY10



FY05

FY06

FY07

FY08

FY09

FY10*

Source: FPDS-NG on 11/15/10

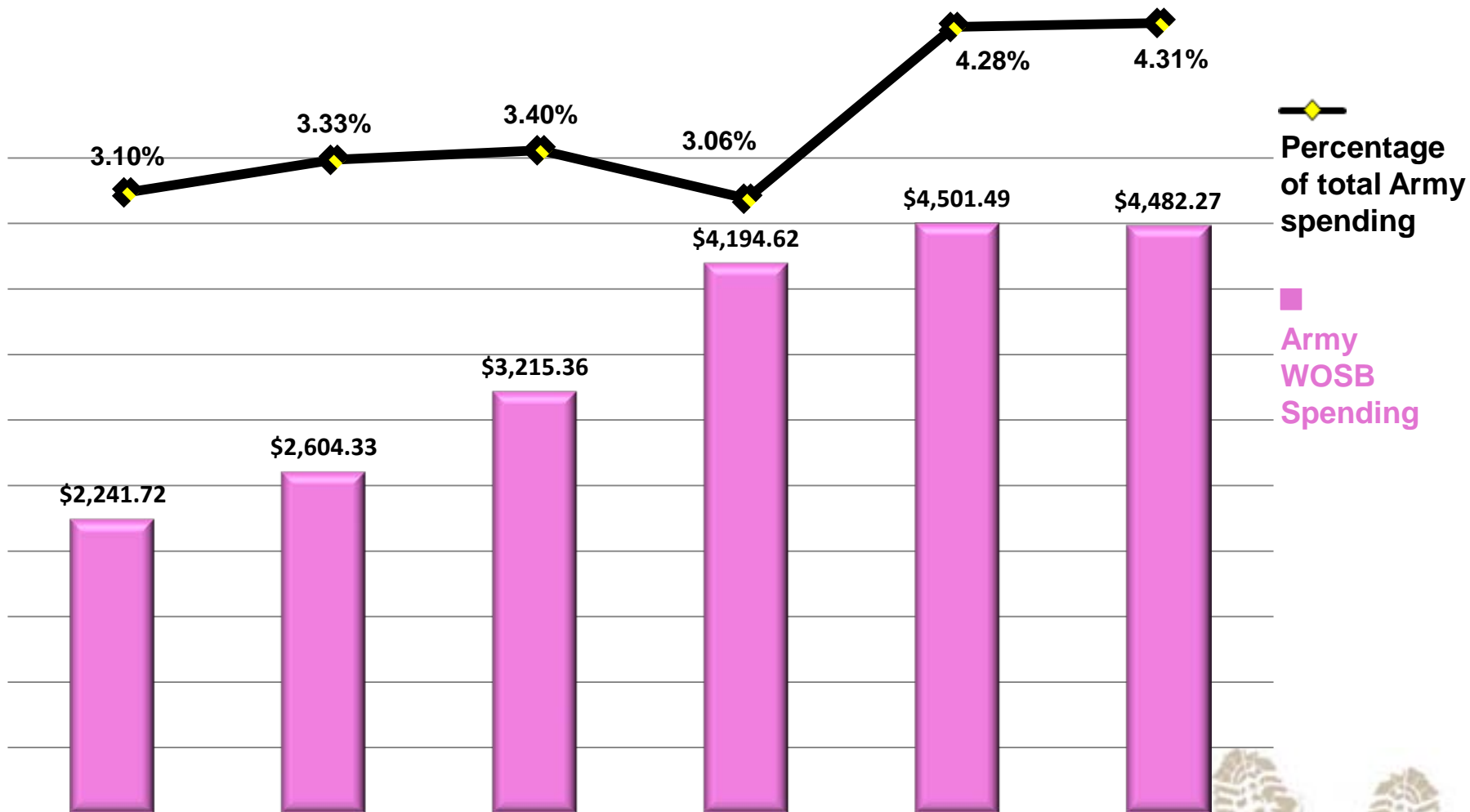
*FY10 data is not yet certified by the SBA



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Army WOSB Program Achievements FY05-FY10



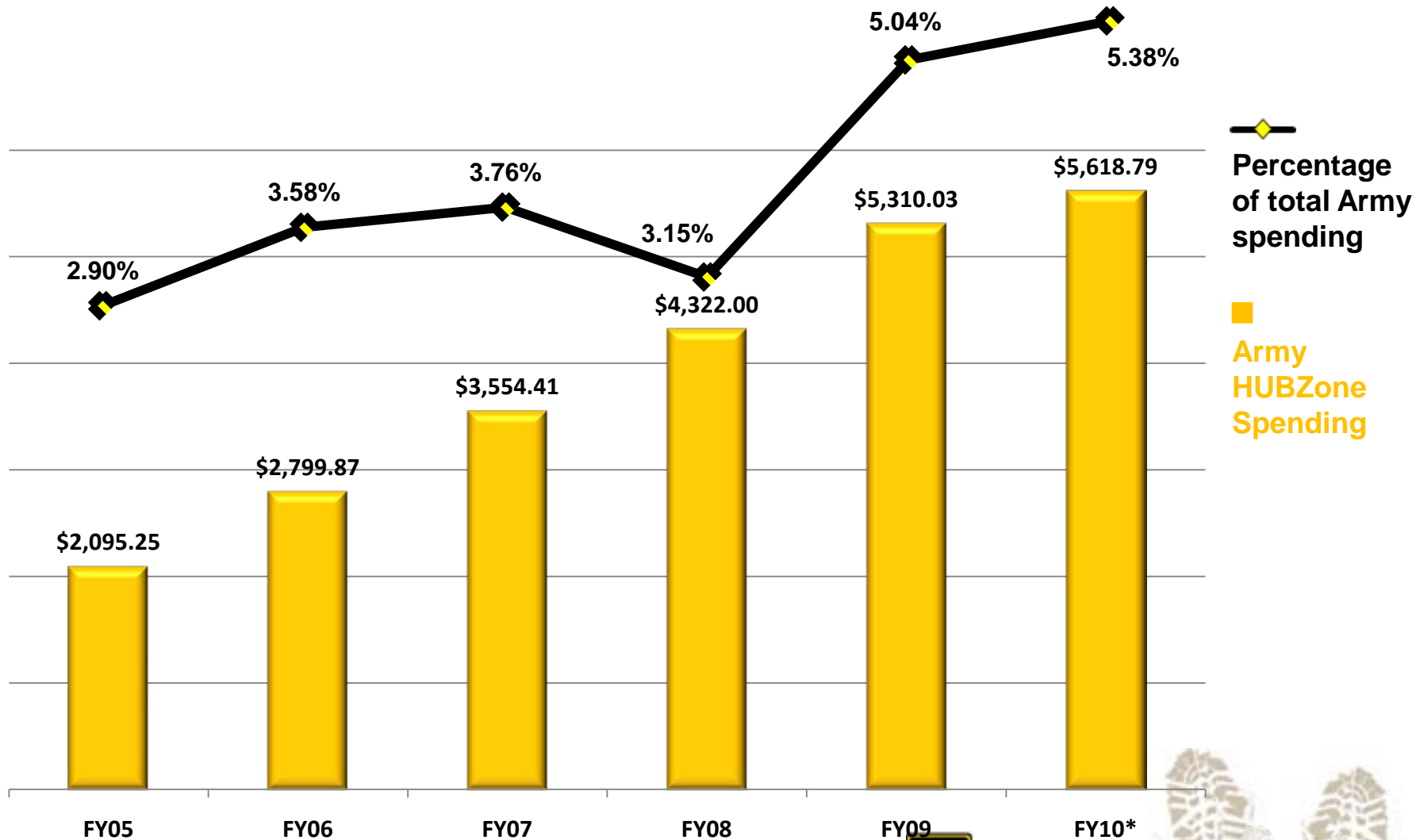
FY05
Source: FPDS-NG on 11/15/10
*FY10 data is not yet certified by the SBA



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Army HUBZone Program Achievements FY05-FY10



Source: FPDS-NG on 11/15/10

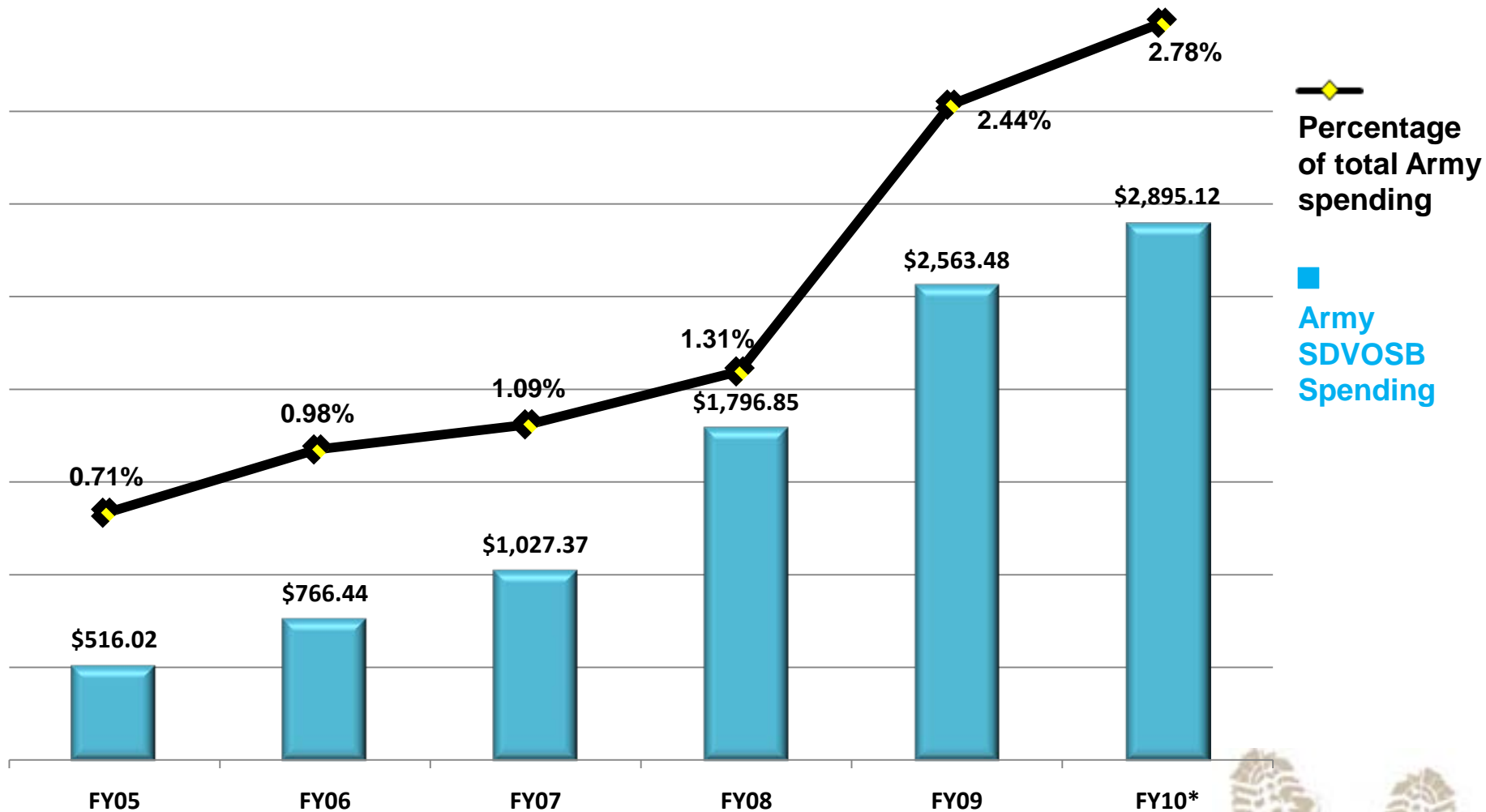
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Army SDVOSB Program Achievements FY05-FY10



Source: FPDS-NG on 11/15/10

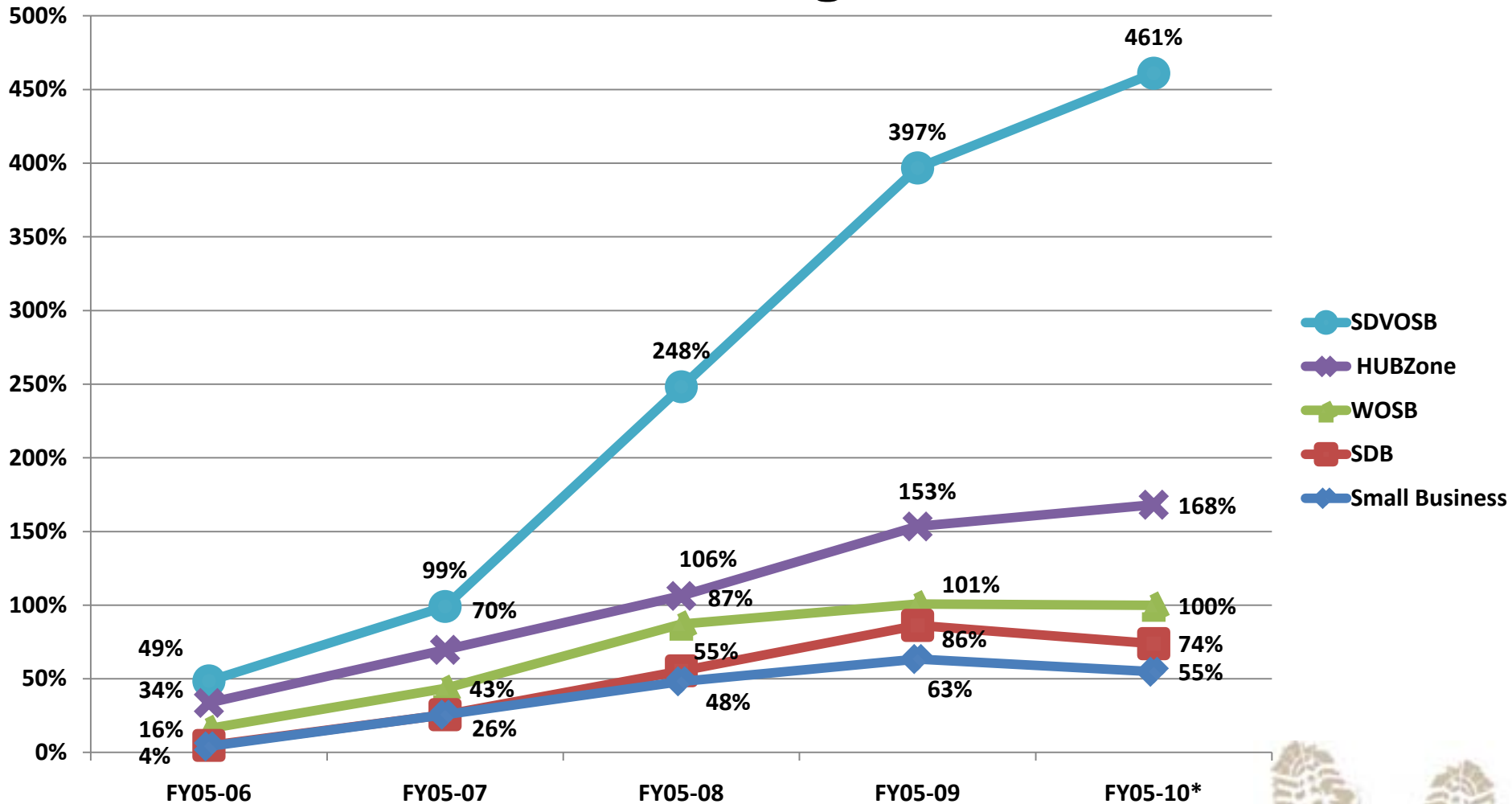
*FY10 data is not yet certified by the SBA



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Army Small Business Program Growth FY05-FY10



Source: FPDS-NG on 11/15/10

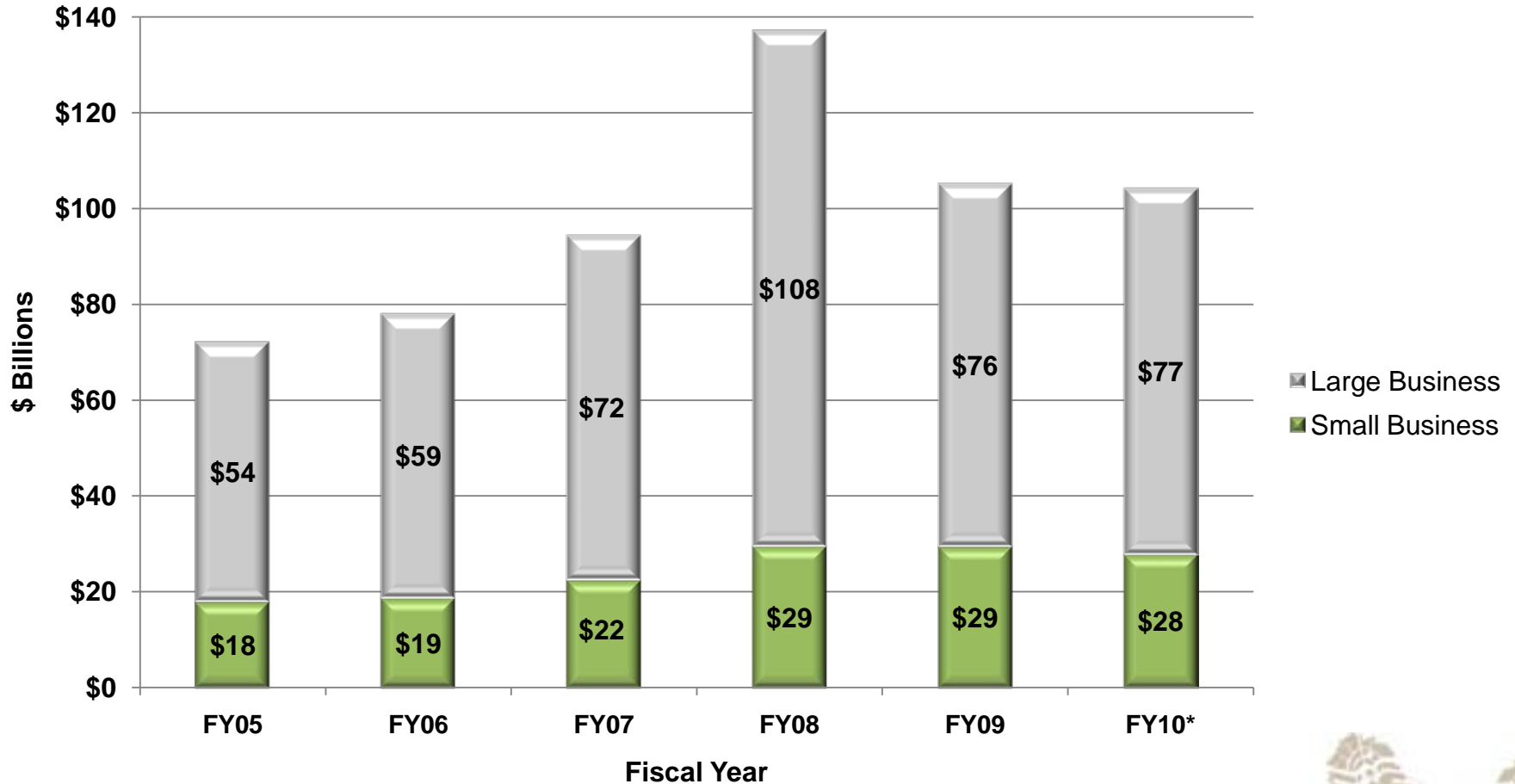
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Army Small Business Spend FY05-FY10

