

PROJECT MANAGERS ACQUISITION PANEL

MUNITIONS EXECUTIVE SUMMIT 2008



COL Raymond Nulk



Mr. James Sutton
Deputy PEO Ammunition



Mr. Chris Grassano



COL Andre Kirnes



COL Ole Knudson



FY07 Contracting Data

- Active contracts under management: 380↓
- FY07 Awards: New 72↑; Mods 947 ↑
- ASC Contracting Activities 60%; Picatinny 40%
- Top 20 Contractors at each site: 3 duplicates

Trends		
Systems 53%	←	Breakout 47%
Performance Spec 26%	←	TDP 74%
Competitive 49%	→	Sole Source 51%
Best Value 67%	←	Low Bid 33%
Large Business 75%	→	Small Business 25%

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FY08 Goals

PM MAS Thrusts:

- Lake City Modernization Program
- Green Ammunition: Initial LRIP Production
- Product Improvement Efforts
 - 40mm Pivoting Coupling
 - 40mm High Velocity Non-dud-Producing Training Round
- Initiate Second Source Producer for the M789
- Mitigation of Single Point Failures
- 30mm X 113mm Product Improvements
- Mid Range Munition SDD Execution
- M829E4 and Advanced Multi Purpose CDD Approvals

Competitive Contract Efforts:

- M1028
- 40mm L60 HEI
- Medium Caliber Engineering Support Contracts
- Ft. Knox Tactical Liaison



Technology Thrusts

➤ Large Caliber

- Electric Primer Redesign & Ignition Train Upgrade
- Advance Cartridge Case System
- Reduce/Eliminate Residual Solvent Within M14 Propellant

➤ 40mm

- Single Chamber Cartridge Case
- Updating 40mm TDPs to Remove Duplicate Inspections and Requirements

➤ Medium Cannon Caliber

- Assess Calcium Silicide Alternatives for 20mm Primers
- Improve M788/M789 Flash Tube

➤ Small Caliber

- Improve Case Mouth Waterproofing for M80 Ball Production
- Automate Test Ranges

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Ammo Acquisition Philosophy

PM as Life Cycle Manager

- **Budget Conservatively**
 - Allow for managing risk, and invest savings in product improvements
- **Shape the Supplier Base**
 - Use Best Value Competition to Emphasize Technical Excellence, Process Control & Continuous Product/Process Improvement
 - Compete within the NTIB IAW Section 806
- **Long Term Contracts (5 years)**
 - Allows for partnering with Industry using multi-disciplinary IPT's
 - Enable investment and efficient Program execution
 - Uses logical/economical groupings of products
 - ✓ Provides greater stability to industrial base
 - ✓ Allows for flexibility with funding and user requirements
 - Conduct TDP Scrub/Update effort upfront
 - ✓ Continuous Improvement - Identify and correct Obsolescence parts/processes
 - ✓ New Quality Management - Adapt processes to supplier manufacturing capability
 - Government funding of product/process improvement - Identify, prove out and document improvements for the next competitive contract cycle



Support to Supplier Base

➤ **Review all sole source acquisitions**

- Identify candidates for competition
- Develop action plan required to move to competition
- Develop timelines for implementation and prioritize candidates based on timing of next buy
- Execute and monitor performance

➤ **FY08/09 Competitive Opportunities**

- FY08 – 6+ Best Value competitions
- FY09 – Current Planning for another 5+ Best Value competitions

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Piecing the Puzzle for a New Industrial Base

Single Point Failure

Privatization

IBAT

Section 806
Implementation

Idle Facilities
Audit

BRAC

Cost Modeling

Critical Infrastructure
Risk Management

Sourcing Study

Industrial Base
Strategic Plan

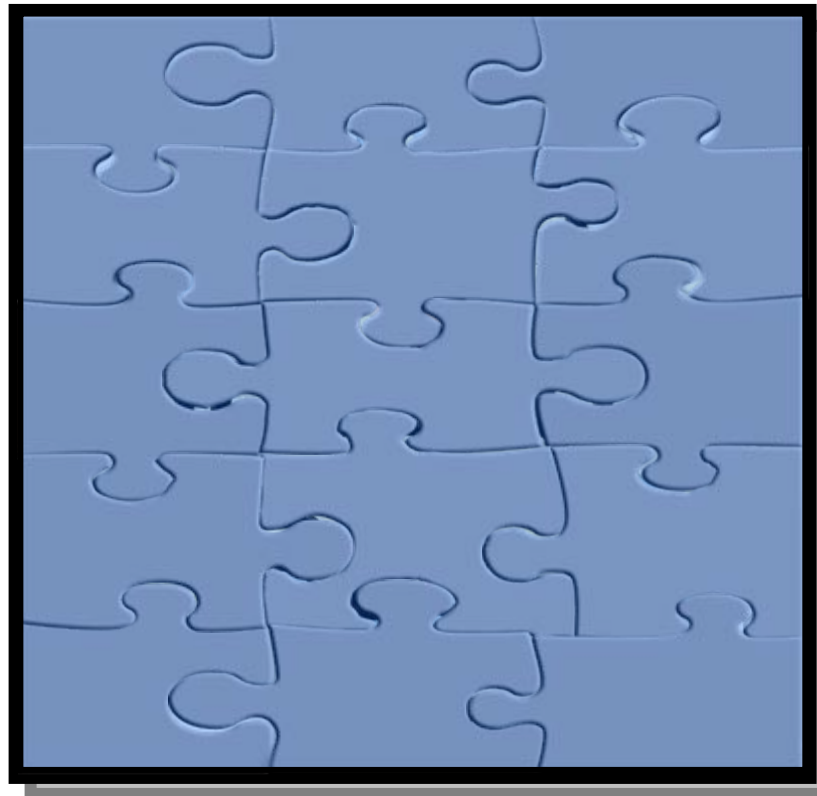
Capacity
Utilization
Study

GOCO
Competition

Disaster Recovery
Plan

GOCO to GOGO
Study

Modernization
and Planning



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PM CAS Update



- Continue efforts to provide precision to the Warfighter
 - Excalibur and PGK
- Artillery and Mortar Conventional Ammo production
 - Combined US Army and USMC projected future buys at nearly the same level as last the several years
 - Additional buys to support several ongoing FMS cases
 - Potentially a very large FMS case for Iraq
 - Planning to implement IDIQ contracts to be more responsive to future mortar and artillery requirements
- Qualifying a melt pour IM explosive for use in artillery projectiles
 - Plan to implement first in FY09 M795 projectile buys for the USMC.