ARMY SMALL BUSINESS CONFERENCE

"ARMY & SMALL BUSINESS: A WINNING PARTNERSHIP"

2 November 2005

GEN Benjamin S. Griffin

"Need to be faster, more agile, less bureaucratic - Need to fight this every day"
AMC Associate & Assistant Directors with Commanders

Numbers represent FY 05 authorizations
Heavy Metal Logistics Video
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, or eats it, Army Materiel Command provides it.”

"Need to be faster, more agile, less bureaucratic - Need to fight this every day"
FY 05 AUTHORIZATIONS

**AMC Commanders and Deputies**

**Chemical Materials Agency**
- Mr. Michael Parker
- COL Peter Cooper

**Tank-automotive & Armaments Command LCMC**
- MG Mike Lenaers
- Mr. Jack Dugan

**Army Materiel Command**
- LTG William E. Mortensen
- Ms. Kathryn Szymanski
- CSM Daniel K. Elder

**Communications-Electronics LCMC**
- MG Michael R. Mazzucchi

**Army Field Support Command**
- MG Jerome Johnson
- Mr. Scott Welker

**Research, Development & Engineering Command**
- MG Roger Nadeau
- Dr. Robin Keesee

**Aviation and Missile Command LCMC**
- MG James Pillsbury
- Dr. Richard W. Amos

**US Army Security Assistance Command**
- BG Clinton Anderson
- Mr. Rick Alpaugh

**Presence:**
- Locations – 149
- States – 43
- Countries – 55
- Personnel: 48,966
- Total AMC in SWA – 57,279

Civilian 2,448 | Military 12
Civilian 11,241 | Military 99
Civilian 800 | Military 72
Civilian 6,854 | Military 95
Civilian 12,046 | Military 246
Civilian 560 | Military 50

Civilian 5,530 | Military 209
Civilian 8,246 | Military 208
Civilian 2,446 | Military 208
Civilian 6,854 | Military 95

FY 05 AUTHORIZATIONS
Life Cycle Management Commands…Soldier Focused

AMC Life Cycle Management Commands
TACOM, AMCOM, C-E LCMC, CMA, JMC

Technology/System Improvements

More Reliable Systems, Reduced Cost

RDECOM

AFSC: AMC’s Face to the Field

Feedback

Lessons Learned

Solutions

Production and Fielding

Improvement Suggestions

Production Decision

PEOs/ PMs Industry

Future Capabilities

TRADOC, DARPA, National Labs, Industry Academia

• Unity of effort between Acquisition, Research and Logistics communities
• Acquisition decision authority between AAE and PEOs not affected.

Customers
• DOD and Dept of Army
• Combatant Commands
• Allies
• Coalition
• Other Services, NASA
• Dept Homeland Security

Unity of effort between Acquisition, Research and Logistics communities
• Acquisition decision authority between AAE and PEOs not affected.
AMC contracts for:
- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services

AMC Small Business Offices

Small Business Specialists
- Full Time - 40
- Part Time - 15

- Army Field Support Command (AFSC)
- Aviation and Missile Life Cycle Management Command (AMCOM LCMC)
- Communications-Electronics Life Cycle Management Command (CE-LCMC)
- Research, Development & Engineering Command (RDECOM)
- TACOM Life Cycle Management Command (TACOM LCMC)
Small Business is Big Business At AMC

Total Contracts $ 41.9 Billion

Small Business $ 7.1 Billion

Total 2005
Small Business is......

Big Business!

- Nearly 25 Million American small businesses
- Highly Innovative – 13-14 more patents per employee than large firms
- Employ half of all private sector employees
- Generate more than 50% of non-farm U.S. gross domestic product
- Principal source of net new jobs in the U.S. economy (60-80% over past decade)

Smart Business!

Innovation  Responsiveness  Flexibility  Savings/Value
Small Business
A Critical Component of our Defense Industrial Base

Supporting America’s Warfighters

- Batteries, antennas, night vision components, hand-held signal devices
- AH-64 tail rotor blade erosion strips
- Uniforms, body armor, ballistic blankets, munitions
- Unmanned systems, mine detectors
- Modular structures and tents, counter-intelligence analysis, training systems
- Radio frequency tags
- Small Business Innovative Research

CAPABILITY, CAPABILITY, CAPABILITY!
Small Business Successes

- Bunker Defeat Munition
- AN/PSS-14 (Handheld Standoff Mine Detection System)
- BA-5390/U Battery
- HMMWV Mounted Air Conditioner
SMAW-D Bunker Defeat Munition (BDM)

Demonstrated Effective Against Bunkers, Caves, Walls, Buildings & Armor

Shoulder-launched Multipurpose Assault Weapon - Disposable (SMAW-D).

- Light weight, single shot, disposable.
- Designed to defeat earth and timber bunkers, concrete and brick walls, and light armored vehicles.

Combat Proven in Afghanistan and Iraq

“SMAW-D IS AN AWESOME WEAPON!”
“MY ONLY REGRET IS THAT WE COULD NOT CARRY ENOUGH OF THEM!” – NCO 10th Mountain Division

Earth & Timber Bunker: Before & After
AN/PSS-14
(formerly HSTAMIDS: Handheld Standoff Mine Detection System)

- Produced 210 units in 6 mos. from initial request, 1500 to date.
- Deployed in Afghanistan & Iraq.
- Technology used for other products in support of DOD & other government agencies.
- High probability of detection & low false alarm rate; saves time, reduces costs and saves lives.

Buried Utility Location Sensor  Autonomous Mine Detection Sensor  Through Wall Sensor
BA-5390/U

- More mission time (lasts up to 2X longer).
- Reduced battery carry/disposal requirement.
- Increased safety (no toxic or corrosive electrolytes).
- Lower life cycle cost.