(Dollars shown in billions)



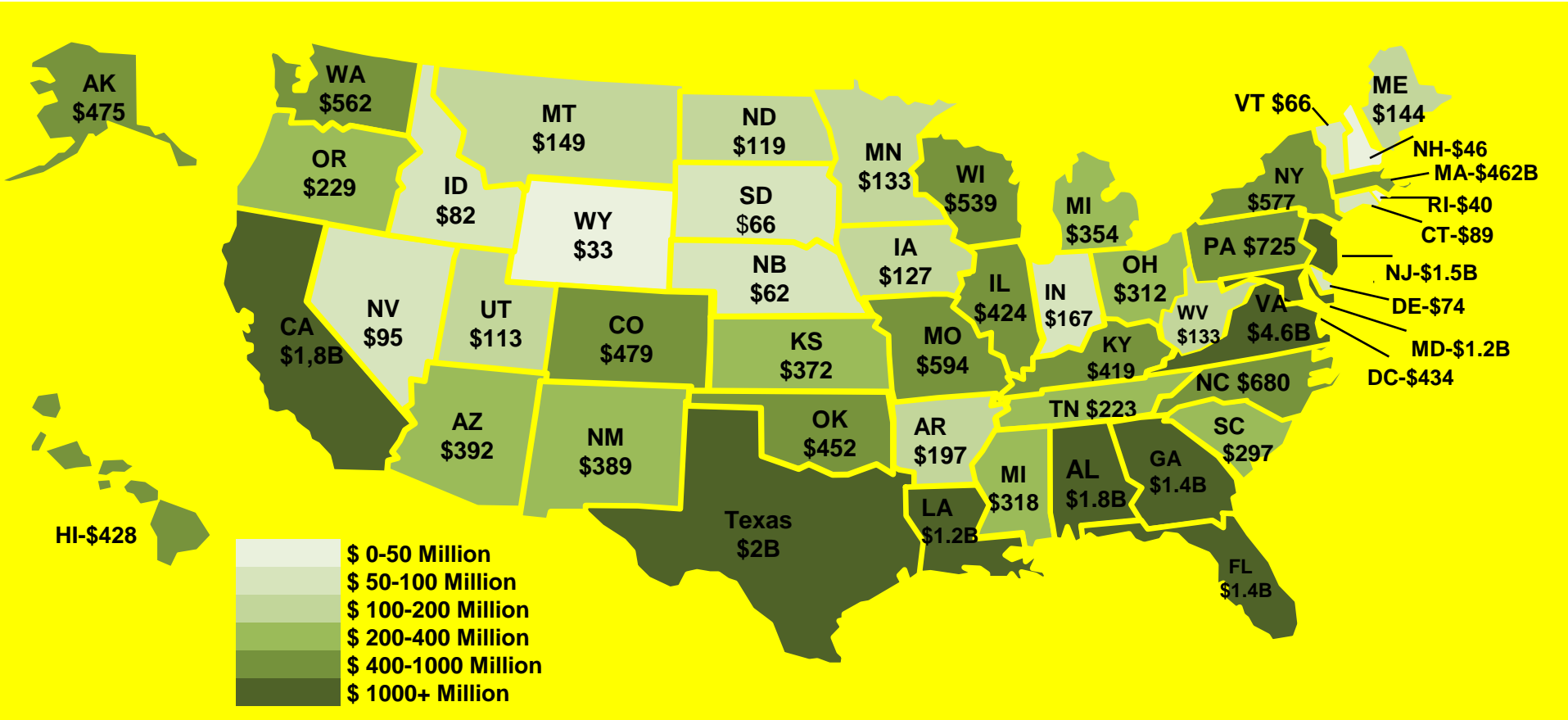
Source: FPDS-NG on 11/15/10
*FY10 data is not yet certified by the SBA



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Army Small Business Spending by State FY10*

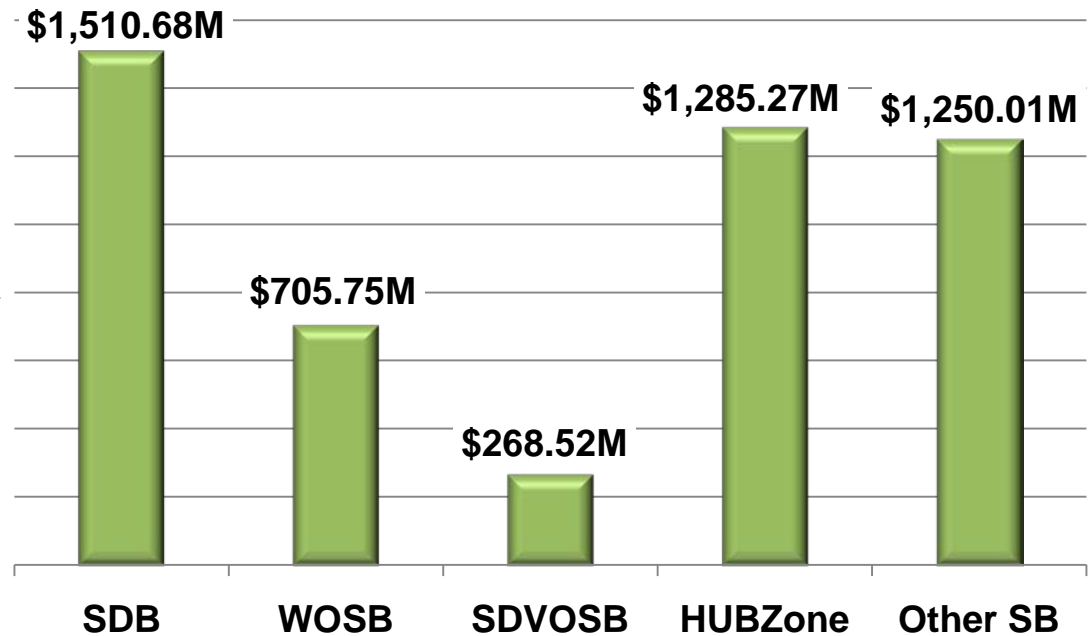
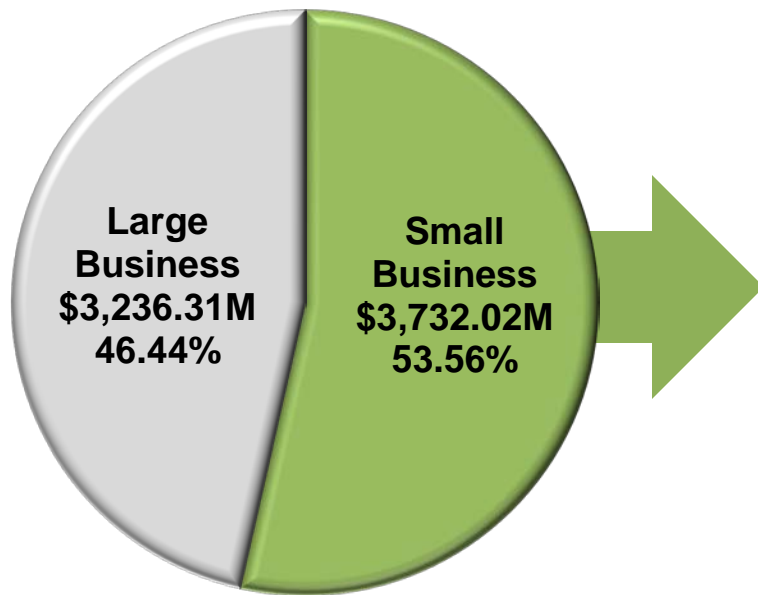


Source: FPDS-NG on 1 Nov 2010
*FY10 data is not yet certified by the SBA



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Army ARRA Small Business Spending*

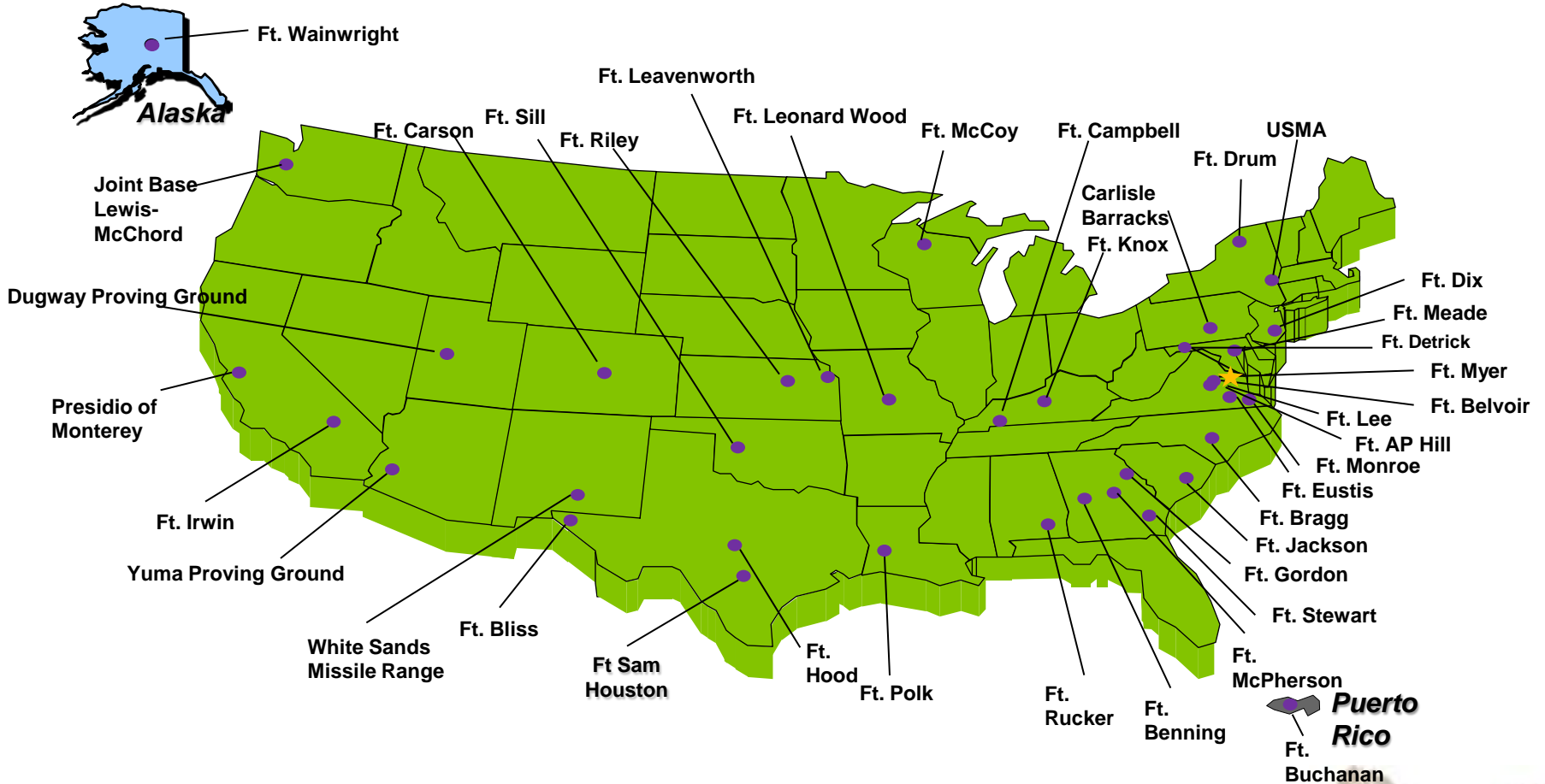


Source: FPDS-NG on 11/15/2010

***Many small businesses fall into more than one category, in which case their dollars are counted in each category. Therefore, the small business program totals exceed the small business total.**

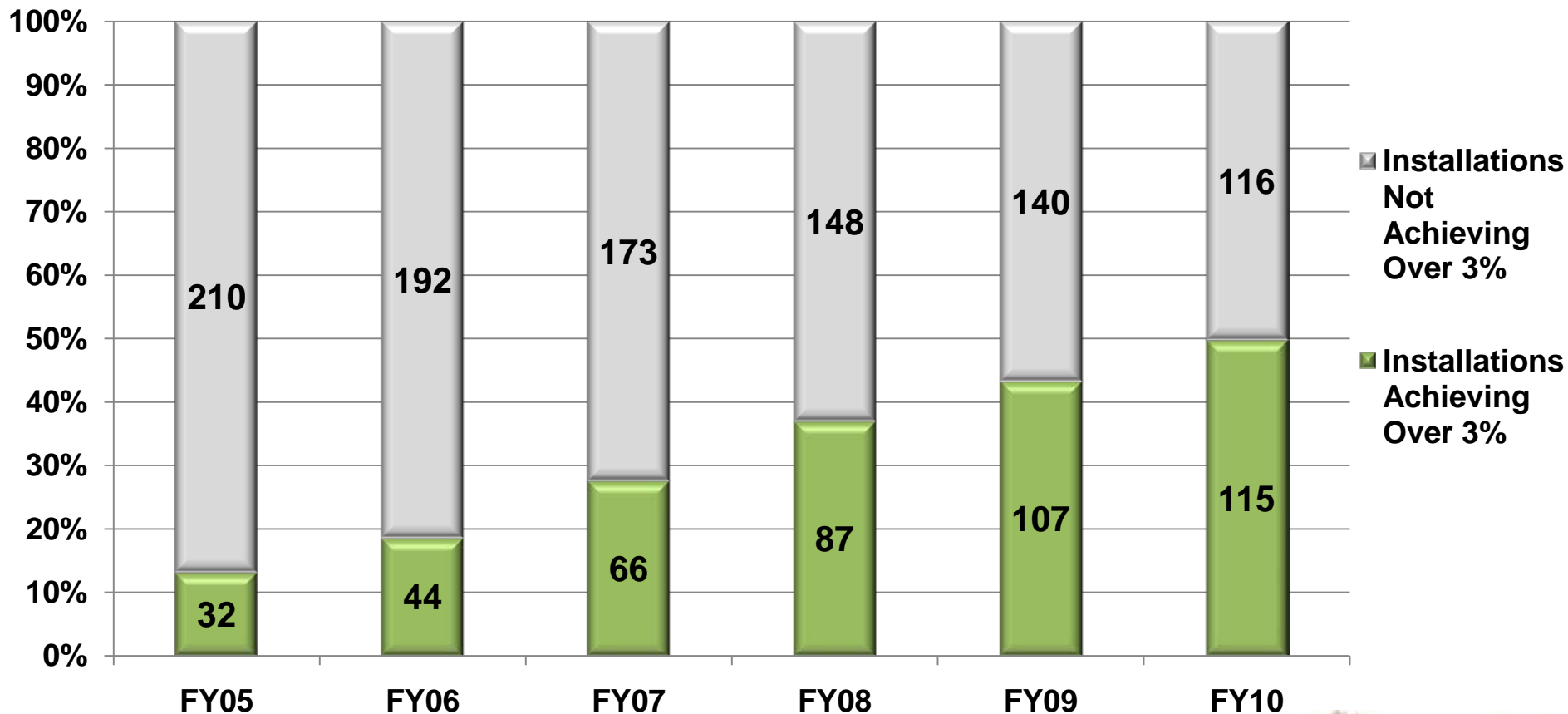


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Army Installations with SDVOSB Over 3%



Source: FPDS-NG on 11/15/10
*FY10 data is not yet certified by the SBA

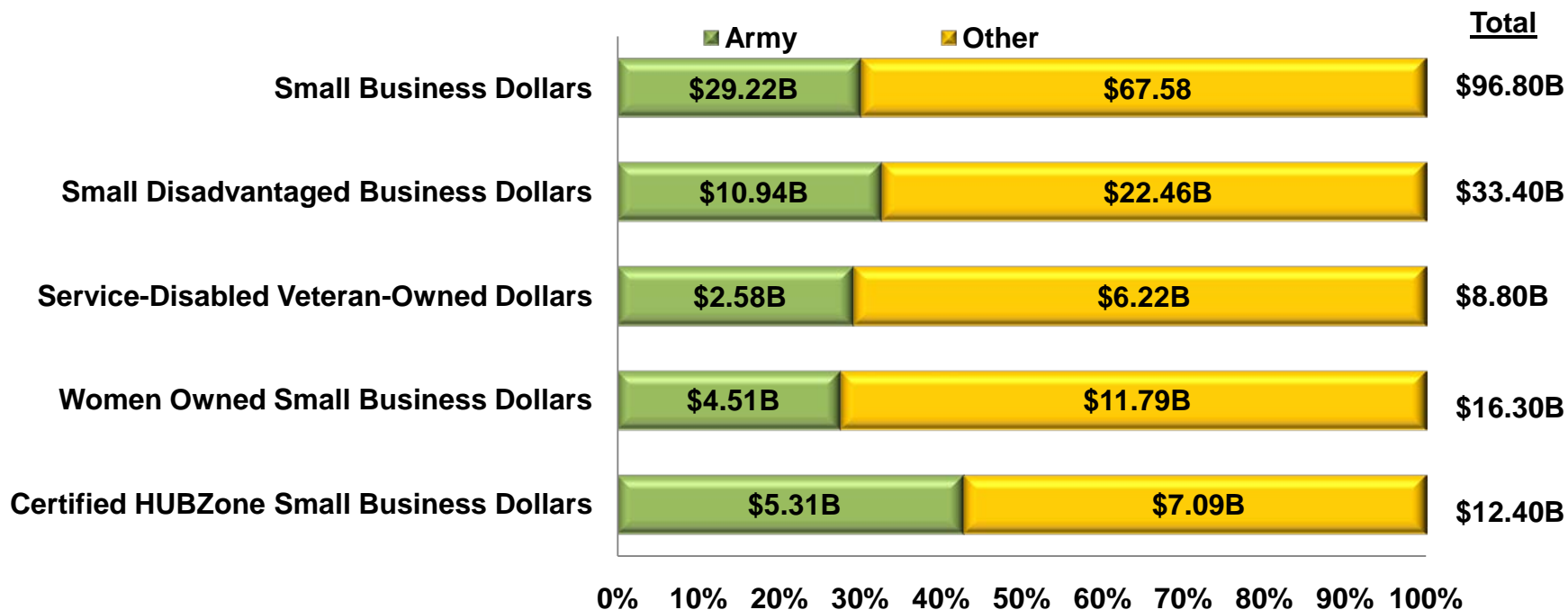


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Army Portion of Government Wide Small Business Spending in FY09



“It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise...”

