“Government-Industry Partnering: Challenges & Opportunities”

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Government – Industry Partnering
Major Tenants

• Center on the Warfighter
• Partner across the entire lifecycle
  – Demonstration/Definition
  – Development
  – Production
  – Sustainment
• Adjust to major muscle movements via the partnering model.
  – Business transformation
  – Enterprise management
Government – Industry Partnering Challenges

“What makes it difficult to work with the Army?”

– Production lead time management and risk mitigation
– Requirements definition and development pipeline
– Rules and behaviors to protect intellectual property
– Governance mechanisms for Government/Industry “partnering”
– Balance of funding across the lifecycle
– Balance of RDT&E across products and needs
Government – Industry Partnering Opportunities

“What can we do to work together and serve the soldier better?”

– Communicate early and often

– Bring all of these “best” practices from both government and industry together

– Foster a truly collaborative environment

– Training with Industry programs/Training with government programs

– Cooperative Research and Development Agreements

– Expand and reinforce Public Private Partnerships