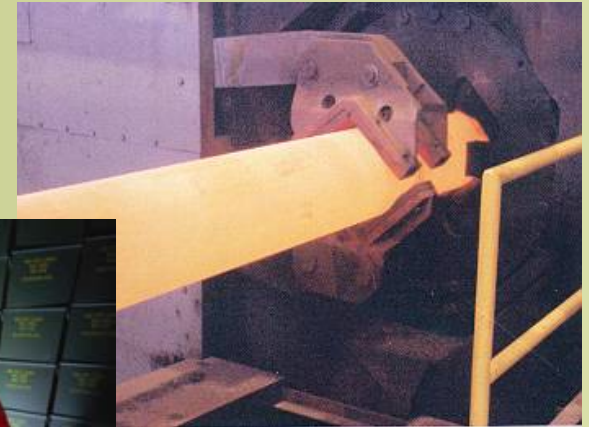


# U.S. Army Materiel Command

## 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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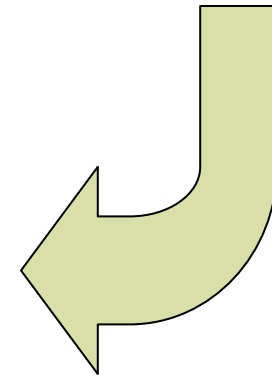
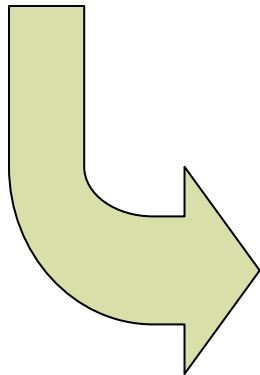


# Partnerships

## 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

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# 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.

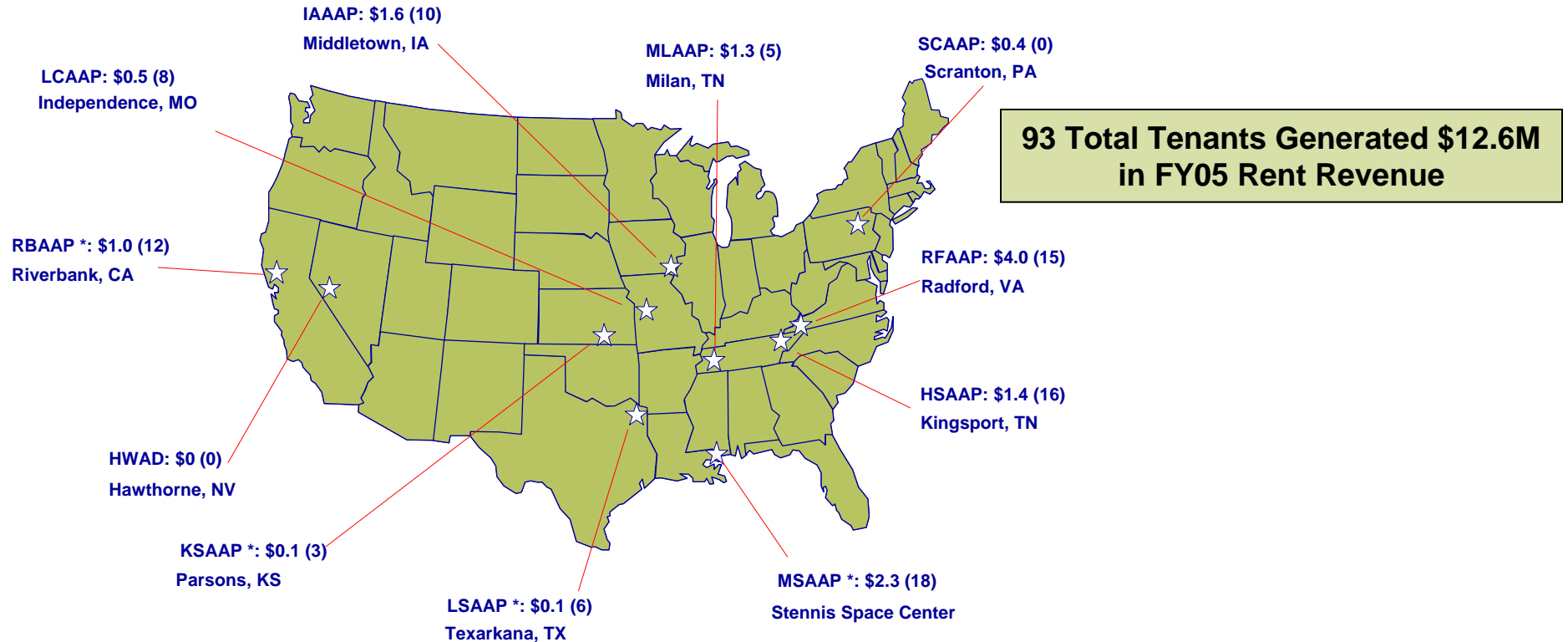
ARMS Funding Profile FY08-13 (\$Ms), PAA Activity 2					
FY08	FY09	FY1 0	FY11	FY12	FY13
2.9444	3.014	3.137	3.181	3.251	3.322