“The essence of the American economic system of private enterprise is free competition. Only through full and free competition can free markets, free entry into business and opportunities for the expression and growth of personal initiative and individual judgment be assured. The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this nation.”



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President Obama on Small Business

“Small businesses create two out of every three jobs in this country. So our recovery depends on them.

And if we want to keep America moving forward, we need to keep investing in our small businesses. This is, by the way, more important than just our economy. It's also about who we are as a people.”

“Small businesses are the backbone of our economy. They are central to our identity as a nation.”

*Remarks by the President on the Small Business Jobs Initiatives,
28 July 2010*



Interagency Task Force on Federal Contracting Opportunities for Small Businesses

Executive Order

26 Apr 2010

- Focus on improving procurement opportunities for small business
- Help federal agencies achieve statutory small business goals
- Recommendations from Task Force included:
 1. Clearer Small Business policies
 2. Better trained workforce/hold agencies accountable for meeting Small Business goals
 3. Better use of technology and data



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Executive Order

26 Apr 2010

- Focus exclusively on improving procurement opportunities for small businesses owned by veterans and service-disabled veterans
- Help federal agencies achieve at least 3% goal for SDVOSB
- Expanded mentor-protégé relationships
- Improve training and counseling to veteran-owned firms



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- **Bundling**

New FAR language is mandate to establish a Government-wide policy regarding bundling including teaming and joint venturing by small businesses, and publicizing the rationale for bundling.

- **Consolidation**

The Senior Procurement Executive will now be required to consider market research, alternative contracting approaches, negative impact to small businesses, approaches as well as steps taken to ensure small businesses are included in the acquisition strategy. The Senior Procurement Executive will be required to make a determination that the benefits of the acquisition strategy substantially exceed the benefits of alternative contracting approaches for all contracts over \$2M.

- **Subcontracting Misrepresentations**

This will require offerors to submit a representation that they will make a good faith effort in the same amount as in their proposal.

- **Set-Asides for Multiple Award Contracts**

Allows small business set-asides on MACs, set asides of orders under MACs and reservation of contract awards for small businesses under full and open MAC procurements.

- **Agency Accountability**

Requires each procurement employee or program manager to communicate to subordinates the importance of achieving small business goals.



- **Payment of Subcontractors**

Requires prime contractors to notify CO of payment of a reduced price to a subcontractor or any past due payment of more than 90 days. The results will be included in the contractor's performance evaluation.

- **Repeal of the Small Business Competitive Demonstration Program**

This will apply to the first full fiscal year after the bill is enacted.

- **Small Business Size and Status Integrity**

Requires certification of small business size and status, including the signature of an authorized official, as well as annual certification in ORCA. Requires Government-wide policy be issued on prosecution of small business size and status fraud.

- **Training for Contracting Personnel**

Requires courses for acquisition personnel in the proper classification of business concerns and small business size and status

- **Updated Size Standards**

Requires the SBA to review 1/3 of all the size standards every 18 months and make appropriate adjustments.

- **Mentor-Protégé program**

Requires a GAO report on the effectiveness of the 8(a) M-P program. Allows SBA to establish M-P programs for HUBZones, WOSBs, SDVOSBs similar to the 8(a) M-P program.

- **Small Business Contracting Parity**

Creates parity among the 8(a), HUBZone, SDVOSB and WOSB programs.



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- **As a result of SB Jobs Bill Act of 2010 – two FAR cases have been opened:**
 1. Socio-Economic Parity – report due to Civilian Agency Acquisition Council 27 October
 2. Repeal of the Competitive Demonstration Program – approved by DAR Council – sent to CAAC week of 15 October
- **Other cases will be opened to address:**
 1. MAC contracts – set-asides for SB
 2. Bundling/Consolidation
 3. Subcontracting Misrepresentations
 4. SB Subcontracting improvements
 5. Payment of subcontractors
 6. Annual certifications



Women Owned Small Business Program

- FR Final Rule effective February 4, 2011
- Two Categories
 1. Women Owned Small Businesses (WOSB)
 2. Economically Disadvantaged WOSB (EDWOSB)
- 83 4-digit NAICS codes are available for WOSB set-asides.
- Offeror required to provide documentation to prove eligibility in SBA Repository or to CO if repository not available
- Offeror must register WOSB/EDWOSB status in both CCR and ORCA
- Competitive set-aside for acquisitions equal or less than \$5M for manufacturing/\$3M for all others
- No sole source authority for this program
- Applies to prime contracts only



- Small Business Participation in Major Systems Programs (ASARC)
- Promote Greater Involvement of SBs in Army Contracts for Services (AASP)
- Accomplishment of 3% goal for Service-Disabled Veteran-Owned Businesses
- Contract Bundling and Consolidation
- Support of HBCUs & MIs in the Acquisition Process
- Subcontracting Plan Development and Enforcement
- Insourcing
- SB Participation in OCONUS contracts
- Staffing of Small Business Offices and development of SB personnel



- Periodically provide capability briefings to small business specialists and technical POCs
 - Build dialogue with technical requirements personnel
- Attend acquisition conferences, industry days and other outreach events
- Respond to Sources Sought Synopses or RFIs
 - Often the basis for small business set aside decisions
- Consider teaming



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The screenshot displays the OSBP web portal interface. At the top, the header includes the Department of the Army logo and the text 'Office of Small Business Programs BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS'. Below this is a navigation bar with links for Home, Business Opps, Register, Tools, Locations, Login, and Search. A sidebar on the left lists various business categories: SMALL BUSINESS SDB / 8(A), WOMEN-OWNED, HUBZONE, VETERAN-OWNED / SERVICE-DISABLED, SUBCONTRACTING, MENTOR-PROTÉGÉ, and HBCU / MI. The main content area features a map of the United States with state abbreviations, a 'Welcome' message from Director Tracey Pinson, and several news items including 'Business Development Center', 'The 6th Annual National Veteran Small Business Conference & Expo', and 'Suspension of Applications for SDB Program'. A 'CALENDAR OF EVENTS' section is also visible at the bottom left.

- Small Business Specialists & Buying Activities, click on “Locations”
- Tutorial: 13 Steps to doing business with the Army
- Legislation
- Event Calendar



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ARMY STRONG.

Office of Small Business Programs Department of the Army

106 Army Pentagon, Room 3B514

Washington, DC 20310-0106

Phone: 703-697-2868

Fax: 703-693-3898

www.sellingtoarmy.info



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ARMY STRONG.





Dr. Christian Lundblad

Edward M. O'Herron Distinguished Scholar & Associate Professor of Finance, The University of North Carolina at Chapel Hill, Kenan-Flagler Business School



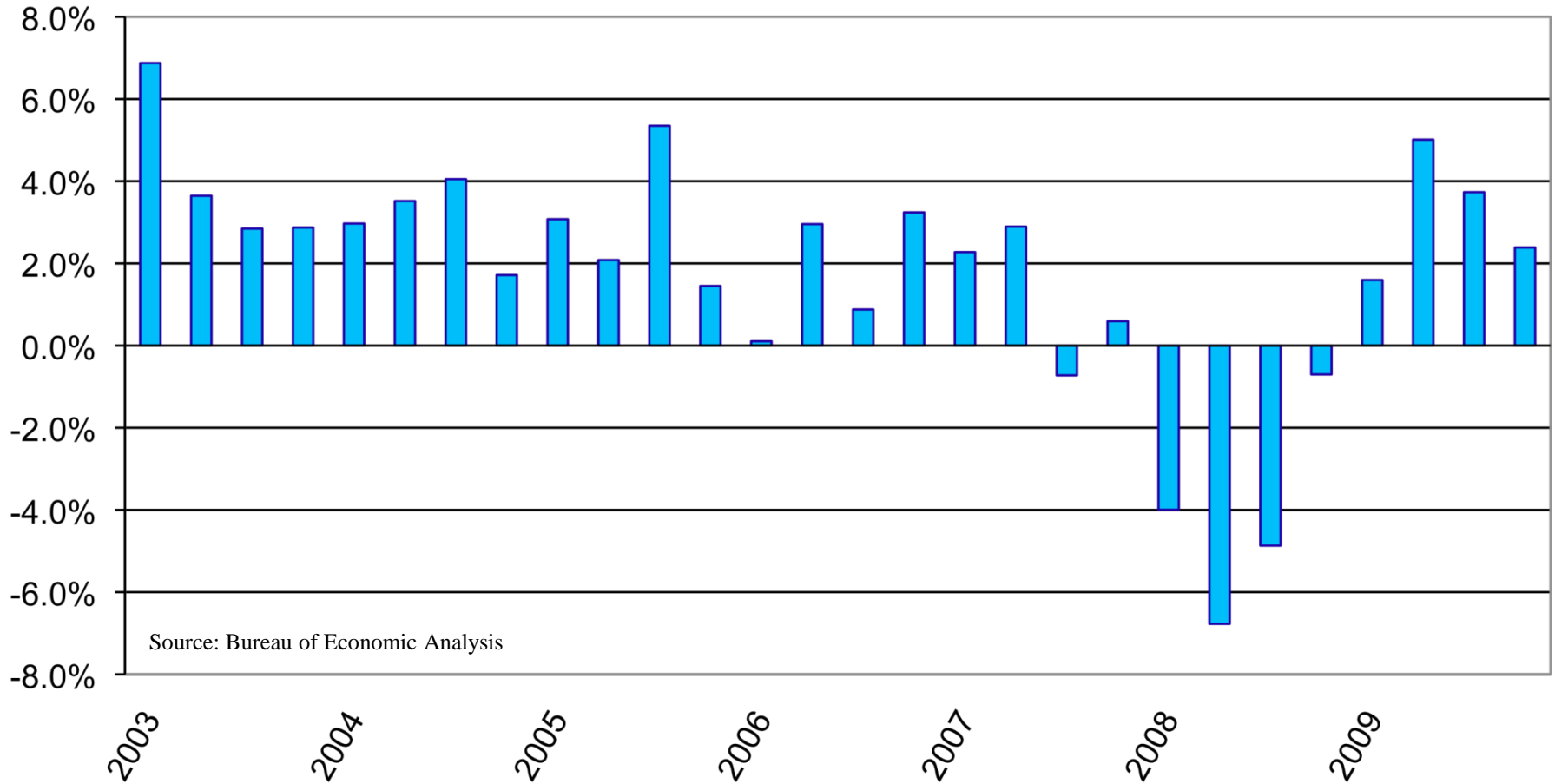
UNC
KENAN-FLAGLER
BUSINESS SCHOOL

The U.S. Economy

Professor Christian T. Lundblad
November 2010

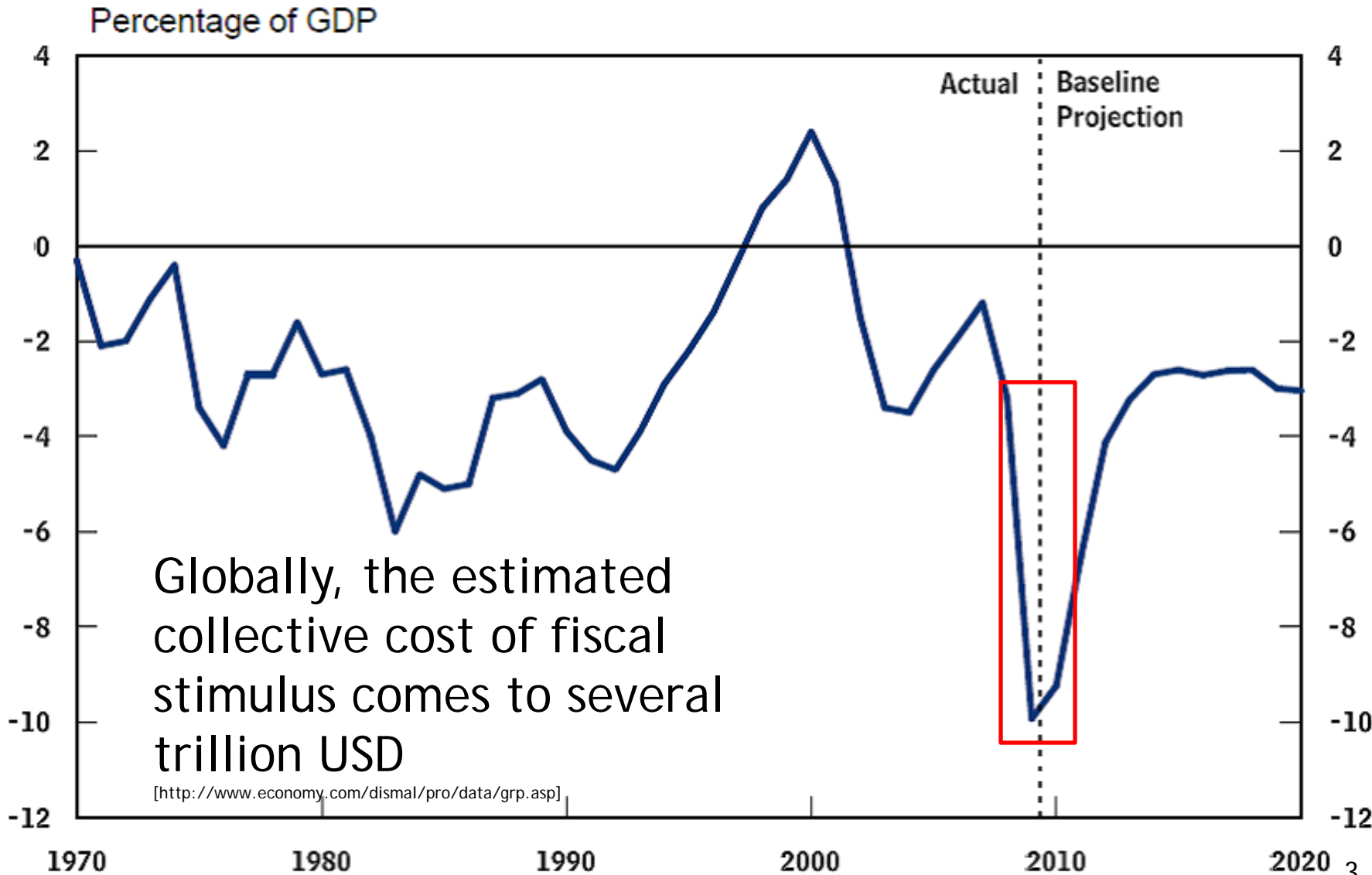


Real US GDP Growth





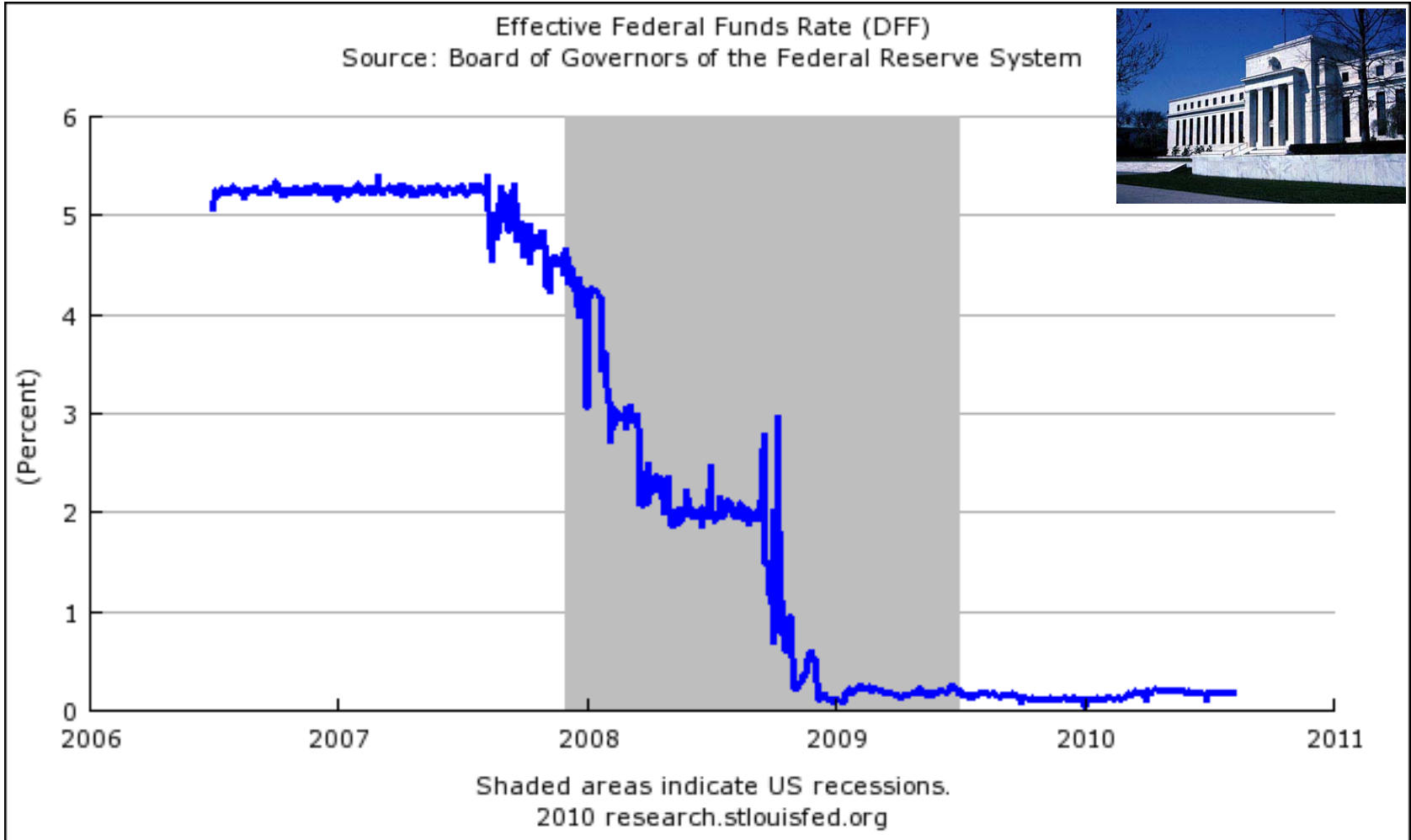
What did it take to get here? Fiscal Policy = Deficit Spending





