LTG Roy Beauchamp
Deputy Commanding General

Small Business Conference
25-26 June 2002

US Army Materiel Command

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Conference Agenda

- Speakers
- Panels
- Business Opportunities
- Break Out Sessions
Recognition of Key Players - Government

- AMC Major Subordinate Commands
  - AMCOM
  - OSC
  - TACOM
  - ARL
  - SBCCOM
  - USASAC
  - CECOM
  - STRICOM

- Training & Doctrine Command

- National Guard Bureau

- Corps of Engineers

- Army Medical Command

- Army Test & Evaluation Command

- Defense Contract Command - Washington
### Large Business Players

- AAI Corp.
- Alliant Techsystems
- AM General Corp.
- BAE Systems
- The Boeing Company
- Kellogg, Brown & Root Services
- Computer Sciences Corp.
- Cubic Defense Systems
- Day & Zimmermann
- DynCorp

- EDS
- EG&G Tech Svcs & Lear Sigler Inc.
- Engineered Support Systems
- Foster Wheeler Environmental Corp.
- General Dynamics
- General Motors Defense
- ITT Industries
- Lockheed Martin
- Microsoft

- Northrop Grumman
- Oshkosh Truck Corp
- Raytheon Company
- Rockwell Collins
- SAIC
- Stewart & Stevenson
- Stone & Webster
- United Defense
- Veritas Software
- VSE Corp

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**ESSENTIAL IN PEACE, INispensable IN WAR**
What We Do . . .

AMC Mission

Provide superior technology, acquisition support, and logistics to ensure dominant land force capability for the United States and its Allies.
What We Do . . .

AMC Vision

Dedicated and innovative people:

- Committed to continuously improving support to soldiers
- Leading the development and integration of new technologies and sustainment processes to transform the Army
- Reshaping the workforce for the 21st Century
ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Develop New Technology . . .

- Deploy and Maintain Everything the Soldier Uses Across the Full Spectrum of Operations from Combat, to Homeland Defense, and Humanitarian Assistance
What We Do . . .

Support the Soldier . . .

- 246,646 Wheeled Vehicles
- 25,546 Combat Vehicles
- 325,000 Missiles
- 4,755 Helicopters
- 1,200 Major Weapon Systems
- 10,000 Line Items of Equipment
- 160,000 National Stock Items
- 8 Million Requisitions/Year

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
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**What We Do . . .**

**Expenditures**
- $21.9 Billion
  - $9.6 B Direct
  - $12.3 B Reimbursable from Non-AMC/FMS

**Research and Development**
- $3 Billion Program at
  - 7 AMC R&D Labs
  - 229 Colleges/Universities

**Ammunition**
- Wholesale Stockpile
  - 2.9 Million Tons
- $23.6B Conv Ammo
- $9.6B Missiles
- $33.2B Total

**Inventories**
- $7.27 Billion
  (Wholesale Secondary Items)

**Requisitions**
- Processed
  - 1.2 Million Army
  - 6.8 Million DLA
  (Secondary Items)

**Depot Maintenance**
- $2.1 Billion
  - at 5 Depots

**Foreign Military Sales**
- 4500 Cases Valued at $48 Billion
Operations Support Command

Total Contracts $1.72 Billion
Small Business $213 Million

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Total Contracts $5.26 Billion
Small Business $719 Million
Aviation and Missile Command

Total Contracts $5.82 Billion
Small Business $718 Million

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
U.S. Army Security Assistance Command

Total Contracts $ 2.849 Billion
Small Business $ 65.6 Million

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Army Research Laboratory

Total Contracts $0.18 Billion
Small Business $96 Million

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Adelphi, MD

Dr. Whalin

Susan Boblitt
Simulation, Training and Instrumentation Command

Total Contracts $0.833 Billion
Small Business $222 Million

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Soldier and Biological Chemical Command

Total Contracts  $1.05 Billion
Small Business $371 Million

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Total Contracts $4.18 Billion
Small Business $695 Million
Small Business is Big Business

At AMC

Total Contracts $ 21.9 Billion

Small Business $ 3.1 Billion

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Total Procurement Awards and Prime Contracts FY01

**ARMY**
- Total Awards: $30.8 B
- SmBus Prime Contracts: $9.2 B
- AMC - $3.1 Billion
- All others - $6.1 Billion
- Others Include: ACOE, FORSCOM, TRADOC & SMDC

27.2%

**NAVY**
- Total Awards: $38.0 B
- SmBus Prime Contracts: $7.6 B

19.0%

**AIR FORCE**
- Total Awards: $31.4 B
- SmBus Prime Contracts: $4.9 B

13.8%

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
## AMC Partnerships with Industry

<table>
<thead>
<tr>
<th>Service</th>
<th>Percent on Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research and Development (basic)</td>
<td>50%</td>
</tr>
<tr>
<td>Research and Development (applied)</td>
<td>75%</td>
</tr>
<tr>
<td>Hardware Depot Maintenance</td>
<td>42%</td>
</tr>
<tr>
<td>Post Production Software Support</td>
<td>74%</td>
</tr>
<tr>
<td>Army Prepositioned Sets</td>
<td>87%</td>
</tr>
<tr>
<td>Army Wholesale Logistics Modernization (Process Management)</td>
<td>100%</td>
</tr>
<tr>
<td>Ammunition Plant Operations</td>
<td>85%</td>
</tr>
</tbody>
</table>

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Role and Importance of Small Businesses to the Army

- Cockpit Air Bag System, initiated as SBIR project, transitioned into production. Developer received Tibbetts Award for Excellence in 2001.

- Handheld voice-to-voice translation system enables one-way communication from English to many other languages.
Role and Importance of Small Businesses to the Army

- Virtual Breaker Box enables “on-the-fly” power protection, load shedding, energy management for AC and/or DC power distribution systems. Reduces fuel consumption. 8(a) Woman-Owned.


ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Role and Importance of Small Businesses to the Army

- Thermal Modeling Software helps Army engineers design vehicles that can be “hidden” from enemy radar.

- Ground Penetrating Synthetic Aperture Radar (GPSAR) detects plastic and metallic anti-tank mines and anti-personnel mines in “noisy” electronic backgrounds.
Role and Importance of Small Businesses to the Army

- Designed and developed a more mobile, versatile and reliable 2000-gallon water distribution system for tactical use in hostile environments.

- Lithium-Ion Batteries for use by soldiers in extremely cold climates. Woman-Owned Small Business.

Conclusion

- A vital component of AMC’s business base.
- A vital component of the Army’s business base.
- 27% of Army Dollars Awarded go to Small Business.
- We need you working in partnership with us.
- Thanks for your great support to our Army.
Small Business is Big Business in the Army

Let’s Continue the Dialogue. . .
Let’s Continue the Partnership

ESSENTIAL IN PEACE, INDISPENSABLE IN WAR
Facing the Future...

Together