



# U.S. Army Materiel Command

Partnering Opportunities  
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# Partners in Defense



## ✓ **Direct Sales:**

### Title 10 USC 2474

- The use of army land, facilities, equipment, and employees to perform work or produce goods for the private sector

## ✓ **Work-Sharing:**

### PM-funding

- Co-production arrangements using Army and private sector facilities and employees

## ✓ **Facilities Use:**

### USC Title 10, Inter-Service Support Agreements (ISSA)

- Private sector use of Army land, equipment or facilities to perform work for the military

- **Successful partnership characteristics**
- **Lifecycle opportunities**
- **Defense Industrial Base**
- **Research, Development, Engineering**
- **Way ahead**



*Sustaining the Strength of the Nation!*



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# Characteristics of Successful Partnerships



- *Long-term relationships with solid business cases*
- *Shared vision and objectives*
- *Early and uninterrupted acquisition team involvement*
- *Senior-level champions*
- *Shared trust and risk*
- *Flexibility*
- *Complementary skills and abilities*
- *Independent review and oversight*
- *The right metrics and incentives*

*Business  
Development  
Professional*



*Public-Private  
Partnership  
Strategy*

*Contracting  
Officer*

*Legal  
Counsel*

*Sustaining the Strength of the Nation!*

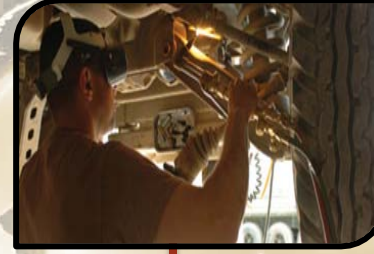


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# Opportunities across the Materiel Lifecycle

Q: How will we ensure we continue to be the best equipped Army in the world?



AMRDEC Aviation & Missile Research, Development & Engineering Center  
 ARDEC Program Research, Development & Engineering Center  
 ARL Army Research Laboratory  
 CERDEC Electronics Research, Development & Engineering Center  
 ECBC Embedded Chemical Biological Center  
 NSRDEC Nanoscale Soldier Research, Development & Engineering Center  
 TARDEC Tank and Powertrain Research, Development & Engineering Center

DARPA  
 THE UNIVERSITY OF ALABAMA IN HUNTSVILLE

U.S. ARMY RDECOM TECHNOLOGY DRIVEN, WARFIGHTER FOCUSED



Global Distribution and Deployment

Security Assistance/ FMS

DEFENSE LOGISTICS AGENCY Disposition Services

A: If we're smart, we'll do it together.

*Leverage public, private, and academic partners*



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# AMC Partnerships

## Win/Win

- Mitigates Future Risk
- Protects and Preserves Organic Capacity
- Provides Valuable Service to Industry without Capital Investment



### Organic Industrial Base

*Statute for at least 50% Organic Capability*

### Commercial Sector

*Additional Opportunities via Increased Visibility*

### Research, Development, and Engineering Centers

### Academia and Labs

*Cutting Edge Research*

## PPP

*Public-Private Partnership*

*293 Partnerships in FY13 Valued at \$203M  
Looking for More Opportunities in the Future*

**AMC awarded \$8.3B to Small Business in 2013**