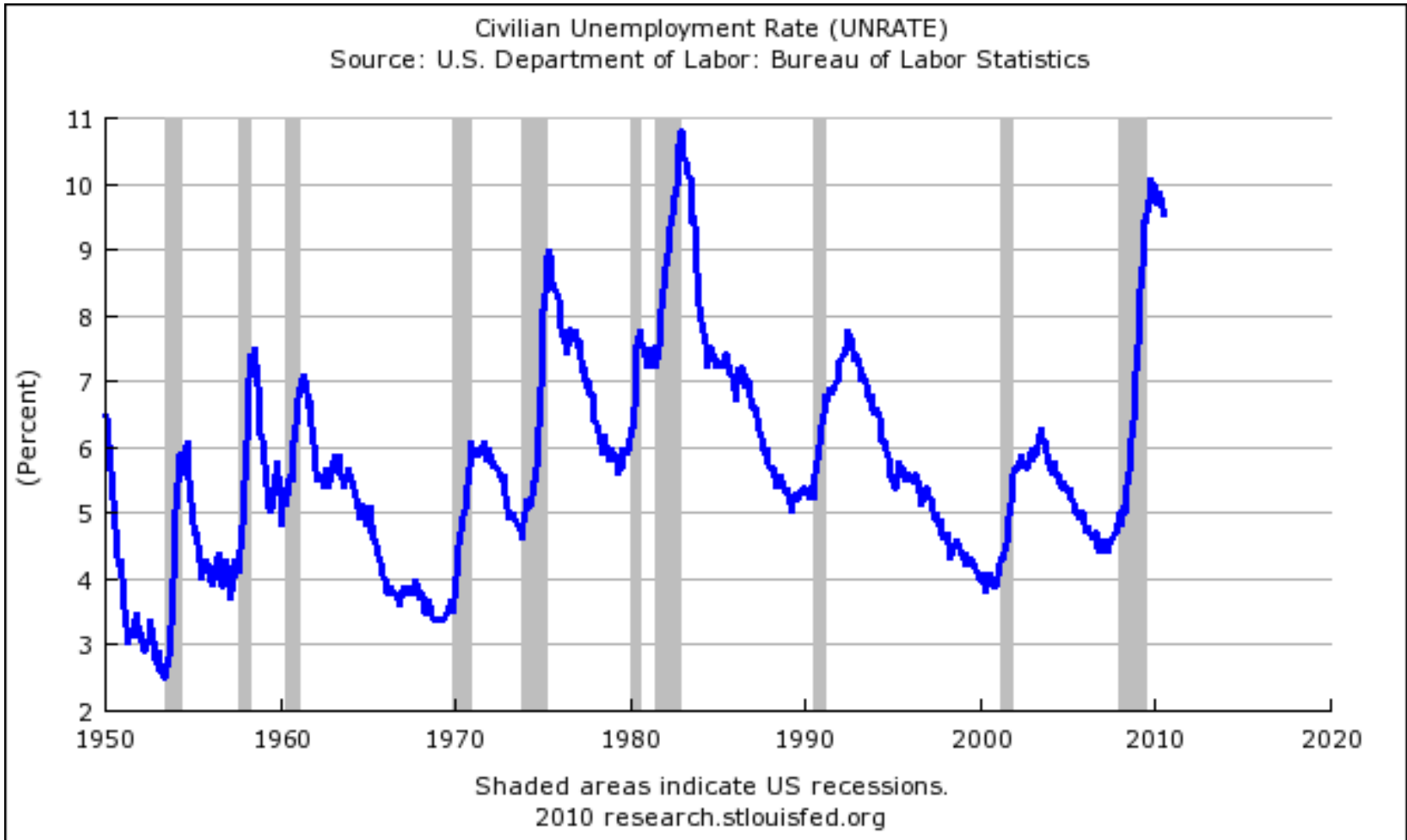
What did it take to get here?

Monetary Policy = Zero Interest Rate



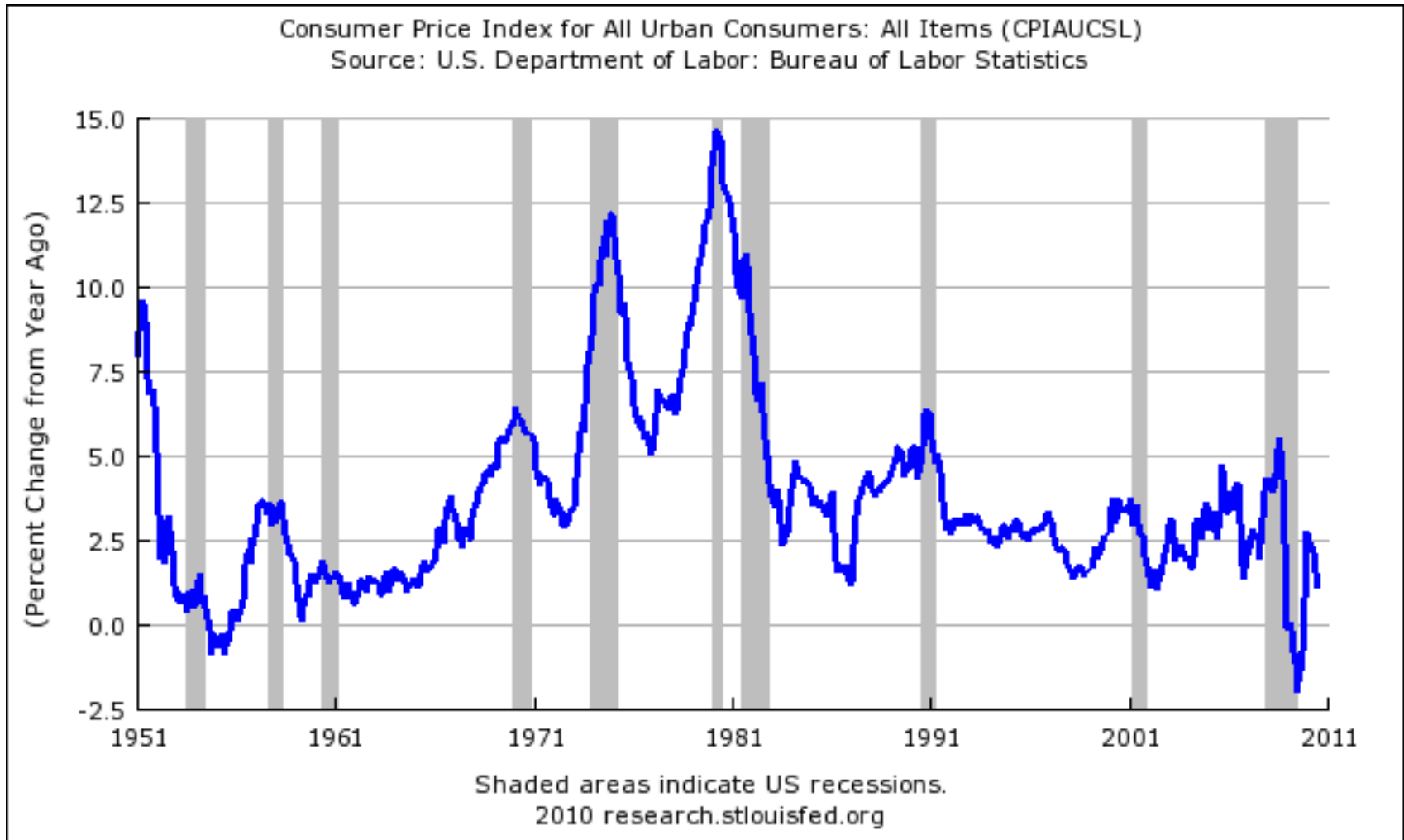


Immediate Challenges: Excess Capacity



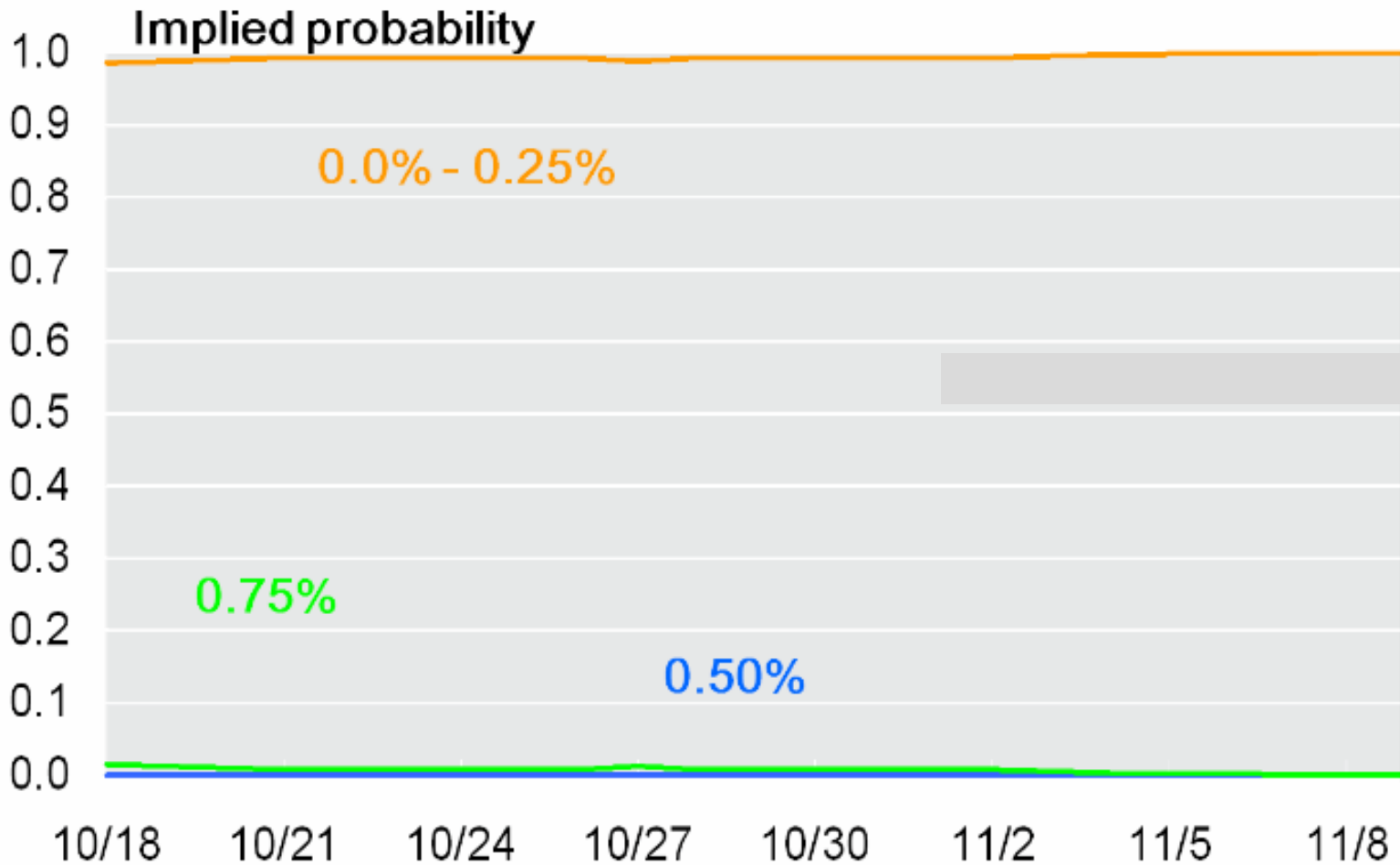


Immediate Challenges: Limited Inflationary Pressures?





March Meeting Outcomes

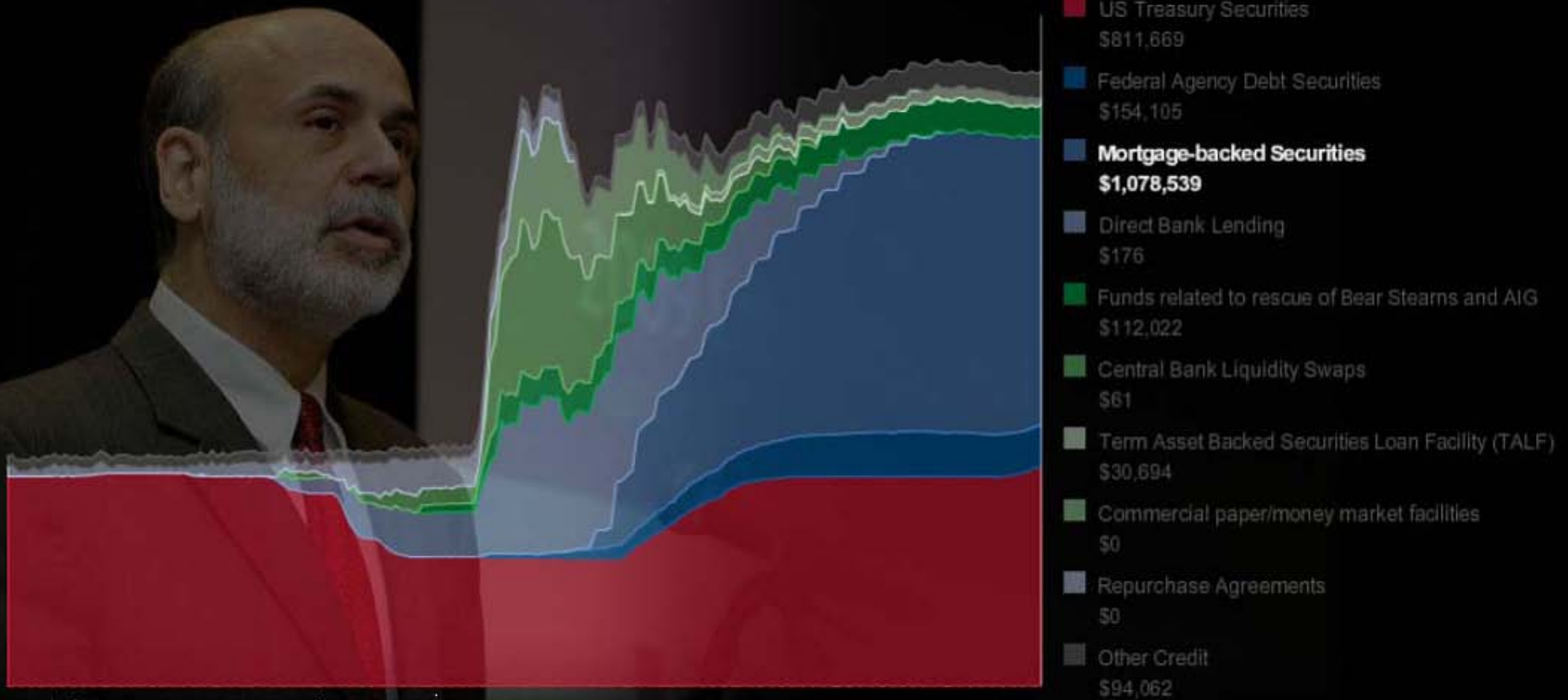




Non-traditional Monetary Stimulus



Fed Balance Sheet The size and composition of assets on the Federal Reserve's balance sheet, in millions.

