Army Materiel Command

14th Army Small Business Conference

Doing Business and Partnership Opportunities With AMC

Alan Lee, HQAMC G-4 Industrial Base Capabilities
Small Business Program Categories

- SMALL BUSINESS
  - SMALL DISADVANTAGED
  - WOMEN-OWNED
  - HUB-ZONE
  - SERVICE-DISABLED, VETERAN-OWNED

- SUB-CONTRACTING
  - SMALL BUSINESS
  - SMALL DISADVANTAGED BUSINESS
  - WOMEN-OWNED
  - HUB-ZONE
  - VETERAN AND SERVICE-DISABLED, VETERAN-OWNED

- HISTORICALLY BLACK COLLEGES AND UNIVERSITIES / MINORITY INSTITUTIONS

* DA-assigned targets to AMC
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/or employees to perform work for public or private sector.
  - Work sharing arrangements.
Public-Private Partnership Program Alignment
AMC's Industrial Facilities and Capabilities

- Overhaul / Repair / Remanufacture
  - Ground Vehicles & Helicopters (Including Components)
  - Radios, Radars & Other Electronic Items
- Heavy & Light Machining
- Seven-axis Machining Centers
- Heat Treatment, Plating & Finishes
- Tool, Die & Gage Development & Production
- Wood Pallet Manufacturing
- Explosive & Propellant Production
- Guided Boring of Thick Wall Cylinders
- Production Design, Development, Engineering & Fabrication
- Automated Testing
- Metallurgy
- Firing & Test Ranges
- Storage & Handling - Controlled Environment
- Rail Car Storage
- Chemical / Biological Protective Equipment Repair / Remanufacture
- Precision Bearings Analysis
- Foundry & Rotary Forging

AAA: Army Ammunition Activity
AAP: Army Ammunition Plant
AD: Army Depot

= Manufacturing
= Maintenance
= Ammo Production
= Non-Ammo Storage
AMC’s Product Commodities

**LCMCs**
- Combat and Tactical vehicles (manned/unmanned)
- Armaments
- Watercraft
- Fuel and Water Distribution Equipment
- Soldier, Biological, and Chemical equipment
- Clothing
- Food

**Communications - Electronics LCMC**
- Command, Control, Communications, Computers, Intelligence, Surveillance & Reconnaissance
- Jammers
- Power and Energy
- Generators

**Joint Munitions & Lethality LCMC**
- Smart & Precision Munitions
- Small/Med/Large Cal. Direct Fire Weapons
- Artillery & Mortar Indirect Fire Weapons
- Mortar Weapons & Fire Control
- Countermine Sys & EOD Equip
- Demolitions & Pyrotechnics
- Shoulder-launched Munitions
- Bombs & Explosives

**Aviation and Missile LCMC**
- Aviation (Army, Air Force, Marine Corps, Special Operations)
- Missile (Army, Navy, Air Force)
- Unmanned Aerial Vehicle Systems
What's Available in the Enterprise

- **Facilities:**
  - Warehouses
  - Manufacturing and Repair facilities
  - Ranges (firing and test)
  - Secure locations

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

- **Trained and Skilled workforce:**
  - Competent and competitive
  - Deployable
  - Lean Six Sigma experience
  - ISO and OSHA experience

- **ISO-certified AND OSHA-compliant Industrial operations**
AMC's Research and Testing Capabilities

✓ Laboratories:
  - Flexible Packaging
  - Food Safety Testing
  - Footwear Performance
  - Fuel Cell Technology
  - C4ISR Automated Virtual
  - Flexible, Steady-State Vehicle Evaluation Test Cell
  - Propulsion System Component Test Cell
  - Fuels and Powertrain Lubricants
  - Dynamic Structural Load Simulator
  - Battery Technology Evaluation
  - Electromagnetic Environmental Effects
  - Nanotechnology and Characterization
  - Advanced Chemistry
  - Physical Evaluation and Metrology
  - Mask and Mask Filter Testing

