“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, communicates with it, or eats it - AMC provides it.

Restore Balance through 4 Imperatives: Sustain, Prepare, Reset, Transform

-Army Posture Statement 2008
Life Cycle Management
Soldier Focused – Foxhole to Factory Enterprise

Life Cycle Management Commands
CECOM, JM&L, AMCOM, TACOM

Logistic & Maintenance Lessons Learned

Assistant Secretary of the Army
Army Acquisition Executive

Army Sustainment Command / Army Contracting Command
AMC’s Face to the Field

Research, Development & Engineering

Acquisition

FEEDBACK

UNCLASSIFIED
AMC Small Business Program

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

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

**AMC Contracts for:**
- Weapon systems and equipment
- Research & Development
- Spare parts
- Maintenance
- Other services (e.g. IT, Engineering Support, Logistics, etc.)
AMC Small Business Program Performance

Small Business Obligations (billions)


$21.1 B $26.3 B $31.5 B $42 B $41B $55.6B $72 B

AMC Total $ Obligation Base

Preliminary – as of 24 Oct 2008
Small Business is... BIG BUSINESS in AMC!

- More than 26 Million American small businesses
- Employ about half of all private sector employees
- Principal source of new jobs in the U.S. economy (60-80% over past decade)
- Generate more than 50% of U.S. gross domestic product
- Employ about half of all private sector employees
- Highly Innovative – 13 more patents per employee than large firms
- More than 26 Million American small businesses
- Generate more than 50% of U.S. gross domestic product
- Highly Innovative – 13 more patents per employee than large firms
- Responsiveness
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!
2007 Army’s Greatest Inventions

- Picatinny Blast Shield for Light Armored Vehicle
- Unmanned Aircraft System Shadow
- Reconnaissance Vehicle
- Objective Gunner Protection Kit for Multiple Vehicle Platforms
- Improvised Explosive Device Interrogation Arm
- M110 7.62mm Semi-Automatic Sniper System
- Damage Control Resuscitation of Severely Injured Soldiers
- Improvised Explosive Device Mine Roller Program
- HMMWV Egress Assistance Trainer
- XM982 Excalibur Precision Guided Extended Range Artillery Projectile

* SB Companies played important roles in these inventions
Small Business is Big Business in AMC

ARMY FOCUS AREAS:
Potential Business Opportunities

- FCS technologies
- Force Protection
- Logistics & supply chain management
- MRAP & Joint Light Tactical Vehicles
- Thermal imaging & optics
- Wireless Network technologies
- Weight/cube reductions
- Unmanned/Autonomous systems/robotics
- Miniaturization & nanotechnology
- Power management
- IT Support
- Advanced Sensor development

Small Business is Big Business in AMC
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

- 3M
- AAI Corporation
- Agility
- AH Computer Consulting
- ATK
- Avon Protection Systems
- BAE Systems
- Battelle
- Computers Universal
- CSC
- EDS
- General Dynamics

- Honeywell
- IBM Global Business Services
- ICF International
- ITT Corporation
- KBR
- Lockheed Martin
- Navistar Defense
- Oshkosh Corporation
- SI International
- VSE Corporation