



U.S. ARMY MATERIEL COMMAND



**11<sup>th</sup> Annual Small Business Conference**  
**7-8 November 2007**

**AMC Small Business Program**  
*Supporting the Warfighter*

**GEN Benjamin S. Griffin**



*"Need to be faster, more agile, less bureaucratic... Need to fight this every day"*



# 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”**





# AMC Commanders and Deputies



**Presence:**  
 Locations – 149  
 States – 43  
 Countries – 55  
 Personnel: 53,181  
 Contractors: 38,000+  
 Total AMC in SWA – 57,279

**Army Materiel Command**

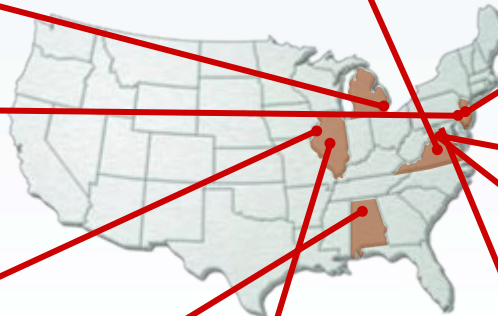
LTG William E. Mortensen	Ms. Kathryn A. Condon	CSM Jeffery J. Mellinger

Civilian 1,168 | Military 84

**Communications-Electronics LCMC**

MG Dennis Via	Mr. Ed Thomas

Civilian 7,192 | Military 85



**Tank-automotive & Armaments Command LCMC**

MG Mike Lenaers	Mr. Jack Dugan

Civilian 13,089 | Military 94

**Joint Munitions & Lethality LCMC**

BG William Phillips	BG James Rogers

Civilian 5,351 | Military 17

**Research, Development & Engineering Command**

MG Fred D. Robinson Jr.	Mr. David J. Shaffer

Civilian 11,815 | Military 244

**Army Sustainment Command**

MG Robert Radin	Mr. Scott Welker

Civilian 1,183 | Military 696

**Aviation and Missile LCMC**

MG James Myles	Dr. Richard W. Amos

Civilian 8,623 | Military 107

**Military Surface Deployment & Distribution Command**

MG Kathleen Gainey	Ms. Patricia Young

Civilian 1,726 | Military 169

**Chemical Materials Agency LCMC\***

Mr. Dale A. Ormond (Acting)	Mr. Conrad Whyne

Civilian 1,483 | Military 16

**US Army Security Assistance Command**

BG Michael J. Terry	Mr. Rick Alpaugh

Civilian 560 | Military 49



# Life Cycle Management Commands... Soldier Focused



Depots, Arsenal, Ammunition Plants  
TACOM, AMCOM, CECOM, **CMA\***, JM&L

- Unity of effort between Acquisition, Research and Logistics
- Acquisition decision authority between Army Acquisition Executive and Program Executive Officers not affected

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

**Research, Development & Engineering Command**

**Production Decision**  
**Acquisition**



Training and Doctrine Command,  
Defense Advance Research  
Projects Agency, National Labs,  
Industry, Academia

**More Reliable Systems,  
Reduced Cost**



# “Providing Support to the Joint Warfighter”

As of 06 July 2007



## Avenues of Change

Transforming Army Materiel Command from an organization that is “Production-based, commodity-focused, and platform-centric” to one that is **“Service-based, capabilities-focused, and unit-centric” for Persistent Conflict**

### ORGANIZATIONAL CHANGE

- Life-Cycle Management Commands
- Army Field Support Brigades and Brigade Logistic Support Teams
- Base Realignment and Closure (BRAC)
- Surface Deployment and Distribution
- Army Watercraft
- Central Issue Facilities
- Contingency Contracting
- Installation Maintenance and Ammunition
- Security Assistance

**End State**

“Cradle-to-Grave Capabilities Support”

### CULTURE OF INNOVATION

- Safety
- Lean Six Sigma
- Reset Parts Management
- Outreach to Industry
- Partnerships
- Performance Based Logistics
- Rapid Review Teams
- Research & Development/Technology to the Warfighter
- Informing the Requirements Process
- Army Greatest Inventions
- Human Capital Strategy

**End State**

“Efficient Production Processes”

### COMPLEX SERVICES

- Support to ARFORGEN
- MRAP Fielding/Sustainment
- Soldier as a System
- Ammunition Enterprise
- Forward Repair Activities
- Unit-focused RESET
- Small Arms Repair
- Left-Behind & Theater Provided Equipment
- TRADOC Fleet Management
- LOGCAP IV Transition
- Industrial Capabilities Modernization
- Low Density Training Equipment
- Chemical Storage & Demil

**End State**

“Customer Focused Solutions”

### KNOWLEDGE MANAGEMENT

- Condition Based Maintenance
- Central Technical Support Facility (CTSF)
- Global Help Desk
- Logistic Automation Test Bed - Sierra Depot
- Sample Data Collection
- Factory-to-Foxhole Visibility
- Single Army Logistics Enterprise
- Lessons Learned
- Quantitative Metrics and Analysis

**End State**

“Data Driven Decisions”