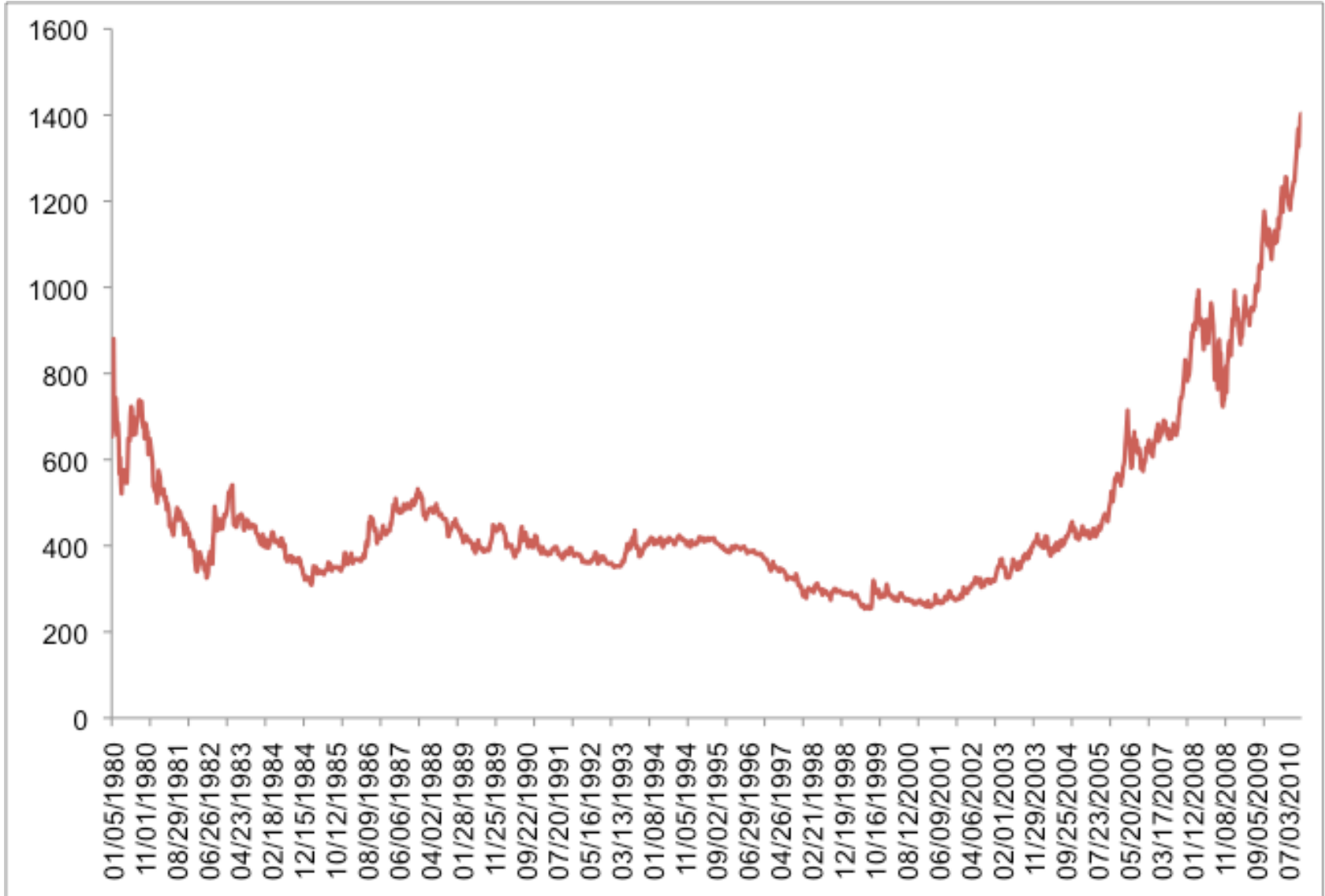


Total (Sep 29, 2010): **\$2,281,328**

Source: Federal Reserve



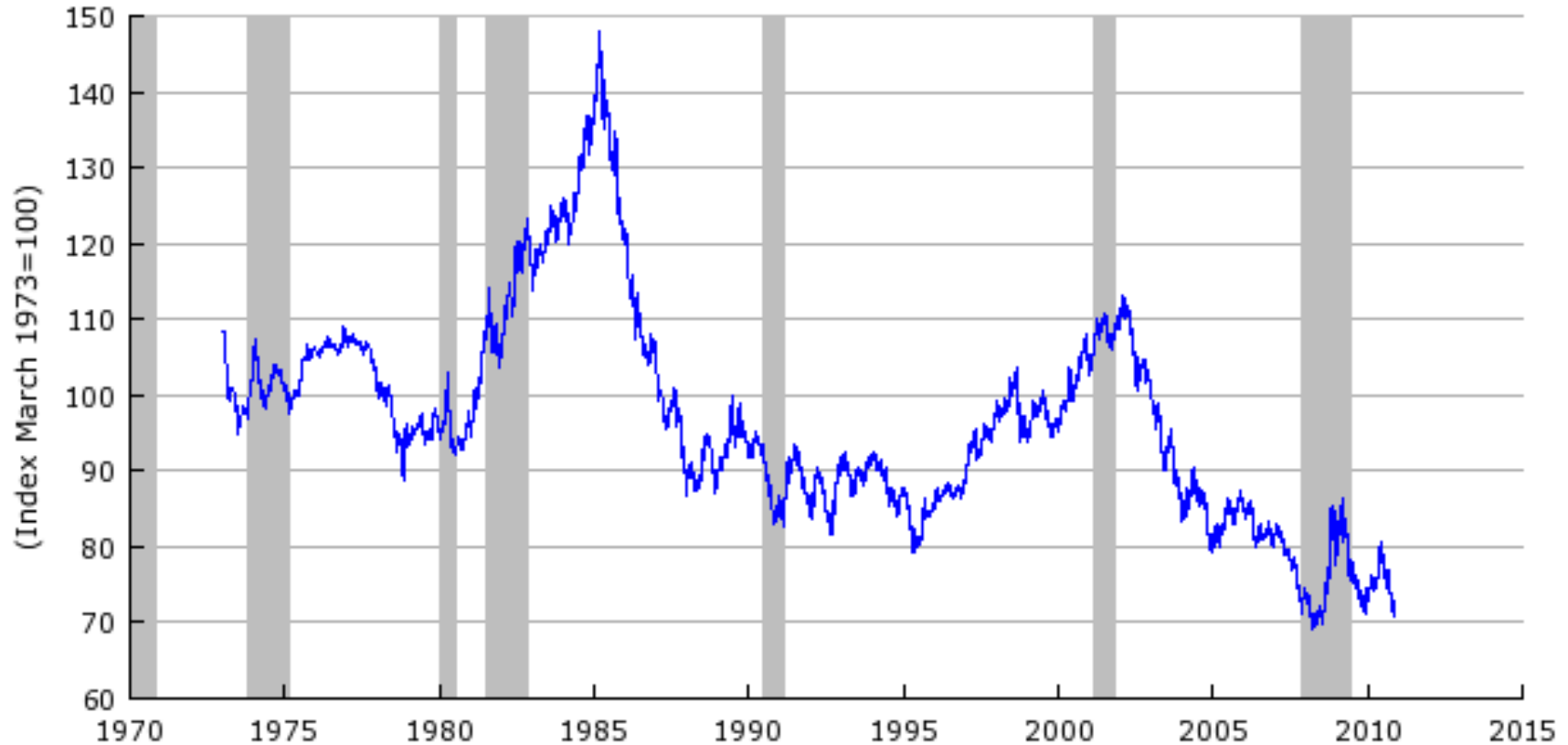
Inflationary Pressures? Gold...





Inflationary Pressures? Trade-Weighted USD Exchange Rate

Trade Weighted Exchange Index: Major Currencies (DTWEXM)
Source: Board of Governors of the Federal Reserve System



Shaded areas indicate US recessions.
2010 research.stlouisfed.org

This is particularly troubling...

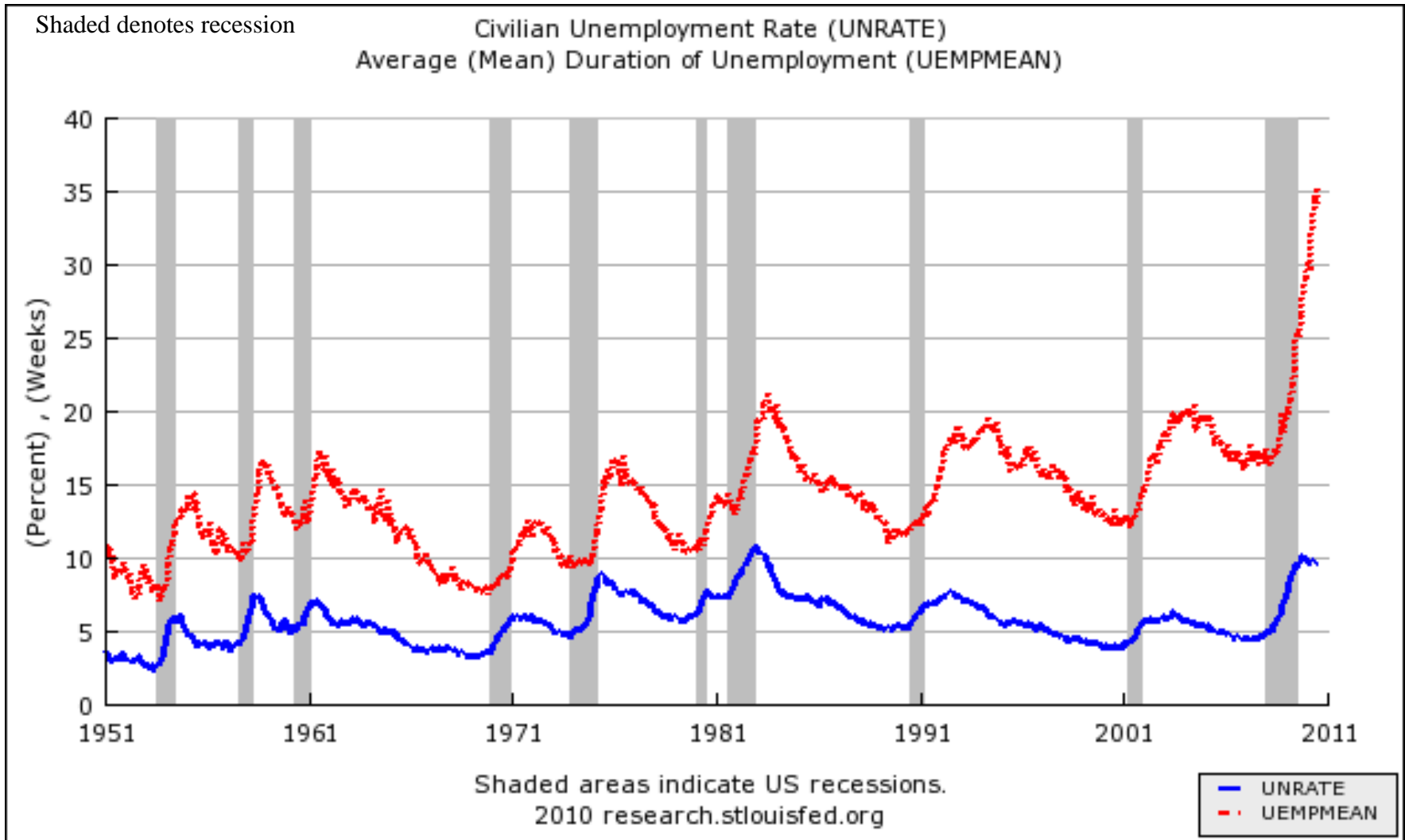
Despite all this, unemployment remains an obstacle

- **Structural Unemployment?**
- Housing remains an issue
 - about 25% of mortgages are under water
 - new and existing home sales remain very weak (despite targeted stimulus)
- Firms face elevated uncertainty and frictions
 - Health care costs & Retirement plans
 - Regulatory uncertainty
 - Small businesses remain constrained





Where will the jobs be?



Where are the jobs expected to emerge?

Share of US employment
100% = 130 million

Innovative new sectors



Existing large employment sectors



These are coming back
 Serious questions about *structural*
 unemployment

McKinsey.com



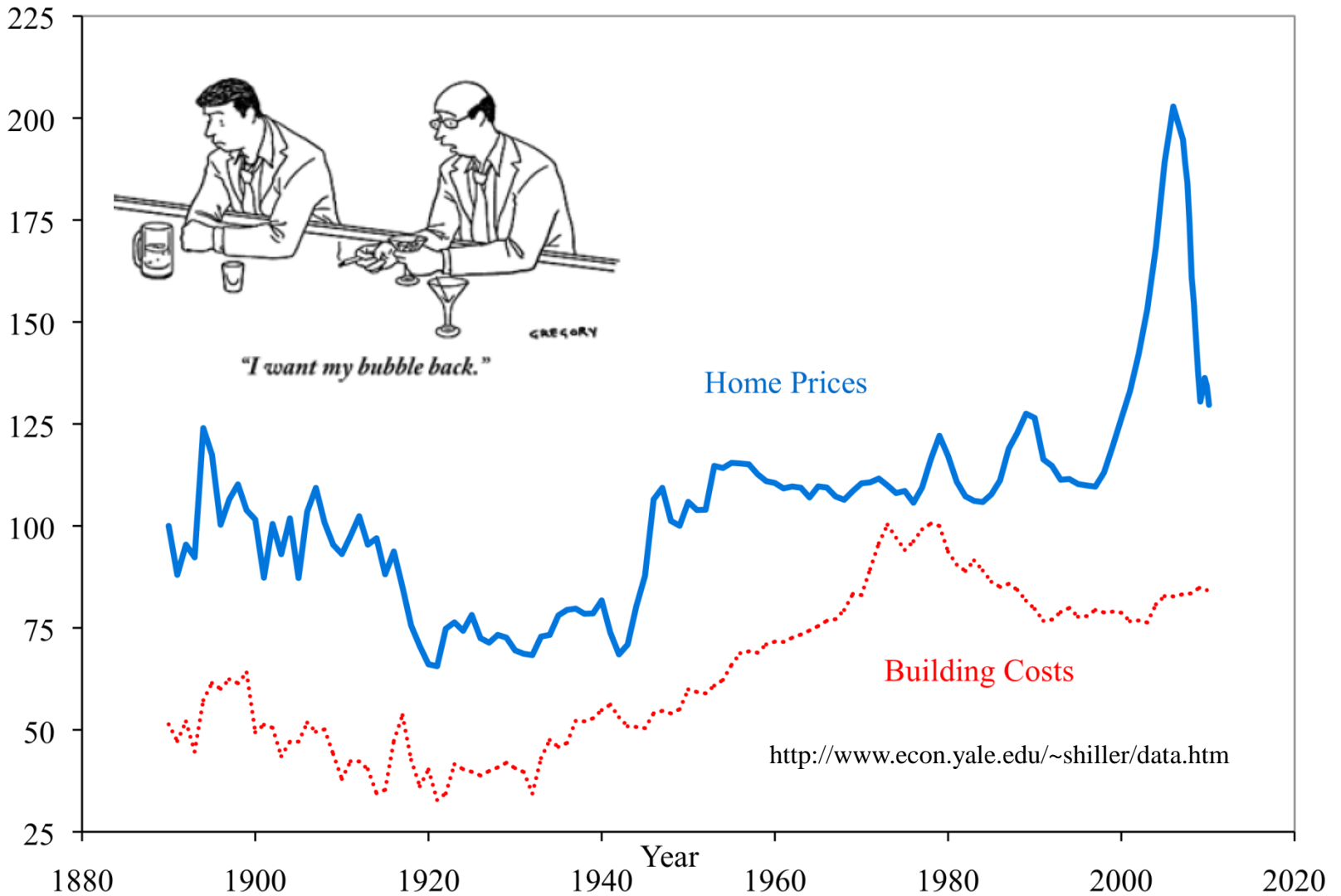
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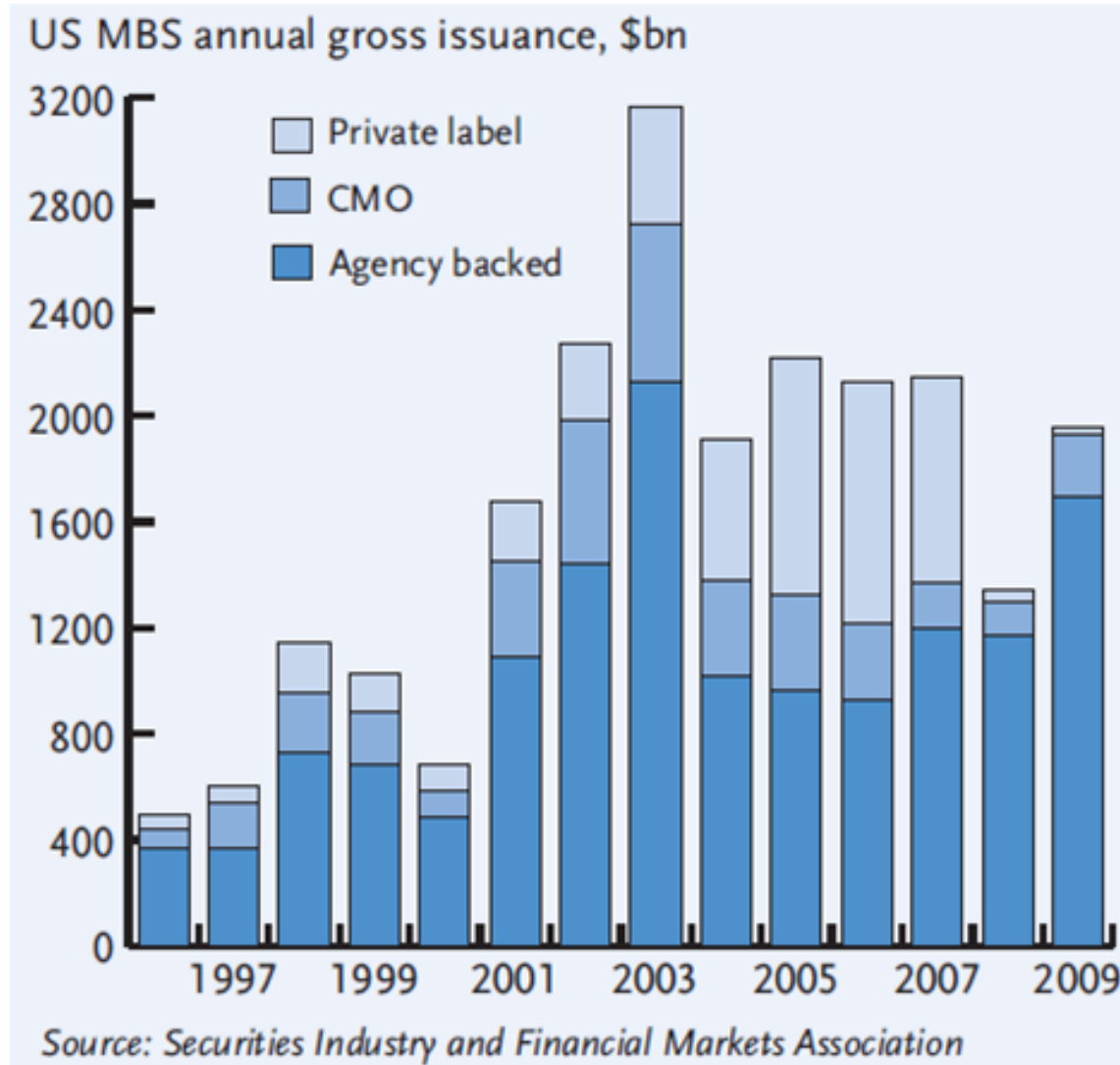


Real estate prices





The Federal Gov't and Housing: Securitization Trends

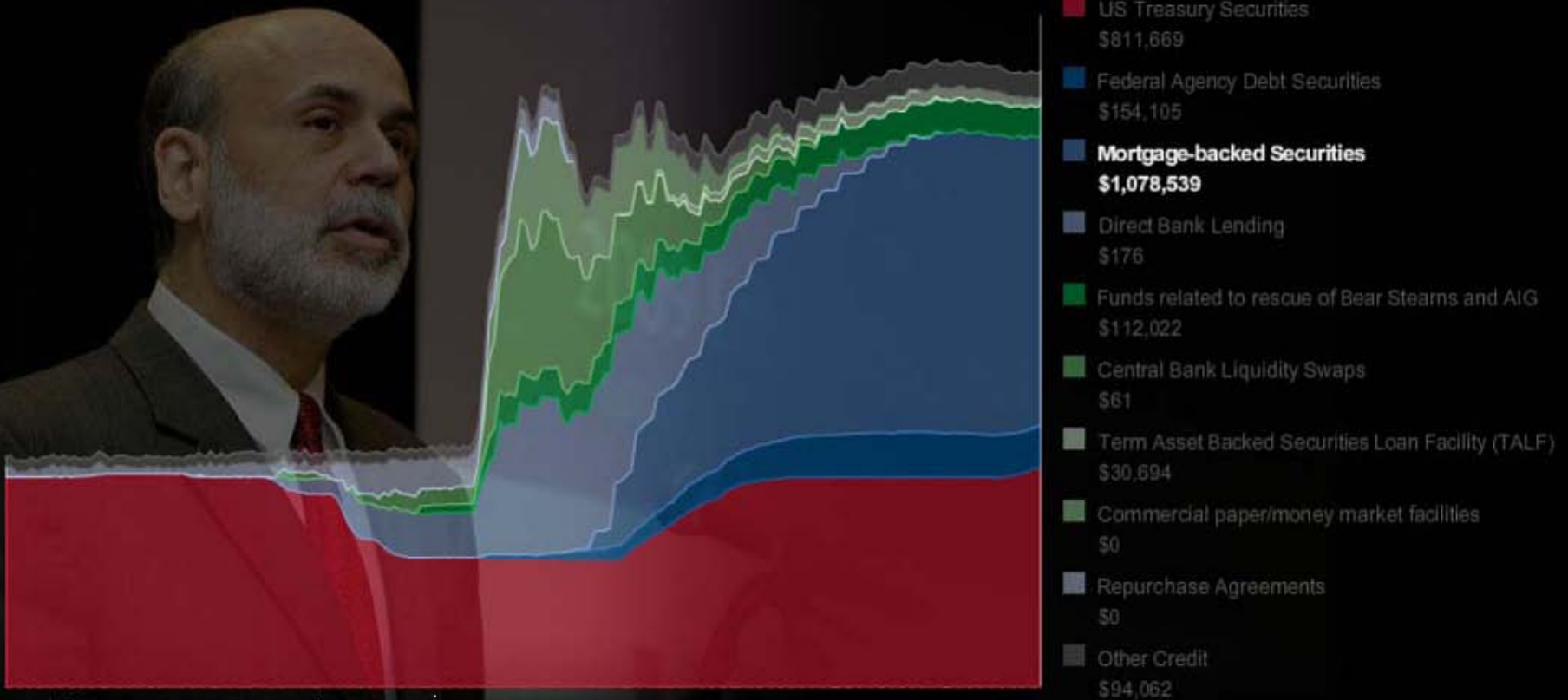




The Fed and Housing



Fed Balance Sheet The size and composition of assets on the Federal Reserve's balance sheet, in millions.