SINCGARS (Single Channel Ground and Airborne Radio System) & Javelin Command Launch Unit

AN/PSC-5 Satellite Radio

M-22 Chemical Agent Alarm
HMMWV Mounted Air Conditioner

- Developed for Add-on Armor HMMWV.
- Lowers temperatures inside HMMWV as much as 40 degrees F.
- Helps to prevent heat-related fatigue.
How You Can Help

- On time delivery on all contracts.
- Feedback on how to work smarter.
- 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.
- Provide effective responses to sources sought notices.
Soldiers Creed Video
Large Business Exhibitors

AAI Corp.       L-3 Titan Group
ATK             Lockheed Martin Corp.
BAE Systems     McKenna Long & Aldridge
Boeing          Northrop Grumman Corp.
Computer Sciences Corp.     Oracle
Cubic Defense   Oshkosh Truck Corp.
EDS             Raytheon Company
Engineered Support Systems, Inc.     SAIC
General Dynamics  Severn Trent Labs, Inc.
ITT Industries   Stewart & Stevenson
KBR             VSE Corporation
Basic Research…
The Next Generation of Paradigm Shifting Technologies

Decade of the 1970’s
- Structural Imaging
  - 1971 – First Practical X-ray Computed Tomography Image
- Artificial Intelligence
  - 1970-Shakey the robot
- Supercomputing
  - 1971 – First 4 Bit Microprocessor in Production
  - 1975 – Cray I Supercomputer
- Microprocessors
- Genetic Engineering
- Arcade Games

Today for 2020 and beyond...
- Functional Brain Imaging
- Robotics
- Quantum Computing
- Nanotechnology
- Immersive Environments
- Biotechnology
- Arcade Games
- Microprocessors
- Genetic Engineering
Focus Areas With Potential Business Opportunities

- Joint mindset
- Transformation – FCS technologies
- The Soldier
- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Modularity and adaptability
- Miniaturization & nanotechnology
- Unmanned/autonomous systems/robotics
- Wireless network technologies
- Rapid fielding
- Logistics management
- Data management
- Lean/Six Sigma
Top 10 Reasons to Love SMALL BUSINESS

The Office of Advocacy of the Small Business Administration offers the top 10 reasons to love small business, the heart of the American economy.

10. Small businesses make up more than 99.7% of all employers.

9. Small businesses create more than 50 percent of the non-farm private gross domestic product (GDP).

8. Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.

7. The 22.9 million small businesses in the United States are located in virtually every neighborhood.

6. Small businesses employ about 50 percent of all private sector workers.

5. Home-based businesses account for 53 percent of all small businesses.

4. Small businesses make up 97 percent of exporters and produce 29 percent of all export value.

3. Small businesses with employees start-up at a rate of over 500,000 per year

2. Four years after start-up, half of all small businesses with employees remain open.

1. The latest figures show that small businesses create 75 percent of the net new jobs in our economy.
### AMC Small Business Program
#### FY 05 Goals & Performance

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Obligations</th>
<th>DA Target % of Obligations</th>
<th>Achieved % of Obligations</th>
<th>% of Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$7,138</td>
<td>15.5%</td>
<td>17.0%</td>
<td>58.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$1,047</td>
<td>3.5%</td>
<td>3.2%</td>
<td>7.9%</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>$721</td>
<td>2.1%</td>
<td>1.7%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$98</td>
<td>1.0%</td>
<td>0.2%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone (HUBZone)</td>
<td>$251</td>
<td>1.0%</td>
<td>0.8%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Historically Black Colleges &amp; Universities/Minority Institutions (HBCU/MIs)</td>
<td>$22</td>
<td>11.8%</td>
<td>14.6%</td>
<td>13.9%</td>
</tr>
</tbody>
</table>

**Base for other than HBCU/MI is total AMC awards to all US businesses – nearly $42 billion**

**HBCU/MI base is total AMC awards to Higher Education Institutions – over $199 million**

**06 Targets**
- Small Business: 16.5% ↑
- Small Disadvantaged Business: 3.5%
- Woman-Owned Small Business: 2.1%
- Service-Disabled Veteran-Owned SB: 1.0%
- Historically Underutilized Business Zone (HUBZone): 1.3% ↑
- Historically Black Colleges & Universities/Minority Institutions (HBCU/MIs): 12.3% ↑
AMC Small Business Program Performance

Small Business Obligations (billions)

<table>
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</thead>
<tbody>
<tr>
<td>Target: 16.5%</td>
<td>$2.81</td>
<td>Target: 16.5%</td>
<td>$3.22</td>
<td>Target: 15.5%</td>
</tr>
<tr>
<td>Actual: 15.4%</td>
<td>$3.21</td>
<td>Actual: 14.4%</td>
<td>$4.39</td>
<td>Actual: 16.7%</td>
</tr>
</tbody>
</table>

- $1B growth past three years!
- 58.5% of 62,421 contract actions awarded to small businesses!
- 69.4% competed!

AMC Obligation Base $18.2 B

Small Business Obligations (billions):
- AMC: $12.6B (36%)
- Rest of Army (Preliminary): $7.1B (64%)

58.5% of 62,421 contract actions awarded to small businesses!
69.4% competed!
Pursuing Transformational Capabilities

Smaller, Lighter, Faster—Smarter

Current Force

- ~100 lb. load
- 70+ tons
- < 10 mph

Future Force

- < 40 lb. effective load
- < 20 tons
- > 40 mph

From Platforms to System of Systems

C-130-Like Transportability

Fully networked