

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



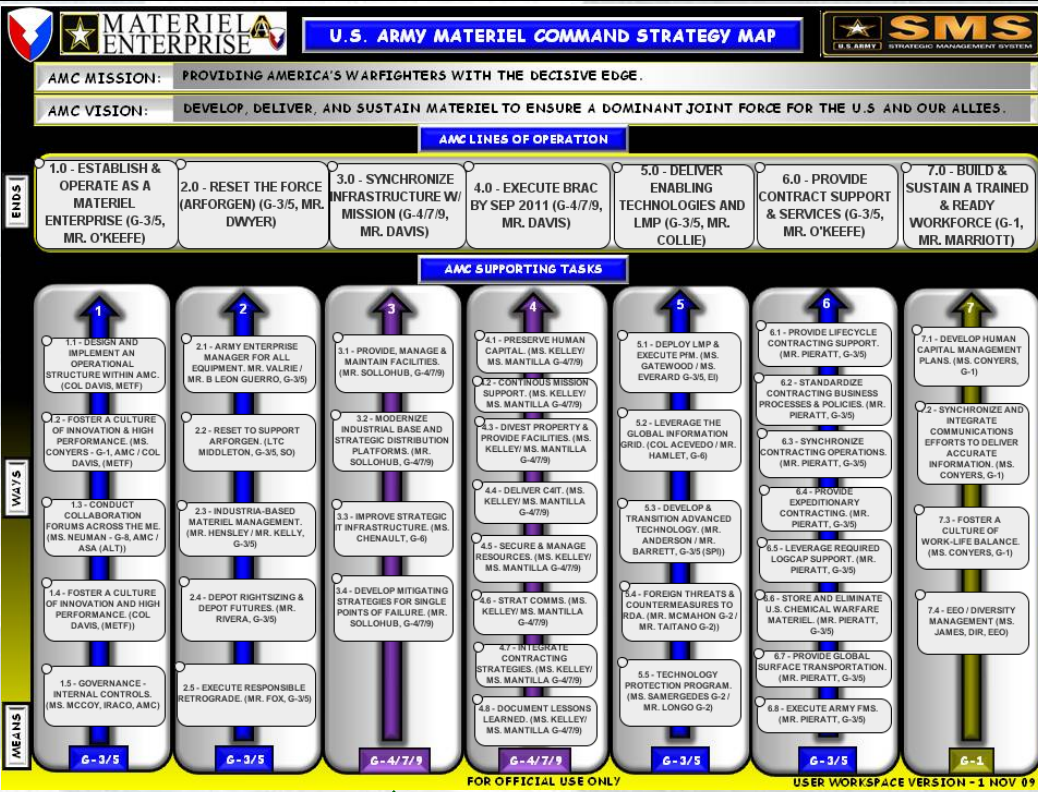
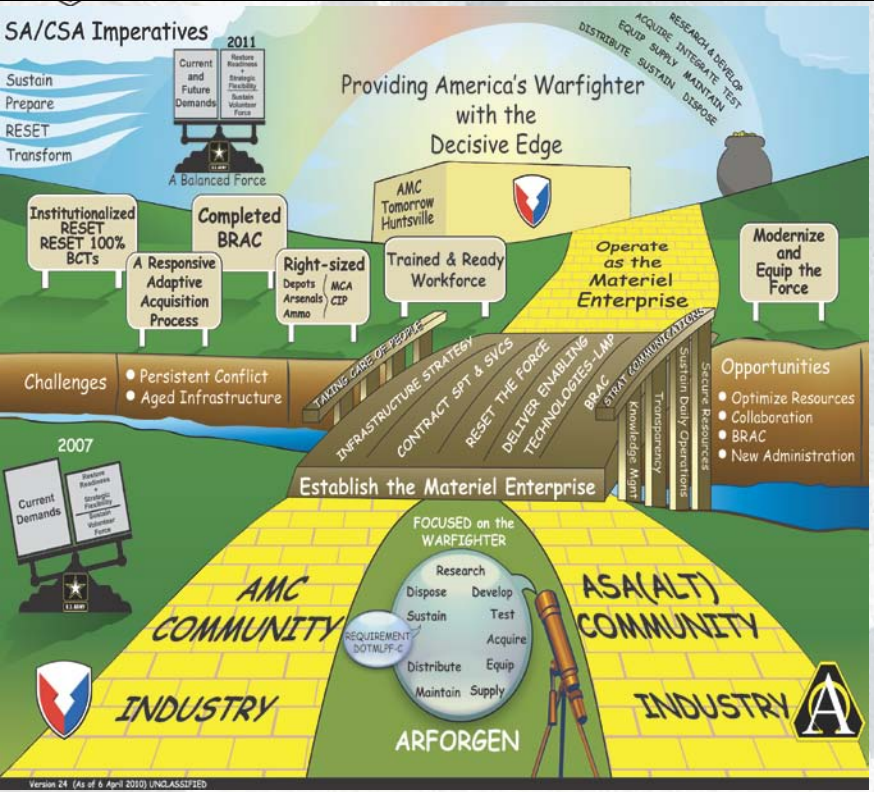
* DA-assigned targets to AMC



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.