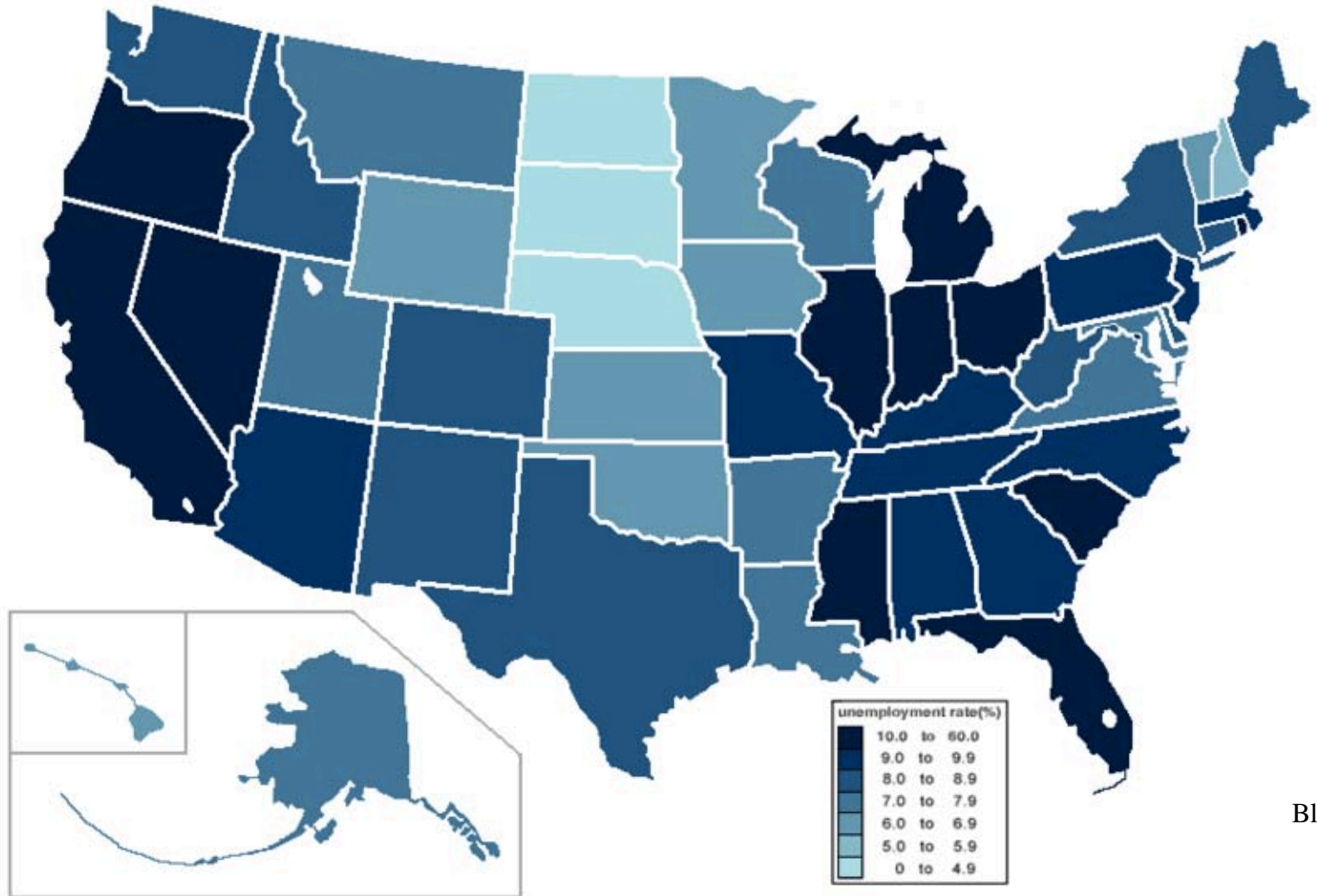


Total (Sep 29, 2010): **\$2,281,328**

Source: Federal Reserve



Housing frictions translate to labor frictions



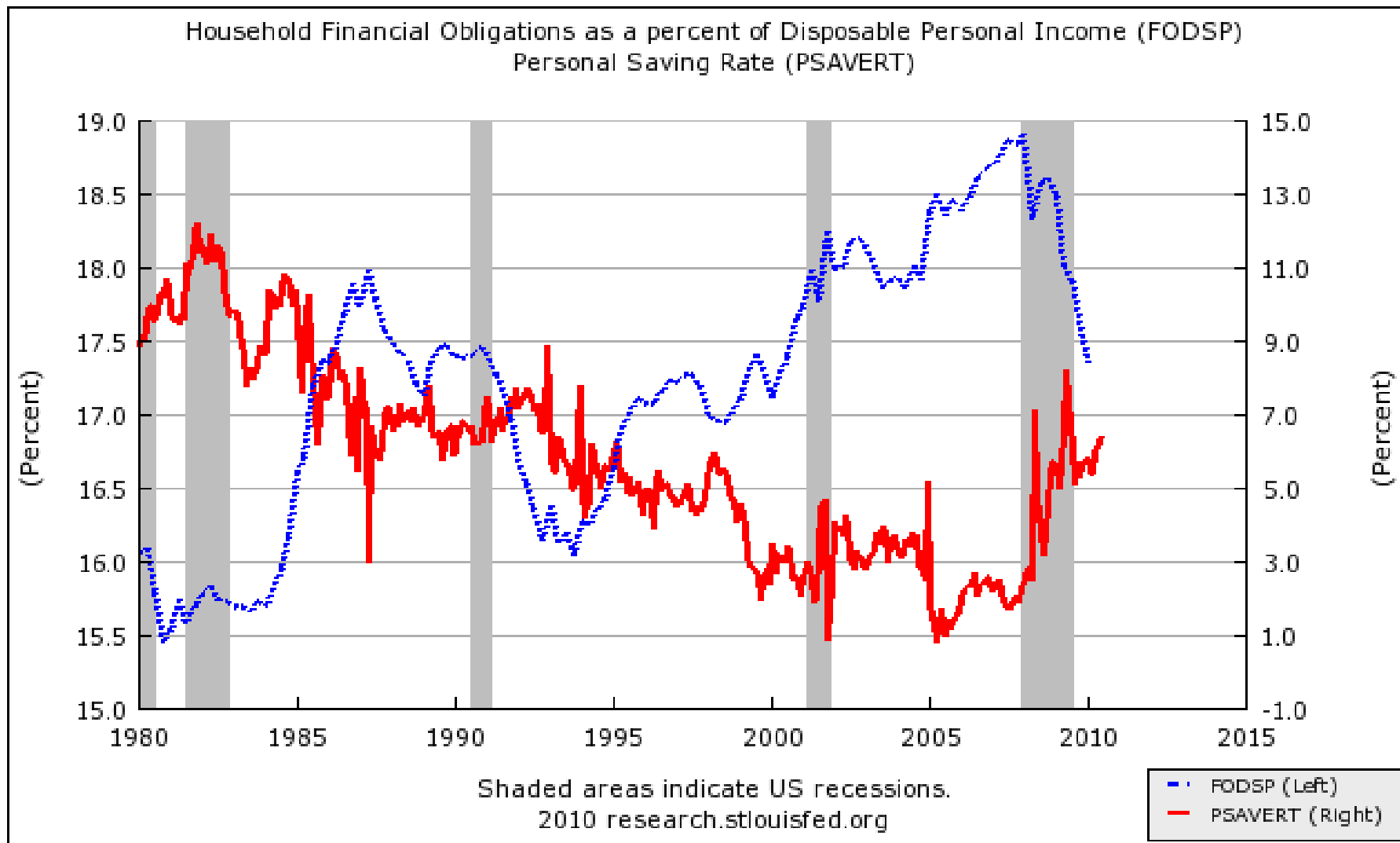
Bls.gov

Despite all this, unemployment remains an obstacle

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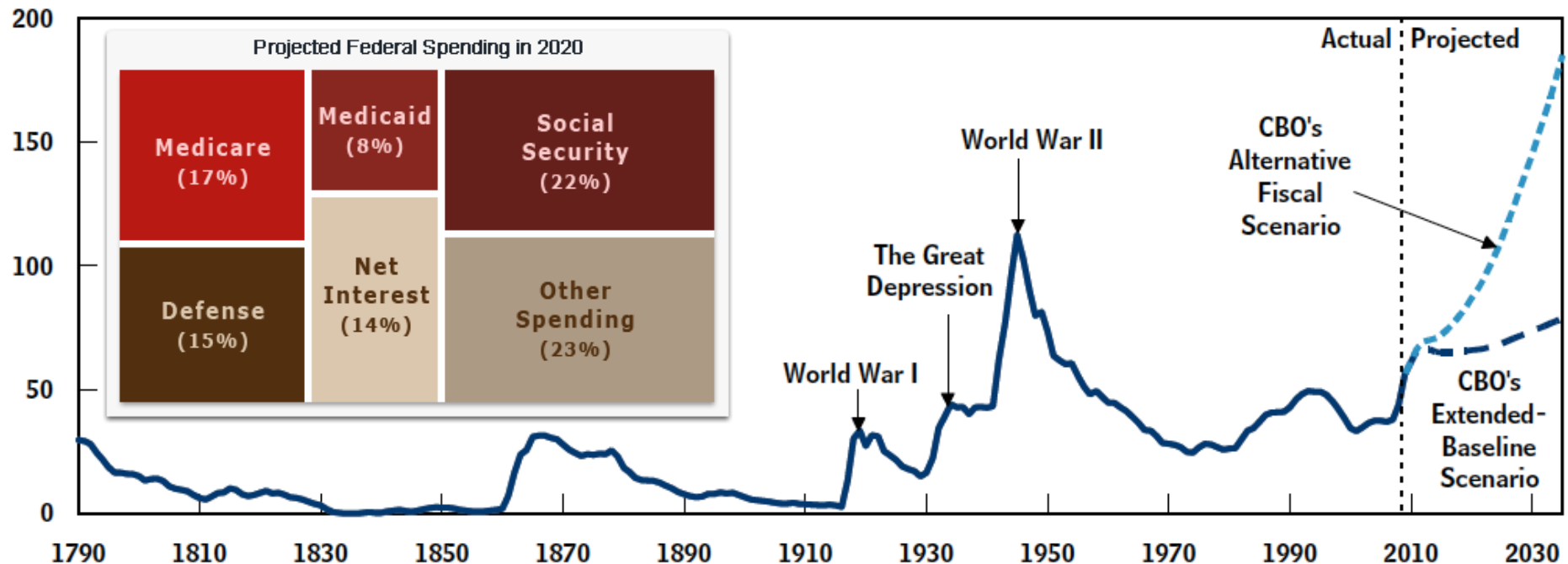
Taken together: Whither the U.S. Consumer?



Fiscal Austerity?

Debt as a Percentage of GDP

How does this fit into the U.S. historical record?



Source: Congressional Budget Office, *The Long-Term Budget Outlook* (June 2010); *Historical Data on Federal Debt Held by the Public* (July 2010).



Ms. Karen Hontz

Director, Office of Government Contracting, Small Business Administration



Ms. Nancy Small

Director, Small Business Programs, AMC



Mr. John Kavazanjian

President and CEO, Ultralife Corporation



Use Small to Become Large

John D. Kavazanjian
Ultralife Corporation

ULTRALiFE[®]

- 1999 Revenues \$20M \$1M Defense
- 2010 Revenues \$175M \$110M Defense

- Battery and Energy Products
 - Top battery supplier to DOD and UKMOD
- Communications Products
 - SOTM system supplier to DOD
 - Top supplier of communications accessories

The Roadmap

- **Partner with the development side**
 - Easier to catch a new application than displace an old one
 - Understand market potential of development side product/service offering. Small Bus. product success is dependent
- **Patience/Persistence/Value**
- **Contracting/Contracting/Contracting**
- **Leverage your strengths**

Partner With Development

- **Listen to their needs**
 - Sell what they want, not just what you have
 - Be responsive and flexible
 - Go for the win/win
- **Lots of Vehicles to do this**
 - SBIR
 - OSCR
 - BAA's



Example-Pouch Cell

1992-1993	Army expresses interest in pouch tech-company decides to pursue
1993	SBIR Phase I
1994	SBIR Phase II
1995-1996	Internal Development
1997	SBIR Phase III
2000-2002	In House Commercialization

Patience/Persistence/Value

- **Be patient. Needs are urgent but the process rules**
- **Persist. Users and agencies want to know that you have a long term commitment**
- **Bring value. Be able to explain in very simple terms how you can help in a unique way**
- **Partner with a large business**

Example-MnO₂ Technology

- | | |
|-----------|---|
| 2000-2002 | OSCR Program for MnO ₂
Manufacturing Tech.
Development |
| 2003-2005 | Fielded technology in
BA-5390 contracts for OIF |
| 2008-2010 | Achieved major market
share |

Partner With A Large Business

- Large business as a prime
 - Has incentives to use small businesses
 - All have active Small Business programs
 - Get engaged
 - Be professional-you are interviewing for a job
- A small business can also be a prime
 - Requires accounting and contracting infrastructure

Example-Land Warrior

1998	Engaged with Land Warrior Program and GD-sold our technology and development capability
2001-2006	Ongoing LW development with GD
2007-2008	Field testing
2009	Program not funded
2010	Program back and now deployed-supply through DLA
2010-Forward	Adoption by int'l allies

Unsuccessful Examples

- Small businesses as “pass through” distributors
 - No value add
 - Credit, payment and accounting issues
- Small businesses that do not take contracts and accounting seriously
 - Still need a contracting infrastructure
 - Still need auditable financial records
 - Still subject to other rules like ITAR

Contracting

- **Small businesses are advantaged**
 - Set-asides
 - Subject to fewer FAR reqmts than large Cos.
 - GSA Schedule Contracts
 - Prime contractors have incentives and requirements to use small businesses
 - Small business can prime for large business
- **Learn how to work with Contracting Officers, DCMA and DCAA**

Infrastructure

- **Once you have started doing government business, use the infrastructure you have developed**
 - People/satisfied customers will refer you
 - Contracting vehicles make it easier for others to do business with you
 - Experience of dealing with Buying Authority FAR requirements, and agencies like DCMA and DCAA

Get Engaged

- Resources are available
 - Learn what they are and use them
 - SBA Office of Government Contracting
 - Procurement Technical Assistant Centers
 - SBA online training courses
 - Ask when you don't know
- Build your business and help the war fighter to continue to get the best technology and services available



Mr. Travis Schmuhl

*“Family of Medium and Heavy Tactical Vehicles” Segment Commodity
Manager for Defense, Oshkosh Defense Corporation*

Oshkosh Corporation

Travis Schmuhl,
Senior Segment Commodities
Mgr.
GPSC Defense



OSHKOSH CORPORATE & DEFENSE OVERVIEW



Our number one customer!!