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# ARMS Program



**93 Total Tenants Generated \$12.6M in FY05 Rent Revenue**

**Validated Benefits & Savings (Cumulative 1993-2005)**

Jobs Generated .....	2,584
ARMS Investment & Incentives .....	\$269.7 Million
Estimated Private Investments .....	\$250+ Million
Savings to the Government .....	\$322.7 Million
Economic Impact (Direct/Indirect) .....	\$5.4 Billion

\$ = FY05 Validated Tenant Rent (Millions)  
 (#) = FY05 ARMS Tenants, \* = BRAC Facility

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# The AMC Enterprise



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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





<b>Pine Bluff Arsenal</b>	<b>McAlester Army Ammunition Plant</b>	<b>Milan Army Ammunition Plant</b>	<b>Bluegrass Army Depot</b>
<b>Railcar Storage</b> 	<b>Wood Pallet Manufacturing</b> 	<b>Commercial Plant Nursery</b> 	<b>Logging, Forestry and Cattle Grazing</b> 

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# Partnership Examples

<b>Tobyhanna Army Depot</b>	<b>Red River Army Depot</b>	<b>Letterkenny Army Depot</b>	<b>Anniston Army Depot</b>
<p data-bbox="233 727 464 781"><b>AAI Corp</b></p> <p data-bbox="247 906 449 1015"><b>Shadow UAV</b></p> 	<p data-bbox="611 721 1016 774"><b>Armor Holdings</b></p> <p data-bbox="741 951 886 995"><b>FMTV</b></p> 	<p data-bbox="1062 721 1488 774"><b>Lockheed Martin</b></p> <p data-bbox="1121 951 1430 995"><b>TADS/PNVS</b></p> 	<p data-bbox="1612 688 1871 797"><b>General Dynamics</b></p> <p data-bbox="1598 894 1885 1019"><b>M1 Abrams Stryker</b></p>  

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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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**13**



# Statutory Authorities

## General Statutory Authority

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

## 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

## Participate in Public Competitions

10 USC 2208j

10 USC 2470

Section 8026 PL 109-289

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

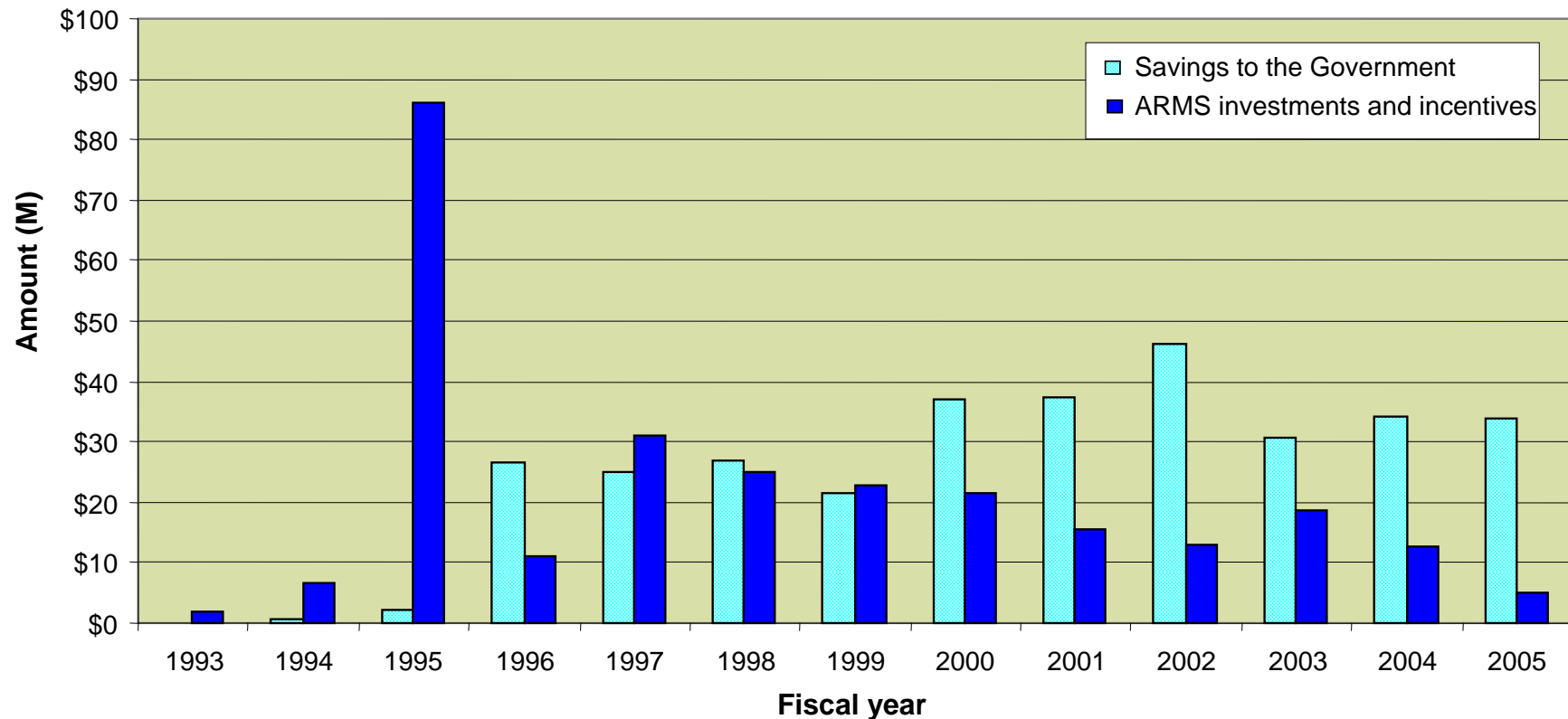
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# Program Savings and Investments

