

# RAMSYS

- A German Company -  
Doing Business with US Department Of Defense

NDIA-SJAC Conference

May 3<sup>rd</sup>, 2016  
Washington DC



# RAMSYS Profile

40 Years of successful German-US Cooperation

## RAM-System GmbH 1985

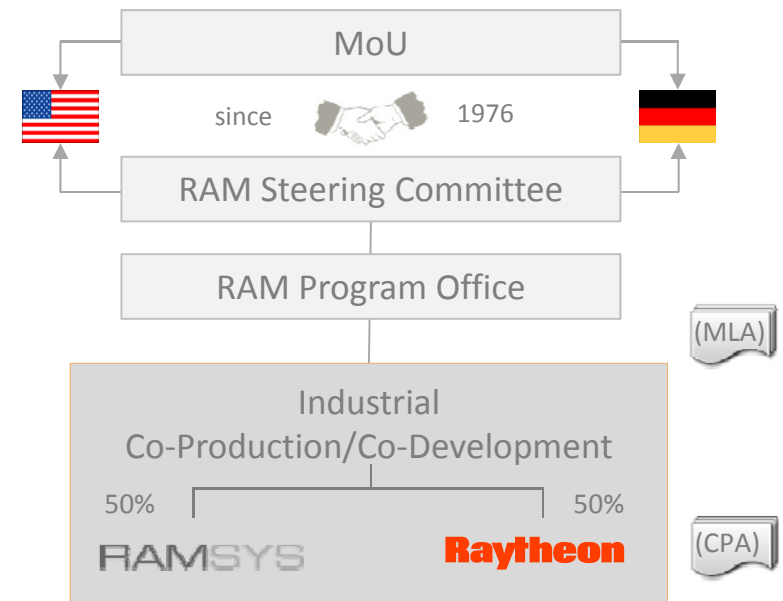
was founded in 1985 to manage the German industrial workshare within the US-GE Rolling Airframe Missile (RAM) program.

The transatlantic RAM Cooperation is based on Memoranda of Understanding (MoU) since 1976 between the Governments of the USA and Germany.

## Years of Experience

RAM-System GmbH (RAMSYS) and its US partner Raytheon Missile Systems (RMS) are equally responsible for development, production, system improvements, logistics, worldwide marketing and sales of the RAM weapon system.