Mission-Driven and Customer-Focused

Values, Mission, Expertise

Customer Focused Innovation

Access Equipment

JLG
Lull
SKYTRAK



Defense

OSHKOSH
DEFENSE



Fire & Emergency

Pierce
OSHKOSH MEDTEC
JERR-DAN FRONTLINE COMMUNICATIONS
KEWAUNEE FABRICATIONS
SMIT MOBILE EQUIPMENT B.V.
OSHKOSH OSHKOSH SPECIALTY VEHICLES



Commercial

McNeilus
OSHKOSH LONDON
IMT
CON-E-CO





OSHKOSH

DEFENSE



Defense Program Portfolio

Army

Development

- FMTV Variants (Variants)
- HEMTT A3 (Hybrid Electric)
- HEMTT A4 Block Upgrade
- HMMWV RECAP

Production

- FMTV
- HEMTT A4
- HET (HET A1)
- PLS (PLS A1)

Sustainment

- Field Service Representatives (FSR)
- Theater Provided Equipment Refurbishment (TPER)
- Reset/RECAP

International

- 4x4 Light weight cargo
- 8x8 Heavy load handling system
- Global HET

- MTT
- SandCat/TPV

- Field Service Representatives (FSR)
- Support services – wheeled tanker

Joint

- Autonomous (Robotic) Vehicle Capability
- JLTV
- M-ATV Variants (Ambulance, Cargo, SOCOM)

- M-ATV
- TAK-4[®] ISS

- DLA Parts
- Field Service Representatives (FSR)

USMC

- MTVR 4x4
- MTVR III
- On-Board Vehicle Power (hybrid)

- LVSR
- MTVR

- Field Service Representatives (FSR)
- Reset

GPSC Structure and Alignment

- **Organizational Structure and Alignment**
 - One voice to supply base
 - Customer focused, integrated in the Business Units
 - Leverage size & scale to provide superior synergies for suppliers
 - Standardized work/common processes
- **Targets and Metrics**
 - Suppliers aligned with Business Unit priorities
 - Clear and consistent to all levels of the organization
 - Responsibility and accountability
 - Common systems and tracking internal and external
- **Work Streams Focused on Synergies, Size & Scale to Benefit both Oshkosh and our Suppliers**

CPO
Greg Fredericksen



Access Equipment



Paul Heffernan

Commercial Group



Guru Bandekar

Oshkosh Defense



Paul Gosling

Fire and Emergency

Open

VP, GPSC

Matteo Pisciotta



Raw Mtrl/Fabrications Rohrs

Bren



Electric/Mechanic/Hydraulic Messer

Jay



Chassis/Powertrain Bernard

Jeremy



Indirect/MRO Novachek

Brend



Business Process

Open

Global Logistics Dreas

Lee



Supplier Dev/Quality Ketter

Sean



Asia Lim

Den



Customers
BUL's, Engineering, Manufacturing

Customers – Business Unit Leaders

GPSC 4 Priorities

Delivery / Supply Chain

Develop Supply Chain Capability

- On time delivery to station
- Premium freight
- Achieve budgets (Logistics, Inventory, Containers)
- Value chain mapping
- Ensure strong Supply Chain capability
- Manage critical supplier issues
- Support Manufacturing Footprint

Quality / Launch

Quality / Cost Improvements Total Cost Approach

- Plant Disruptions/ Stock outs/ Down time
- Flawless Launch Execution
- Waste elimination
- Warranty improvement

NPD - Program Management

New Programs @ Right Quality, Right Time, Right Cost

- Right resources dedicated to the project
- On time achievement of milestones
- Quality of engineering / design / services / technology
- Design to cost vs. cost of design

Competitiveness

Best Landed Cost Globally

- Best landed cost (TLC)
- Sustainable cost structure
- Cost driver / detailed supplier cost break downs
- Value creation vs. competition
- Grow Best Performing Suppliers
- Global Sourcing
- Proactive Supply Base Restructuring

Suppliers Must Perform To All Four Priorities

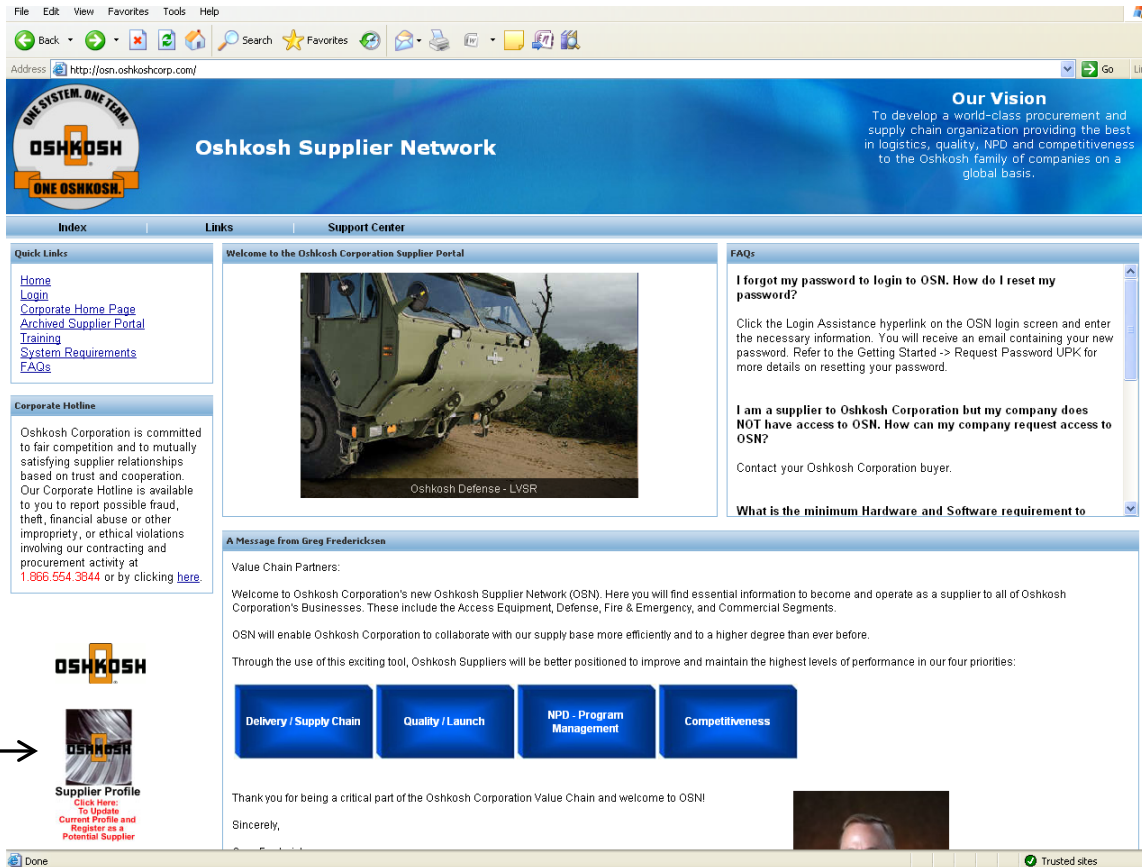
What Does OSK Look For in a Supplier?

- Knowledge – of overall industry, specific commodity, and technology benchmarking
- Ability to identify strengths and weaknesses
- Attention to detail
- Obsessed with continuous improvement
- Strive for stretch targets
- Sustainable cost advantage = Best-in-Class value
- Adapt quickly to a rapidly changing environment
- Superior Culture, Behavior, and Performance

Oshkosh Supplier Profiling System

In order to better understand the capabilities of prospective suppliers Oshkosh has developed a Supplier Profiling System. The URL address for this site is:

<http://osn.oshkoshcorp.com/>

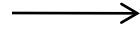


Click here to
access system



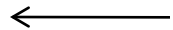
Oshkosh Supplier Profiling System

- After you have accessed the site develop a Login ID using a valid email address. If your password is forgotten, you can click on the forgot password link to have it sent to email.



Complete all 10 areas

- You will know when this is finished, all 10 sections will have a green check mark next to it.
- The form asks for detailed information but you can update/change the data at any time.



Oshkosh Supplier Profiling System

- Sampling of information requested:
 - Commodity/Service provided
 - NAICS code
 - Business Classification
 - Locations/Facilities
 - Manufacturing Capabilities
 - Brochures/manuals can be downloaded
 - Annual Sales
 - Do you have quality systems in place?
 - Etc.

This is your initial contact with Oshkosh, include any and all information that you would like us to know about your company. Keep in mind that we receive many inquiries, so emphasize what makes your company different.

Oshkosh Supplier Profiling System

What happens with the information once all areas of the supplier profiling system have been completed?

- Based on the information provided an email will be sent to the appropriate commodity council to determine if there is a current opportunity for your company.
- Your information will also be kept on file for one year for further consideration as new opportunities arise.
- Communication with the supplier on overall feedback

Thank You!





Mr. Tim J. Foreman

“Department of Veterans Affairs” Executive Director, Office of Small and Disadvantaged Business Utilization



14th Annual Small Business Conference

November 18, 2010

Tim J. Foreman



WELCOME

- VA's Office of Small and Disadvantaged Business Utilization (OSDBU) is proud to lead the Federal Government in procurements to Service Disabled Veteran Owned Small Business (SDVOSB)
- For this and other reasons – VA earned an “A” on the Small Business Administration (SBA) Annual Scorecard
- Impact of Public Law 109-461 – provides unique advantages to VA for procurements to SDVOSB and other Veteran Owned Small Business (VOSB).

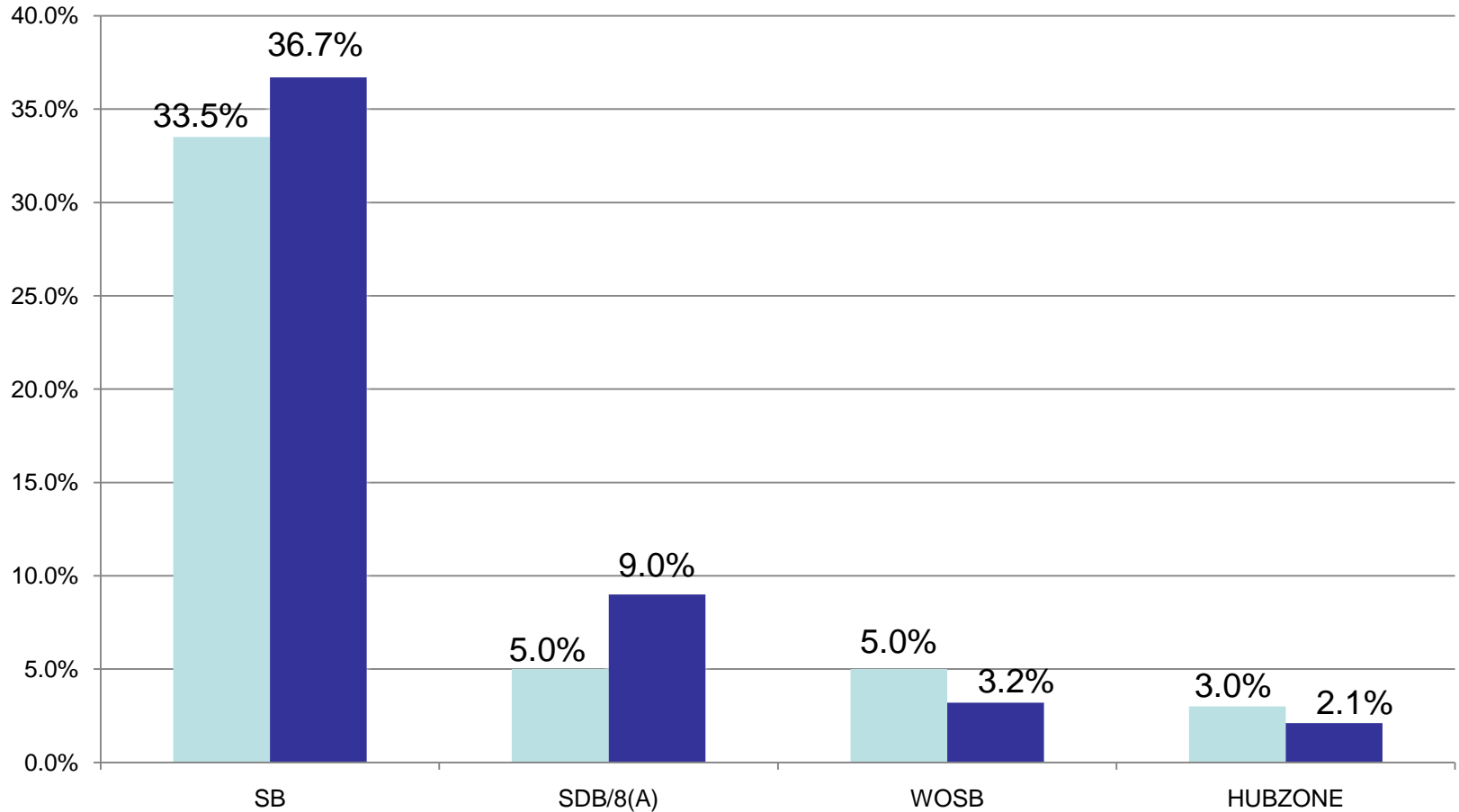
Public Law 109-461 - Advantages for Veterans

- Sole Source and Set Aside for contracts
- Applicable to SDVOSB and VOSB
- Mandatory if included in the database maintained by the Secretary for verification of small businesses – the Vendor Information Pages (VIP)
 - **OTHER STATUTES**
 - P.L. 111-240 - Small Business Jobs Act of 2010
 - P.L. 111-275 – Veterans Benefits Act of 2010

OSDBU's Mission for Non-Veteran's

- Small Business
- HUBZone
- Women Owned Business
- Small Disadvantaged Business
 - --8(a)

All VA Small Business Procurements – Except Veterans (AS OF 9/30/2010)



Introduction to OSDBU Programs and Performance

Verification

Subcontracting

Outreach

Counseling Service

Protest

Vendor Day

Debarment Committee

Federal Contractor Certification

Mentor-Protégé

Transparency Initiative

VERIFICATION

- VA verification to reduce likelihood of fraud
- Backlog of about 1,929 applications awaiting timely (90-day) VA verification
- Corrective action – refocus activities of the Center for Veteran’s Enterprise (CVE) program office
- Staffing shortages
- Five key contracts to assist processing

OUTREACH

- Over 100 conferences and offsite speaking engagements during CY 2010
- Host 7th Annual National Veteran Small Business Conference and Expo 2011 will be held at the Ernest N. Morial Convention Center August 15-18, 2011, in New Orleans, LA
- “Matchmaking”

PROTESTS

- Who has standing to protest and the process involved
- Typical protest issues
- Internal VA requirements to achieve protest decision
- OSDBU attempts to complete a protest decision within 30 days; the reality is that it can take months to resolve a complex protest

SUSPENSION AND DEBARMENT COMMITTEE

- OSDBU's Executive Director Chairs the Debarment Committee
- Committee provides recommendations to VA's Senior Procurement Official, who serves as the Debarment Official
- Deliberates on cases of reported fraud
- Not a punitive body

MENTOR-PROTÉGÉ

- All participants must be “Verified” in the Vendor Information Page (VIP) database
- Protégé receives guidance from more experienced business
- Mentor receives credit for effort
- VA’s Pilot Mentor Protégé Program closed August 13, 2010 after receiving 119 submissions for the initial 25 agreements
- Open season application periods to follow for other interested parties

SUBCONTRACTING PROGRAM

- VA OSDBU's next major challenge
- Subcontracting is seriously lagging behind prime contracting
- Planned collection of additional information from subcontractors to validate performance
- Anticipate much improvement via VA's T-4 Program

COUNSELING SERVICES

- Face-to-face meetings with business owners
- Counseling tailored to business need – based on customer issues
- Works with Procurement Technical Assistance Centers (PTACs) and Small Business Development Centers (SBDCs) regarding marketing and business development activities and other certificate programs

VENDOR DAY

- Hosted monthly as adjunct to outreach initiatives
- Often provides forecast of goods and services needs
- Anticipate introducing a Virtual Vendor Day

FEDERAL CONTRACTOR CERTIFICATION

- Four progressive levels of training on understanding Federal contracting, preparing knowledgeable proposals and performing competently on the contract
- Exclusive delivery through qualified Procurement Technical Assistance Centers (PTAC)
- Comprehensive certification exam for each level
- Level 1 and Level 2 launched, Levels 3 and 4 to follow in the next 18 months

TRANSPARENCY INITIATIVE

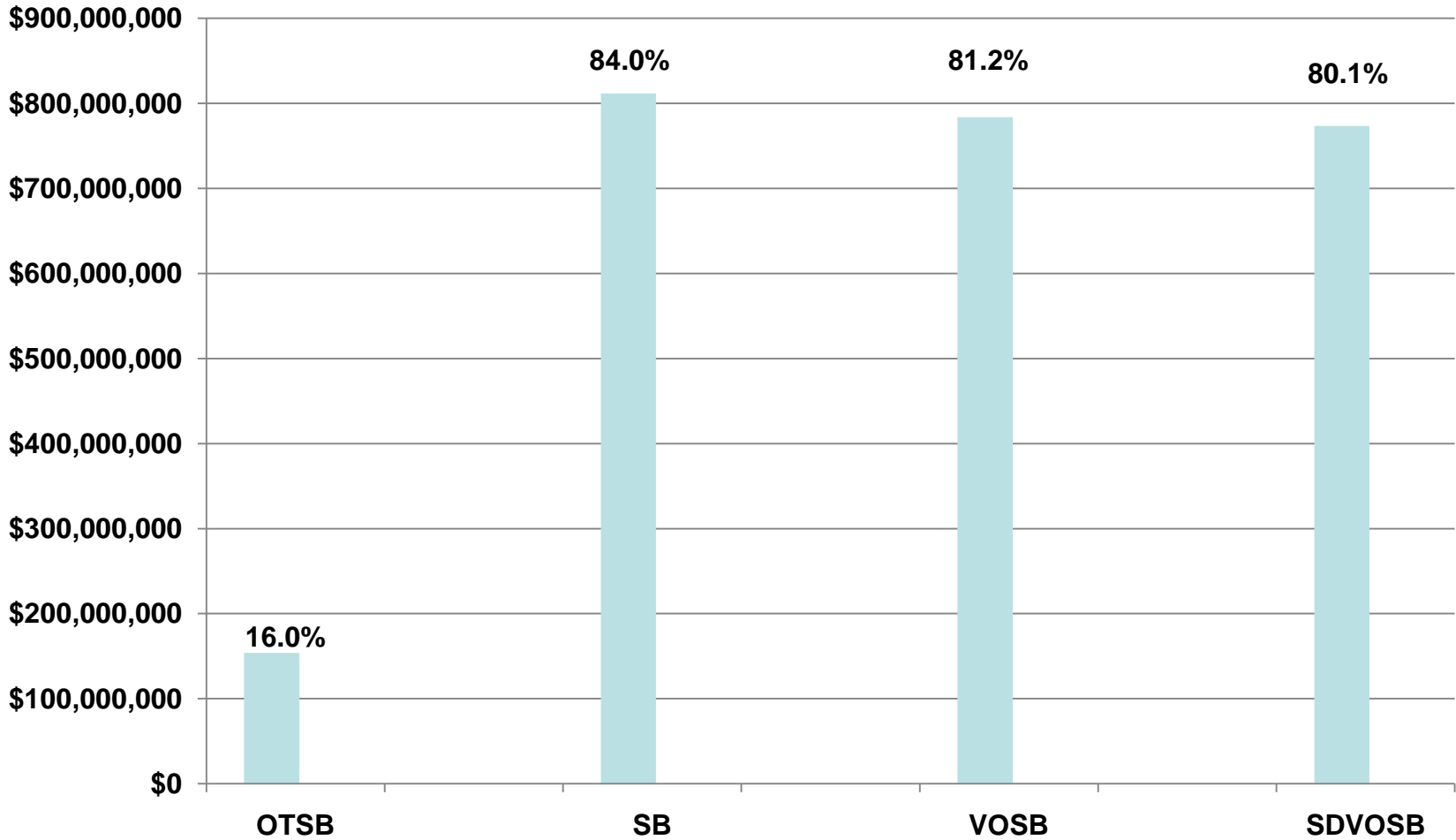
- Website posts numbers/programs/actions/performance
- Unification and relocation of OSDBU
- SBA Scorecard link:
 - <http://www.sba.gov/aboutsba/sbaprograms/goals/SCORECARD2009.html>