✓ Simulations:
  - Combat Trauma Patient
  - Internet-based
  - Real-Time Human-in-the-Loop

✓ Environment
  ✓ High Fidelity Wireless Testing
  ✓ Advanced Sensor Evaluation
  ✓ Packaging Applications Testing Facility
  ✓ High-Temperature Power Electronics
  ✓ Power Conditioning Research
  ✓ Micro-electromechanical Systems Research
  ✓ Image Processing/Signature Modeling
  ✓ High Performance Computers
  ✓ Doriot Climatic Chambers
  ✓ Textile Performance Testing
  ✓ Wind Tunnel
  ✓ Full Scale Investment Casting Foundry
  ✓ Hazardous Material Testing Chambers
  ✓ Aerosol Science
  ✓ Virtual Training in Immersive Environment
  ✓ Quick Reaction Prototype Facilities
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
ISO is a non-governmental organization that consists of national standards institutes of 157 countries. It serves as a bridging organization in which a consensus can be reached on solutions that meet the requirements of business and society, such as the needs of stakeholder groups like consumers and users.

### ISO 9001:2000 - Quality Management Systems

- Corpus Christi Army Depot
- Lone Star Army Ammunition Plant
- McAlester Army Ammunition Plant
- Sierra Army Depot
- Milan Army Ammunition Plant
- Tobyhanna Army Depot
- Radford Army Ammunition Plant
- Toole Army Depot
- Riverbank Army Ammunition Plant
- Red River Army Depot
- Scranton Army Ammunition Plant
- Anniston Army Depot
- Rock Island Arsenal - Joint Manufacturing
- Crane Army Ammunition Activity & Tech Center
- Holston Army Ammunition Plant
- Pine Bluff Arsenal
- Iowa Army Ammunition Plant
- Kansas Army Ammunition Plant
- Letterkenny Munitions Center
- Lake City Army Ammunition Plant

### ISO 14001:2000 - Environmental Management Systems

- Letterkenny Army Depot
- Tobyhanna Army Depot
- Iowa Army Ammunition Plant
- Milan Army Ammunition Plant
- Riverbank Army Ammunition Plant
- Scranton Army Ammunition Plant
- Radford Army Ammunition Plant
- Anniston Army Depot

### Safety Voluntary Protection Program Star Recognition (VPP Star)

- Tobyhanna Army Depot
- Umatilla Chemical Depot
- Anniston Army Depot
- Pine Bluff Arsenal

### AS 9110 2003-01 2003-01 International Aerospace Quality Systems Standards

- Corpus Christi Army Depot

### OHSAS 18001 - Occupational Health & Safety Administration System

- Anniston Army Depot
- Tobyhanna Army Depot
Benefits to Partner

- Access to advanced-technology equipment and facilities
- Potential use of hard-to-receive hazardous waste permits
- Leverage long-term use agreements
- Reduced capital investment and overhead costs
- Leverage:
  - ISO-certified facilities
  - OSHA-compliant facilities
  - Lean-Six Sigma processes
- Access to diversified, deployable, and skilled workforce
- Secured locations
Partnerships are Big Business

Sample of Industry Partners

- Aerometals
- ATK
- AM General Corporation
- Amtec Corporation
- BAE Systems
- The Boeing Company
- CACI International, Incorporated
- DRS TAMSCO Manufacturing
- General Dynamics Corporation
- Gradient Technologies Inc
- Highland Engineering/PD Systems
- Honeywell International, Inc.
- Lockheed Martin
- Lindsey & Osborne
- Northrop Grumman
- Raytheon Systems
- Rockwell Collins
- Safety Management Services
- Sikorsky Aircraft
- Sivyer Steel Corporation

PLUS Many More...

= Small Business
How can we enhance partnership opportunities to leverage the strengths of small business, industry, and AMC’s capabilities?
AMC Partnership POC

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AMC Partnership Opportunities Web Site:

http://www.amc.army.mil/pa/PartnershipOpportunities.asp

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