### RAM Program Architecture

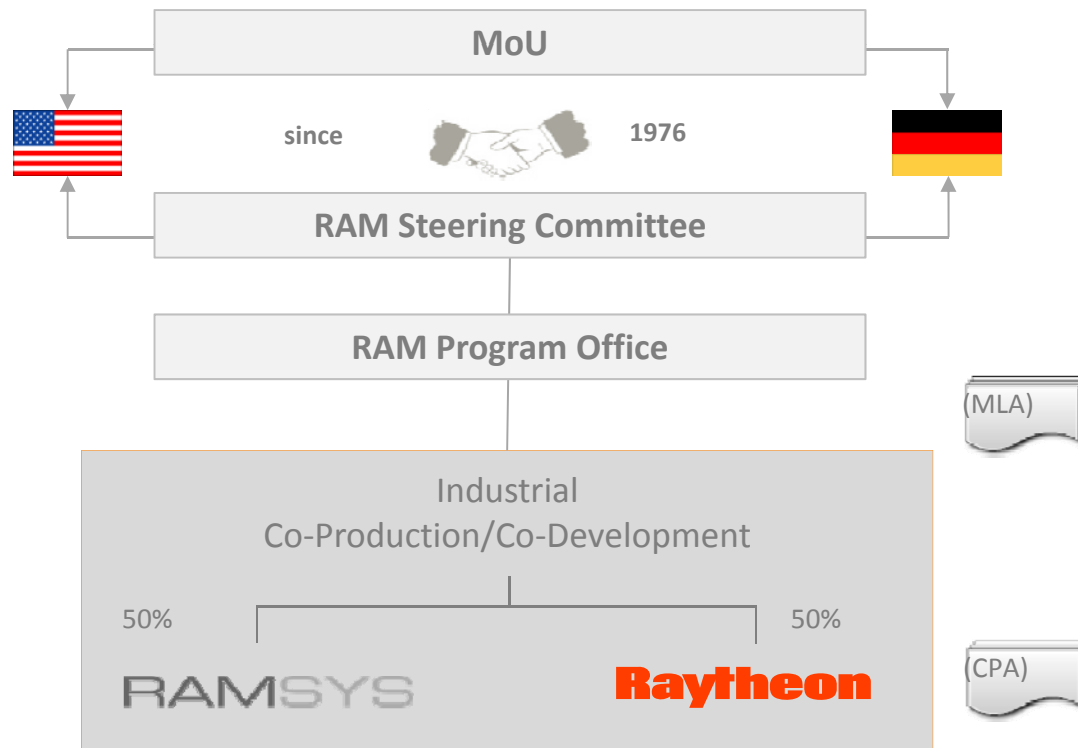




# RAM – Program Architecture

40 Years of successful German-US Cooperation

## RAM Program Architecture





# RAM – Success Factors

40 Years of successful German-US Cooperation

## Government side

Joint Program Office (RAMPO) in Washington DC:

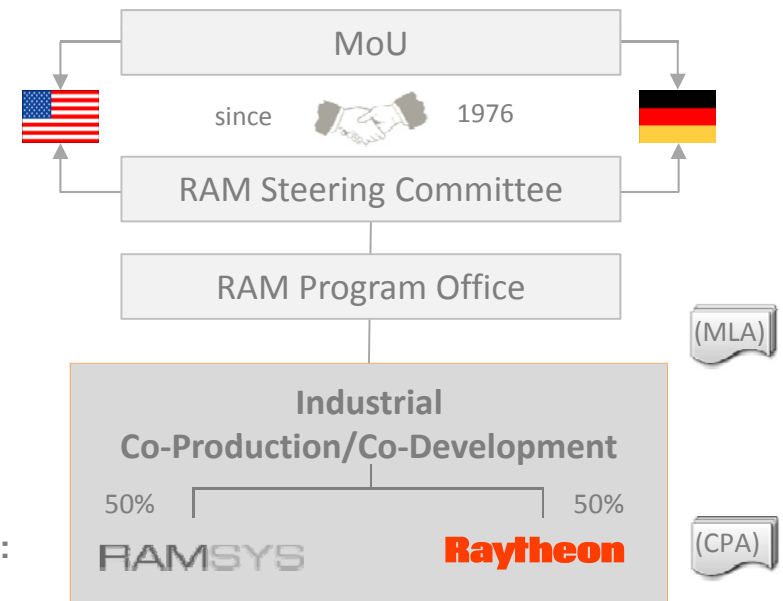
- Management the cooperative aspects of the RAM Program  
(Development → Production → Life Cycle Support)
- Transportation of the cooperative spirit into the National Procurement Agencies
- Acting as the bi-lateral customer for industry
- Harmonization of national requirements
- Joint usage of Government test facilities

## Industry side

Bi-lateral industry cooperating in IPTs (Integrated Program Teams):

- Joint SoW (Statements of Work) for all tasks
- Clear definition of workshare and technical competencies
- Exchange of engineers
- Establishment of own program rules and regulations