PERFORMANCE ROUNDUP

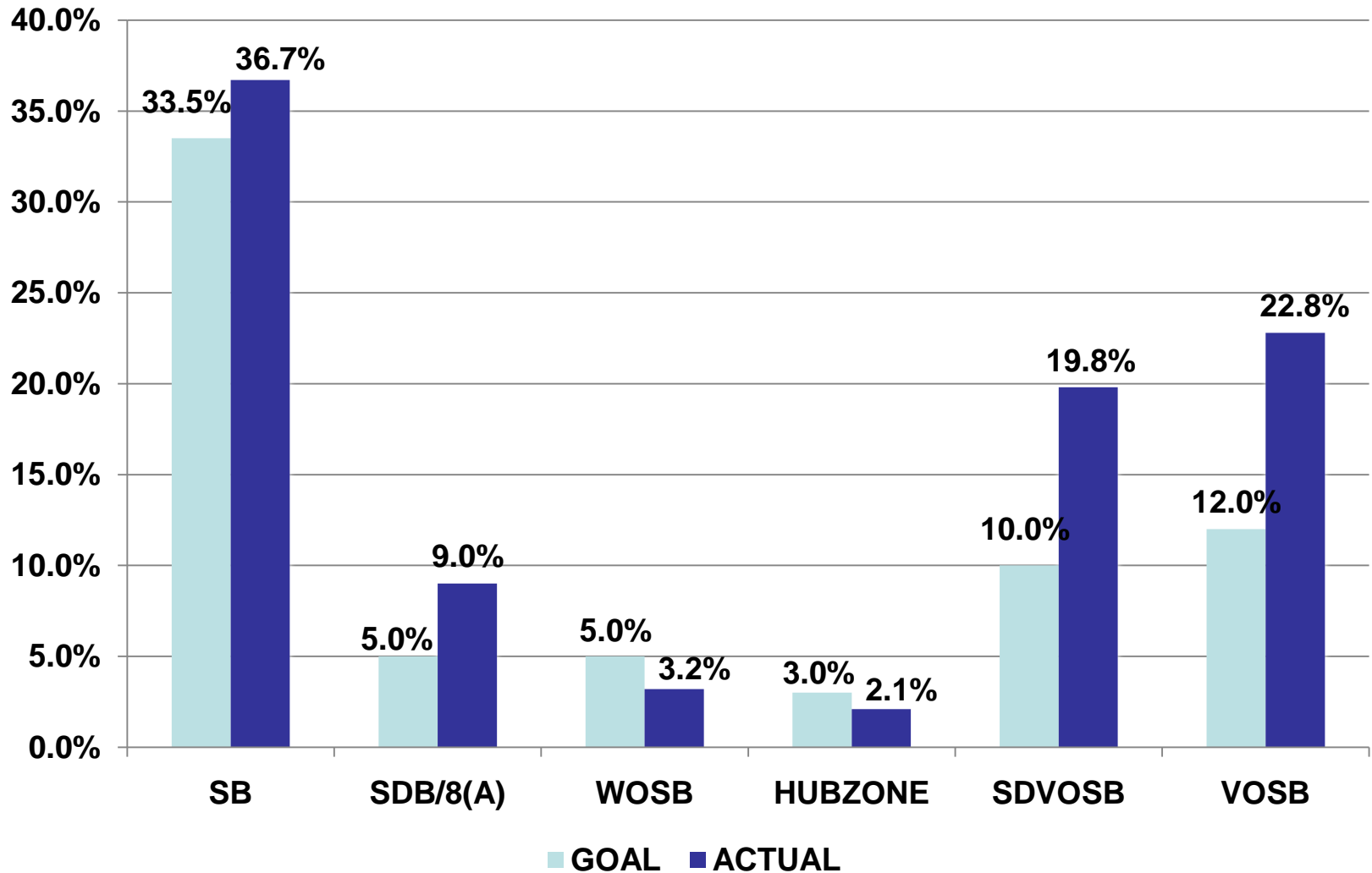
- Best in SDVOSB
- Only agency to measure VOSB and provide performance information
- High small business procurement performance
- Earned an “A” from SBA

VA ARRA Procurements

As of September 30, 2010



All VA Small Business Procurements (As of 9/30/2010)



VA Office of Small & Disadvantaged Business Utilization

www.va.gov/osdbu / **1-800-949-8387**

For VIP Verification Questions:

VA Center for Veterans Enterprise
1-866-584-2344



QUESTIONS?



Ms. Peg Meehan

“Defense Logistics Agency (DLA)” Director, Office of Small Business Programs, DLA



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA & Small Business Overview

Ms. Peg Meehan
Director, DLA Office of SB Programs
November 18, 2010



Agenda

- DLA Mission
- Full Spectrum Global Support
- Global Supply Chains
- Small Business Points of Contact
- Other Mission Support
- Marketing to DLA





Mission: Supporting the Warfighter

We are America's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.





Full Spectrum Global Support

Supply Chains

- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip

Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central



USNORTHCOM



USEUCOM



USCENTCOM



USPACOM



USSOUTHCOM



USAFRICOM

Distribution

- 26 Distribution Centers
- \$98B DoD Inventory
- 52M sq ft covered storage

Disposition Services

- Co-located with customers
- Over \$25B per year
- Reutilization & Marketing
- Reverse Logistics

Strategic Materials

- Critical items such as titanium, cobalt, and tungsten

Services

- Document Services
- Transaction Services
- Logistics Information Service



Global Supply Chains

Troop Support

- CLI: Subsistence
 - Food Service
 - Produce
 - Operational Rations
- CLII: Clothing & Textile
 - Recruit Clothing
 - Organizational Clothing & Individual Equipment
- CLIV/VII: Construction & Equipment
 - Facilities Maintenance
 - Equipment
 - Wood Products
 - Safety & Rescue Equipment
- CLVIII: Medical
 - Pharmaceutical
 - Medical/Surgical Equipment

Aviation

- CLIX:
 - Engine Components, Air Frames
 - Flight Safety Equipment, Maps
 - Environmental Products

Land and Maritime

- CLIX: Maritime
 - Valves, Fluid Handling
 - Electrical/Electronics
 - Motors, Packing/Gaskets
- CLIX: Land
 - Wheeled, Tracked & Heavy Vehicle Parts
 - Vehicle Maintenance Kits
 - Power Transmission/Engine/Suspension Components
 - Tires, Batteries and Small Arms Parts

Energy

- CLIII: Energy
 - DOD Executive Agent for all Bulk Petroleum
 - Natural Gas, Coal, Electricity
 - Aerospace Energy





Troop Support

SUBSISTENCE: CLASS I

- Food Service
- Produce
- Operational Rations



CLOTHING & TEXTILE: CLASS II

- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment



CONSTRUCTION & EQUIPMENT: CLASS IV / VII

- Facilities Maintenance
- Equipment
- Wood Products
- Safety & Rescue Equipment



INITIATIVES

- Prime Vendor Programs
- Medical Air Bridge (MAB)
- Common Food Management System (CFMS)
- Recruit Training Center Support
- Army Direct Ordering (ADO)
- Enterprise Buyers Forward
- Lumber Privatization

MEDICAL: CLASS VIII

- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment





Troop Support

Mr. Michael McCall

(800) 831-1110

(215) 737-2321

www.dscp.dla.mil/sbo

CLOTHING & TEXTILES

- Ms. Joann Gatica

MEDICAL

- Mr. Paul Rooney

SUBSISTENCE

- Ms. Andrea Ingargiola

CONSTRUCTION/EQUIP

- Ms. Arlene Ruble



Land and Maritime

INITIATIVES

Tires Privatization Successor

MRAP/M-ATV Sustainment

Afghan Sustainment

Depot Level Repairables

**Retail Supply, Storage &
Distribution**

**Demand Planning Improvement
Initiatives**

Army Reset Support

LAND:

- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/
Suspension Components
- Tires
- Batteries
- Small Arms Parts



MARITIME:

- Valves
- Fluid Handling
- Electrical/Electronics
- Motors
- Packing/Gaskets





Land and Maritime

Ms. Cynthia Nevin

(800) 262-3272

(614) 692-5761

**[http://www.dsccl.dla.mil/offices/
smbusiness/index.html](http://www.dsccl.dla.mil/offices/smbusiness/index.html)**



Aviation

AVIATION

INITIATIVES

LEAN / Six Sigma

Depot Level Repairables

Supply, Storage & Distrib.

Customer Targeted Outcomes

Gases / Cylinders Privatization

Chemicals / POL Privatization

Forward Presence

One Pass Pricing

- **Engine Components**
- **Air Frames**
- **Flight Safety Equipment**
- **Aviation Lighting**
- **Fasteners**
- **Bearings**
- **Maps**
- **Environmental Products**





Aviation

Mr. John Henley

(800) 227-3603

(804) 279-6330

<http://www.dscr.dla.mil/userweb/sbo/>



Energy

ENERGY

INITIATIVES

CENTCOM AOR Support
Open Market Bunker Support
Bulk Terminal Ops
Privatization
Garrison / Base Energy
Support
Utilities Privatization Support
Alternative Fuel and
Renewable Energy

- **DOD Executive Agent for all Bulk Petroleum**
- **Natural Gas, Coal, Electricity**
- **Aerospace Energy**





Energy

Ms. Joan Turrisi

(800) 523-2601

(703) 767-9465

<http://www.desc.dla.mil/DCM/DCMPage.asp?LinkId=pgeSmallBusiness>



Distribution

- Receive, Store, and Issue Globally
- In-transit Visibility
- Dedicated Delivery / Pure Pallets



**26 Distribution
Centers
Worldwide**





Disposition Services

- Reutilization (to Military Services & DOD Special Programs)
- Transfer (to Federal Agencies)
- Donation (to State and Local Agencies)
- Sales of excess DoD property
- Contingency Operation Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

**119 Sites
Worldwide**





Disposition Services

Ms. Sheryl L. Woods

(269) 961-4071

<http://www.drms.dla.mil>

Distribution

Ms. Cathy Hampton

(717) 770-7246

www.ddc.dla.mil/business.aspx



DLA Contracting Support Office (DCSO)

- Supports the entire DLA Enterprise
 - IT
 - Management & Consulting Services
 - Training
 - Studies

Ms. Rosita Carosella
215-737-8514

NOT A SUPPLY CHAIN !



Document Services

**Ms. Susan Rapoza
(717) 605-1557**

Strategic Materials

**Mr. Carlos Vidro-Martinez
(703) 767-6031**



Doing Business With DLA



THE RIGHT CUSTOMER !



DLA Resources

DLA Associate Directors of SB - Each Procuring Activity

"How to Do Business With DLA"

<http://www.dla.mil/db/>

Procurement Technical Assist. Ctrs.

www.dla.mil/db/procurem.htm



Other Links / Resources

DOD OSBP

<http://www.acq.osd.mil/osbp/>

DIBBS DLA-BSM Internet Bid Board
System

<https://www.dibbs.bsm.dla.mil/>

TKO (Training, Knowledge,
Opportunities) Workshops

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





Mr. Michael R. Hutchison

*“Enhanced Army Global Logistics Enterprise” Acting Executive Director
and Principal Assistant Responsible for Contracting (PARC), Rock Island
Contracting Center*



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U.S. Army Contracting Command *Rock Island Contracting Center*



Update on Enhanced Army Global Logistics Enterprise For 14th Annual Small Business Conference

Michael Hutchison
Acting Executive Director
Rock Island Contracting Center
18 November 2010



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Rock Island Contracting Center

Outline

- What is EAGLE?
- Why EAGLE?
- Scope of Requirement
- Acquisition History
- Industry Outreach
- Market Research
- Proposed Contract Type
- Proposed Courses of Action
- Timeline



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What is EAGLE?

- An integrated acquisition approach to Directorate of Logistics and other requirements
 - Acquisition strategy
 - Requirements definition – **KEY TO SUCCESS!**

CURRENT

AMC IMCOM FORSCOM	DOLs
	FLRCs
	Numerous Contracts / PWS
	Multiple POCs
	Multiple Maintenance Systems
	CTC Fleets
	TRADOC FMX

IMPERATIVES

- Seamless Support to SCs
- Integrate & Control Field Level Maintenance / Supply Capability
- Optimize Maintenance Capacity and Capabilities (Flexibility to Move Overflow / Workload to DOLs /Depots/Arsenals/OEMs)
- Standardized PWS / Processes / Metrics
- Build Augmentation Capability thru Contract Vehicle

FUTURE

AMC Core Competencies Aligned in the Materiel Enterprise	Single Source of Repair on an Installation
	Standardized Acquisition Strategy
	Single POC on an Installation
	Installation Logistics Linked to AMC



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Why EAGLE?

- Lack of common approach to satisfy requirements creates confusion
- Overlapping mission support solutions increase costs and reduce efficiencies
- Replacement of previous contracts that have expired or are nearing their ceilings
- Logistics environment requires the Army to transition seamlessly from mob/demob to mission support



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Scope of Requirement

- **Supply** - ensuring that material for operation and maintenance of war-fighting systems is available
- **Maintenance** - technical inspection and repair of equipment
- **Transportation Support** - movement, storage, accountability, and management of supplies and equipment
- **Plans & Operations** - support concept development, strategic planning, and operations
- Food Service and Laundry contracted outside of EAGLE



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Scope of Requirement

SUPPLY

- SSA MANAGEMENT (CL II, IIIP, IV, V, VII, VIII, IX, & X)
 - SUPPLY MANAGEMENT REVIEWS
 - RECEIVING POINT
 - PACKING & CRATING
- CENTRAL ISSUE FACILITY (CIF)
- CLOTHING INITIAL ISSUE POINT (CIIP)
- INDIVIDUAL CHEMICAL EQUIPMENT MGMT PROGRAM (ICEMP)
- WAREHOUSE OPERATIONS
- HAZMART
- TECHNICAL SUPPORT TO STAMIS
- FUEL SUPPORT (CL IIIP BULK)
- INSTALLATION PROPERTY BOOK & EQUIPMENT MANAGEMENT
- FURNITURE MANAGEMENT PROGRAM (ACQ MANAGEMENT & REPAIR)
- RETAIL PROPERTY ACCOUNTABILITY
- WHOLESALE PROPERTY ACCOUNTABILITY
 - APS, PDTE, TPE, LBE
- AMMUNITION
 - SUPPLY (CL V)
 - MANAGEMENT OF AMMUNITION SUPPLY POINT (ASP)

MAINTENANCE

- MAINTENANCE OF BASE OPS EQMT
- TACTICAL MAINTENANCE (AVN, MISSILE, GND, COMMEL)
- INSTALLATION MATERIEL MAINTENANCE ACTIVITY OPS
- CARC/CORROSION PROTECTION PROGRAMS
- CONDITION CLASSIFICATION OF MATERIEL
- INSTALLATION MWO & WARRANTY PROGRAMS
- TMDE SUPPORT
- NATIONAL MAINTENANCE PROGRAM

TRANSPORTATION SUPPORT

- CENTRAL TRAVEL OFFICE
- NON-TACTICAL VEHICLE SUPPORT
- TRANSPORTATION MOTOR POOL
- LICENSE EQUIPMENT OPERATORS
- HAZMAT SHIPMENTS
- RAILHEAD OPERATIONS
- HOUSEHOLD GOODS OPNS
- PERSONNEL & CARGO MOVEMENT (SHIPPING & RECEIVING POINT)
- LOCAL DRAYAGE OPERATIONS
- INSTALLATION TRANS OFFICE
- MOVEMENT PLANNING, ARRIVAL/ DEPARTURE CONTROL GROUP

PLANS & OPS

- SPT SVC PLANS
- CONTINGENCY GARRISON OPS
- TECHN SPT TO SPT SVC STAMIS
- HAZARDOUS MAT MGT PLAN
- SPT SVC AWARDS PROGRAMS



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Acquisition History

- Field and Installation Readiness Support Team (FIRST) Contract
 - Competitively awarded in Oct 07
 - \$9 billion ceiling over 7 years
 - Estimated \$2.11 billion ordered in a 12-month period
- Global Maintenance and Supply Services (GMASS) Contract
 - Competitively awarded in Oct 04
 - Approximately \$2.74 billion obligated over 5 year life
- Tinker Air Force Base Contract Field Team (CFT) Contract
 - Competitively awarded in Oct 08
 - \$10.1 billion ceiling over 7 years (\$2.3 billion ordered in first year)
 - \$650 million ordered in support of Army requirements in a 12-month period



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Acquisition History

- Global Property Management Support Services (GPMSS) Contract
 - Competitively awarded in Jun 06
 - \$750 million ceiling over 5 years
- Integrated Logistics Support Service (ILSS) Contract
 - Bridge contract between GPMSS and EAGLE
 - Competitively awarded in Sep 10
- Over 270 additional stand-alone contracts
 - Estimated \$800 million ordered in a 12-month period



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Industry Outreach

- EAGLE Industry Day (17-18 May 2010)
 - 173 companies participated: 102 Small Businesses (59%), 66 Large Businesses (38%), NISH/Ability One or Unknown (3%)
 - 36 companies received break-out sessions
- Army Sustainment Command Advance Planning Briefing for Industry (APBI) - August 2010
- EAGLE One-on-One Industry sessions (30 Aug-1 Sep 2010)
 - 65 companies participated: 25 Small Businesses (38%), 40 Large Businesses (62%)
- Other Industry Outreach
 - Mission and Installation Contracting Command Industry Outreach - February 2010, August 2010
 - Professional Services Council brief to ACC MATOC IPT - March 2010



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Market Research

- NAICS 561210, Facilities Support Services
- Sources Sought Notices
 - Issued 9 February 2010, closed 11 March 2010
 - 67 responses: 31 Small Businesses (46%), 36 Large Businesses (54%)
 - Issued 1 June 2010, closed 28 June 2010
 - 71 responses: 34 Small Businesses (48%), 33 Large Businesses (46%), 4 Unknown (6%)
 - Issued 4 August 2010, closed 3 September 2010
 - 47 responses: 13 Small Businesses (28%), 34 Large Businesses (72%)



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Proposed Contract Type

- Multiple Award Task Order Contract
- One 2-year Base Period with three 1-year Ordering Periods (Award Terms)
- Estimated Dollar Value is \$30 billion over a 5-year period
- Minimum contract award provided with basic contract awards
- 5 Courses of Action (COA) for Acquisition Strategy considered



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Courses of Action (COAs) Presented at APBI

- Installation Size Standard Pools
- Installation Size & Functional Area Pools
- Set Aside/Full & Open Pools
- AFSB-aligned Pools
- Functional Area Pools



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Timeline

- Issue draft Request for Proposal (RFP) 2nd Qtr FY 11
- Issue final RFP 3rd Qtr FY 11
- Contract Award 2nd Qtr FY 12



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QUESTIONS?



Open Question Period

Mr. Jeffrey P. Parsons

Executive Director, Army Contracting Command

Open Question Period

- *Mr. Bryon Young*
- *Mr. Stephen Carrano*
- *Mr. Harry P. Hallock*
- *Mr. Michael R. Hutchison*
- *Mr. Edward G. Elgart*
- *Mr. Bruce B. Berinato*
- *Ms. Sarah Corley*
- *Ms. Valerie Lester*