# AMC Small Business Program

## Mission

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

Achieving **optimum** small business participation by seeking small business solutions first

### AMC contracts for:

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



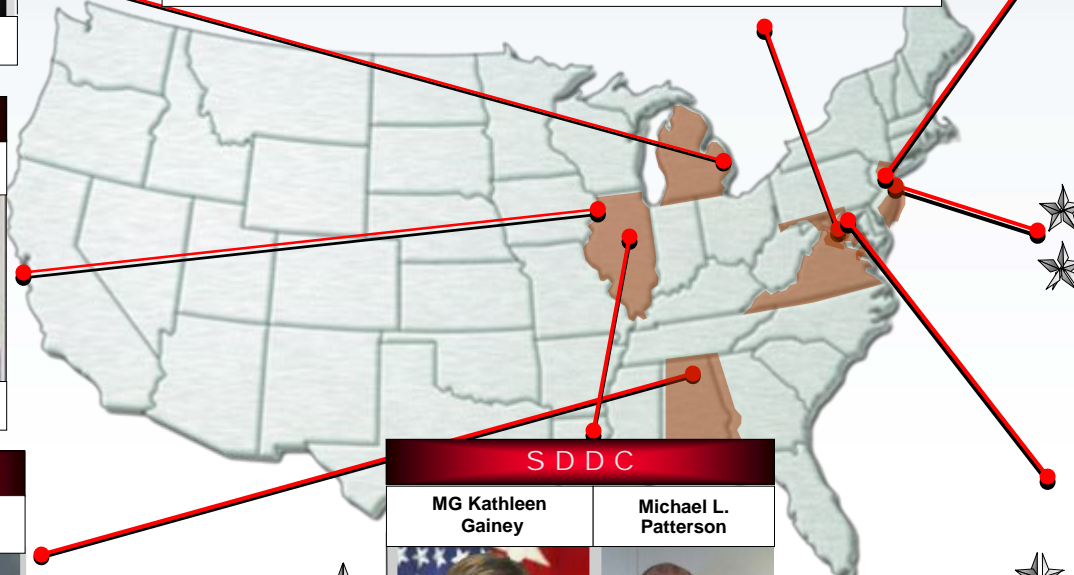


# AMC Commanders & Small Business Representatives



## Army Materiel Command

★★★★	★★★	🏆	
GEN Benjamin S. Griffin	LTG William E. Mortensen (Deputy Commander)	Ms. Kathryn Condon	Ms. Nancy Small
Civilian 1,168   Military 84			



## TACOM

MG Mike Leneers	Ronald Fiorani (Acting)
Civilian 13,089   Military 94	

## ASC

MG Robert Radin	Robert Matthys
Civilian 1,183   Military 696	

## AMCOM

MG James Myles	David Seitz
Civilian 8,623   Military 107	

## SDDC

MG Kathleen Gainey	Michael L. Patterson
Civilian 1,726   Military 169	

## JM&L LCMC

BG James Rogers	Eric Bankit
Civilian 5,351   Military 17	

## CE LCMC

MG Dennis L. Via	Marcia A. Easton
Civilian 7,192   Military 85	

## RDECOM

MG Fred D. Robinson	John O'Brien
Civilian 11,815   Military 244	



# AMC Small Business Offices



Research, Development & Engineering Command (RDECOM)

Army Sustainment Command (ASC)

Joint Munitions Command (JMC)

TACOM Life Cycle Management Command (TACOM LCMC)

Watervliet Arsenal

Edgewood Area

Natick

Picatinny Arsenal

Tobyhanna AD

ARDEC JM&L-LCMC

★ CE-LCMC

Tech App Office

Army Research Lab

CE-LCMC Wash

Aviation Applied Tech Dir

Aviation and Missile Life Cycle Management Command (AMCOM LCMC)

Sierra AD

Tooele AD

TACOM-Rock Island

Crane AAA

Blue Grass AD

Army Research Office

McAlester AAP

Pine Bluff Arsenal

AMCOM

Red River AD

Anniston AD

Corpus Christi AD

Military Surface Deployment & Distribution Command (SDDC)

Communications-Electronics Life Cycle Management Command (CE-LCMC)

- AAA – Army Ammunition Activity
- AAP – Army Ammunition Plant
- AD – Army Depot
- JMC – Joint Munitions & Lethality Command
- LCMC – Life Cycle Management Command