## RAM Program Architecture





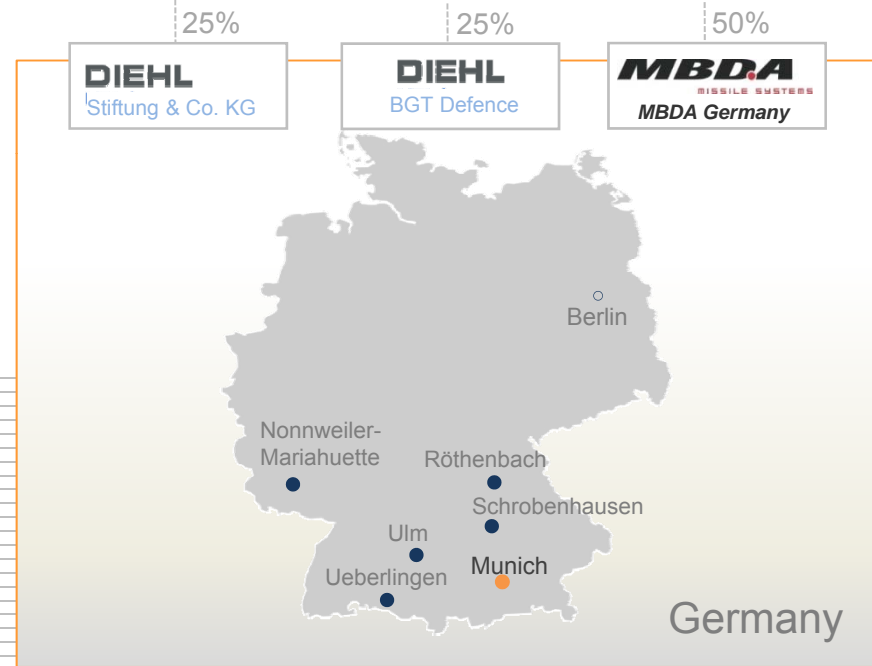
# RAMSYS Industrial Partnership

Transatlantic Co-Production and -Development

**Raytheon**  
Missile Systems



**RAMSYS**  
RAM-System GmbH



Top Performance  
by **Teamwork**

Diehl Defence and MBDA Germany are the shareholders of RAM-System GmbH and its major industrial partners in Germany.



# RAM Fleet Worldwide

Securing our Seas





# RAM – Hurdles in the cooperation

40 Years of successful German-US Cooperation

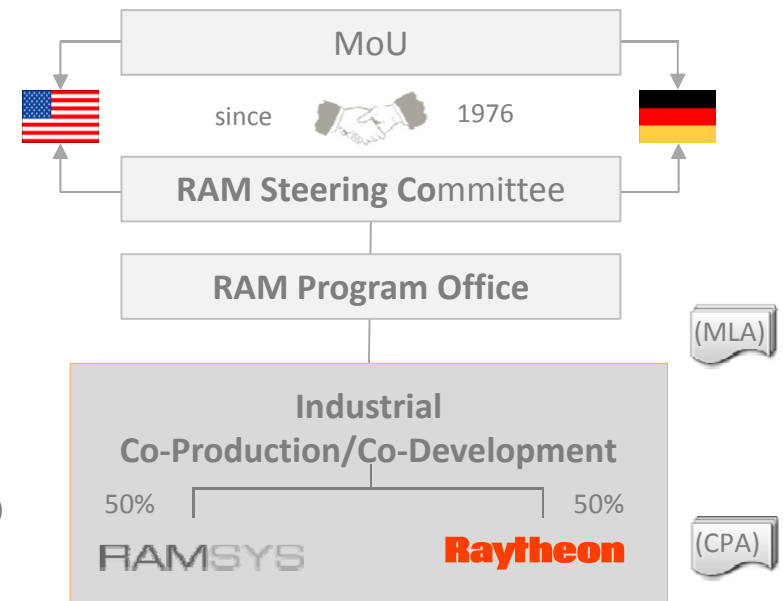
## Government side

- National rules, regulations, restrictions and laws
- Cultural differences (beside the obvious)
- Requirement differences
- Releasibility of technical information

## Industry side

- Different company rules and regulations
- Time difference
- Language
- Different structures and ways of doing business (contract types)

## RAM Program Architecture





## **RAM** – Key to Success

40 Years of successful German-US Cooperation

- **Political support of the cooperation**
- **Cooperation between industries and Governments**
- **Willingness to „Find a Way“ and „Make it Work“**
- **Acknowledgement of the differences**
- **Trust and Communication**
- **Exchange of Personnel**



Thank you!



RAMSYS

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