## ARMS Savings and Investments, by Fiscal Year



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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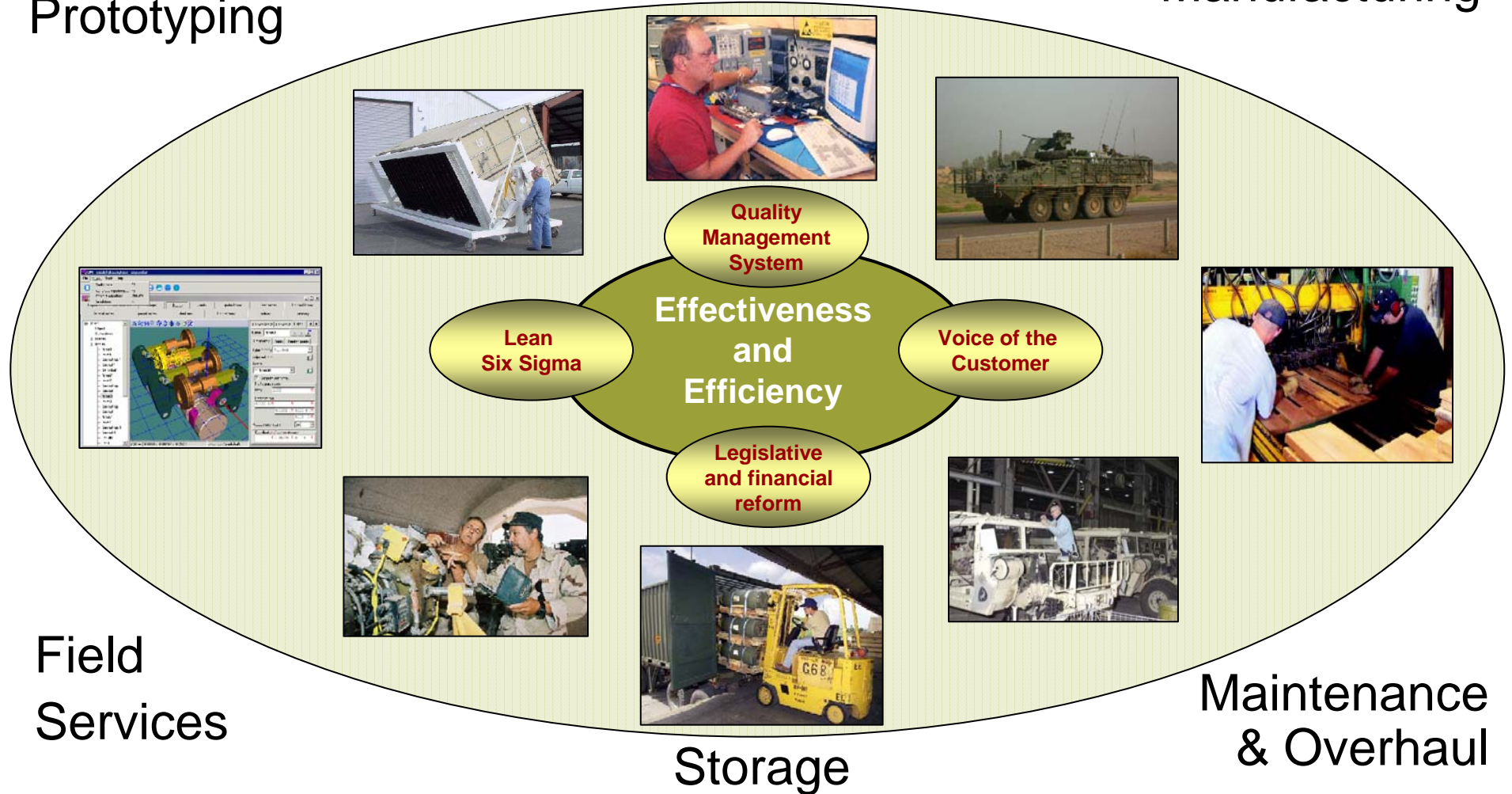


# Full Spectrum Capabilities

Engineering & Prototyping

Test & Evaluation

Manufacturing



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