# ***Small Business is Big Business At AMC***

**Total Contracts \$ 56 Billion**

**Small Business \$ 8.1 Billion**

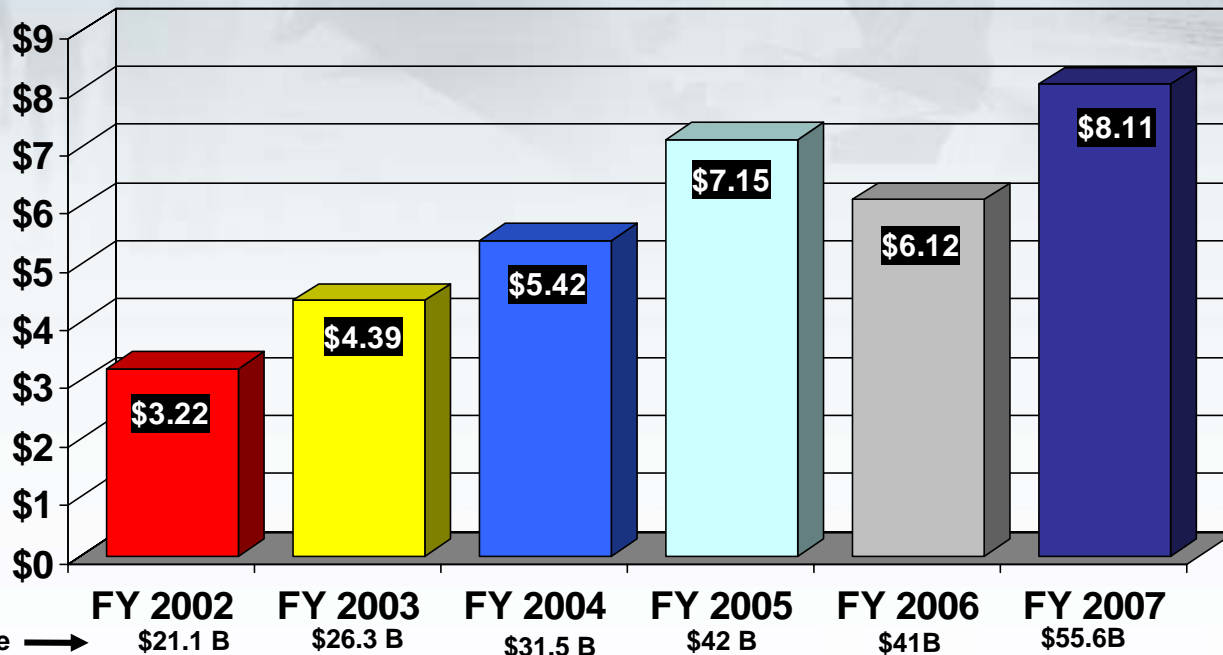
*Total 2007 as of 29 Oct*



# AMC Small Business Program Performance



### Small Business Obligations (billions)



**AMC obligates approximately 61% of the Army's total U.S. business contract dollars!**



FY 02-06 PRMIS; FY 07 FPDS-NG  
Preliminary – as of 29 Oct 07



# Small Business is...



## Big Business in AMC!

- **More than 27 Million American small businesses**
- **Highly Innovative – 13 more patents per employee than large firms**
- **Employ about half of all private sector employees**
- **Generate more than 50% of U.S. gross domestic product**
- **Principal source of 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 ... *in Army Transformation*

- Small Business Innovative Research

#### *and on the battlefield today*

- Unmanned systems, mine detectors
- Uniforms, body armor, ballistic blankets, munitions
- Air beam maintenance shelters and lightweight tactical tents
- Batteries, antennas, night vision components, hand-held signal devices



**CAPABILITY, CAPABILITY, CAPABILITY!**



# 2006 Army's Greatest Inventions

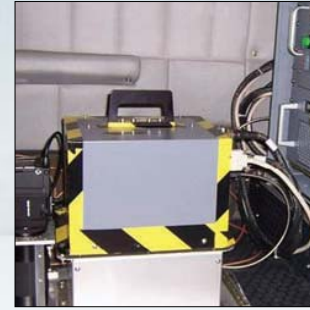
## Culture of Innovation



**Blow Torch Counter Improvised Explosive Device System**



**M1114 HMMWV Interim Fragment Kit 5**



**BuckEye System**



**Remote Urban Monitoring System**



**OmniSense Unattended Ground Sensors**



**Constant Hawk**



**Shaped Charge Assembly for Remote Destruction of Buried IEDs**



**EM113A2 Rapid Entry Vehicle**



**Integrated Robotic Explosive Detection System**



**HMMWV Crew Extraction D-ring**



# Army Focus Areas

## Potential Business Opportunities



- FCS technologies
- MRAP Vehicles
- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Miniaturization & nanotechnology
- Unmanned/autonomous systems/robotics
- Wireless network technologies
- IT Support
- Logistics & supply chain management





# How You Can Help



- Provide effective responses to sources sought notices
- Ensure current information is reflected in the Central Contractor Registration (CCR)
- On time delivery on all contracts
- Feedback on how to work smarter together
- 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



# Large Business Participants



- **AAI Corporation**
- **Agility Defense & Government Service**
- **ATK**
- **Battelle**
- **BAE Systems**
- **Boeing**
- **Computer Sciences Corporation**
- **EDS**
- **FedEX**
- **General Dynamics**
- **Harris Corporation**
- **ITT**
- **Aerospace/Communications**
- **Kellogg Brown & Root (KBR)**
- **Kira, Inc.**
- **Lockheed Martin**
- **Northrop Grumman**
- **Oshkosh Truck Corporation**
- **SAIC**
- **VSA Corporation**



**FOCUSED ON THE  
WARFIGHTER**