Partnership Opportunities with Industry

6 Feb 07

as of 30 Jan 0900 hrs

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What is a Partnership?

- Agreement between an Army facility and one or more private industry entities to perform work or utilize the Army’s facilities and equipment.
- Includes one or more of the following:
  - Use of public sector facilities, equipment and employees to perform work for public or private sector.
  - Work sharing arrangements.

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Partnerships

Industry

Government

Mutually Beneficial Relationships

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Benefits to Partners

- Access to advanced-technology equipment/facilities.
- Potential use of hard-to-receive hazardous waste permits.
- Leverage long-term use agreements.
- Reduce investment costs
Armament Retooling and Manufacturing Support (ARMS) Program

- **Goals**: Provide for commercial use of Army facilities and equipment to:
  - Sustain Army manufacturing capability for Armed Services national security requirements.
  - Reduce ownership, facility operations and maintenance costs.
  - Reduce product costs.
  - Accelerate private sector economic growth, employment and investment.

<table>
<thead>
<tr>
<th>ARMS Funding Profile FY08-13 ($Ms), PAA Activity 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY08</td>
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<td>2.9444</td>
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</tbody>
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What’s Available

❖ Facilities:
  ✓ Warehouses
  ✓ Manufacturing/repair facilities
  ✓ Ranges (firing & test)
  ✓ Secure locations

❖ Equipment (specialized equipment and tooling):
  ✓ Foundry and rotary forge
  ✓ Seven axis machining centers
  ✓ Guided boring of thick wall cylinders
  ✓ Tool, die & gage development/production

❖ Trained workforce
  ✓ Competent & competitive
  ✓ LEAN Six Sigma experience

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Enterprise Capabilities

- Overhaul/repair/remanufacture
  - Ground vehicles & helicopters (including components)
  - Radios, radars & other electronic items
- Product design, development, engineering & fabrication
- Heavy and light machining

- Heat treatment, plating & finishes
- Wood pallet manufacturing
- Explosive and propellant production
- Chemical/Biological protective equipment repair/rebuild

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## Non-Traditional Partnership Examples

<table>
<thead>
<tr>
<th>Pine Bluff Arsenal</th>
<th>McAlester Army Ammunition Plant</th>
<th>Milan Army Ammunition Plant</th>
<th>Bluegrass Army Depot</th>
</tr>
</thead>
<tbody>
<tr>
<td>Railcar Storage</td>
<td>Wood Pallet Manufacturing</td>
<td>Commercial Plant Nursery</td>
<td>Logging, Forestry and Cattle Grazing</td>
</tr>
</tbody>
</table>

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## Partnership Examples

<table>
<thead>
<tr>
<th>Tobyhanna Army Depot</th>
<th>Red River Army Depot</th>
<th>Letterkenny Army Depot</th>
<th>Anniston Army Depot</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAI Corp</td>
<td>Armor Holdings</td>
<td>Lockheed Martin</td>
<td>General Dynamics</td>
</tr>
<tr>
<td>Shadow UAV</td>
<td>FMTV</td>
<td>TADS/PNVS</td>
<td>M1 Abrams Stryker</td>
</tr>
</tbody>
</table>

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Challenge

❖ How can Army create greater opportunities to partner with industry?
  ✓ Right laws?
  ✓ Right regulations?
  ✓ Right policies?

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Back Up

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## Statutory Authorities

### General Statutory Authority

10 USC 4544: Army industrial facilities: cooperative activities with non-Army entities

### Participate in Public Competitions

- 10 USC 2208j
- 10 USC 2470
- Section 8026 PL 109-289
- 10 USC 4544

### Reutilization of Army Manufacturing Plants

10 USC 4551-4555: Armament Retooling and Manufacturing Support (ARMS) Initiative

PL 106-398: Arsenal Support Program Initiative (ASPI)

### Sale of Articles and Services to Persons Outside DOD

- 10 USC 2208(h)
- 10 USC 2539b
- 10 USC 4543
- 22 USC 2770
- 10 USC 4544

### Lease or Use Army Property

- 10 USC 2667
- 10 USC 2474
- 10 USC 4544
- FAR Subpart 45.3

### 15 USC 3710a:

Cooperative Research and Development Agreements

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Program Savings and Investments

Since its inception in FY 1993, the ARMS Program has saved the Government $322.7M, with investments in the amount of $269.7M.

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