U.S. ARMY MATERIEL ENTERPRISE



Public-Private Partnership Program Alignment



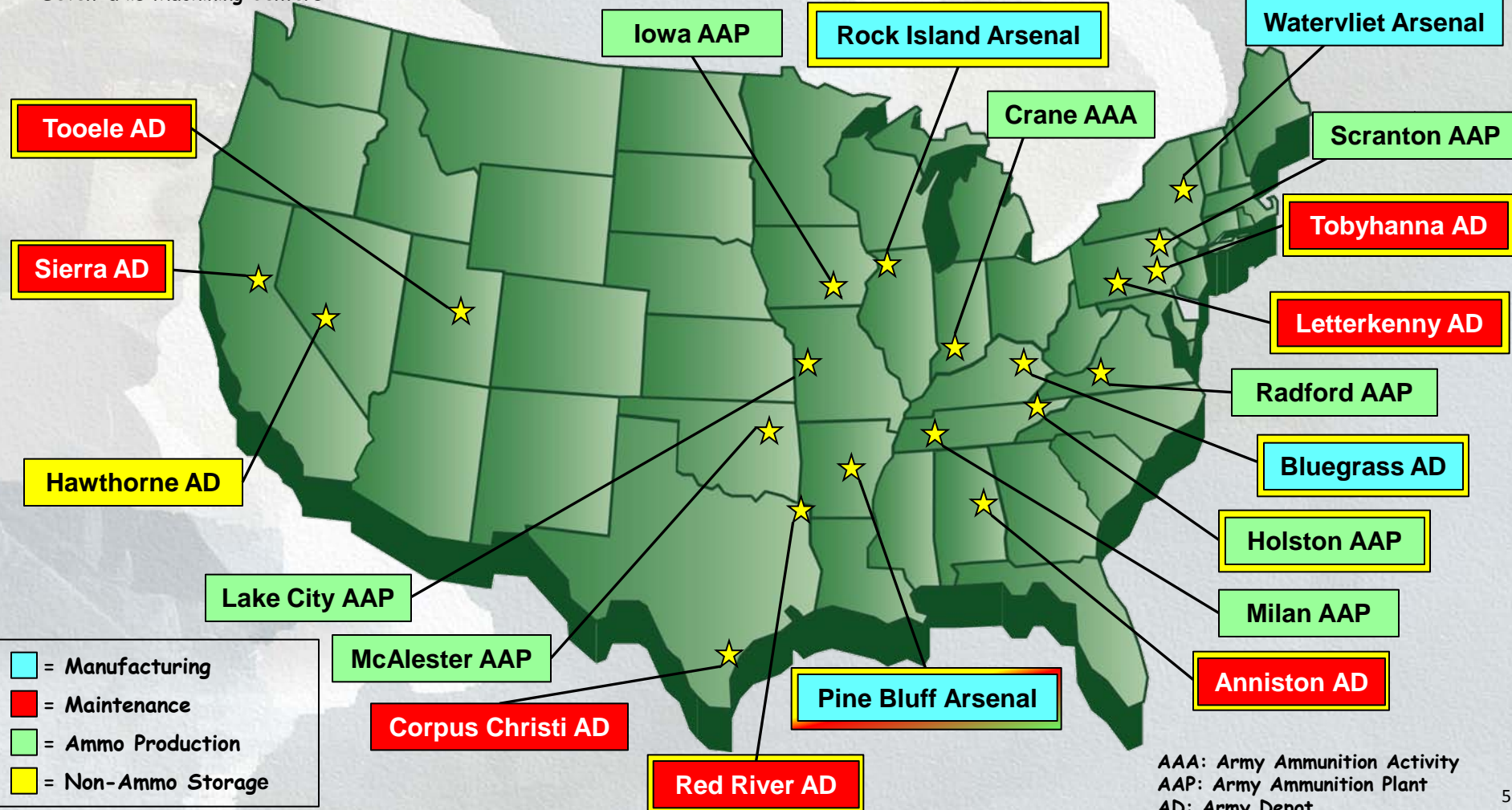
AMC's Industrial Facilities and Capabilities

- 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





AMC's Product Commodities

LCMCs

Tank-
Automotive &
Armaments
Command LCMC

- 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





Adopting Commercial Best Practices



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
- Letterkenny Army Depot
- 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
- Hawthorne Army Ammunition Plant
- Watervliet Arsenal
- 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

ISO 9001:2000 + AS9100B Aviation Maintenance System

- Corpus Christi Army Depot

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

- Corpus Christi Army Depot

Safety Voluntary Protection Program Star Recognition (VPP Star)

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

OHSAS 18001 - Occupational Health & Safety Administration System

- Anniston Army Depot
- Tobyhanna Army Depot

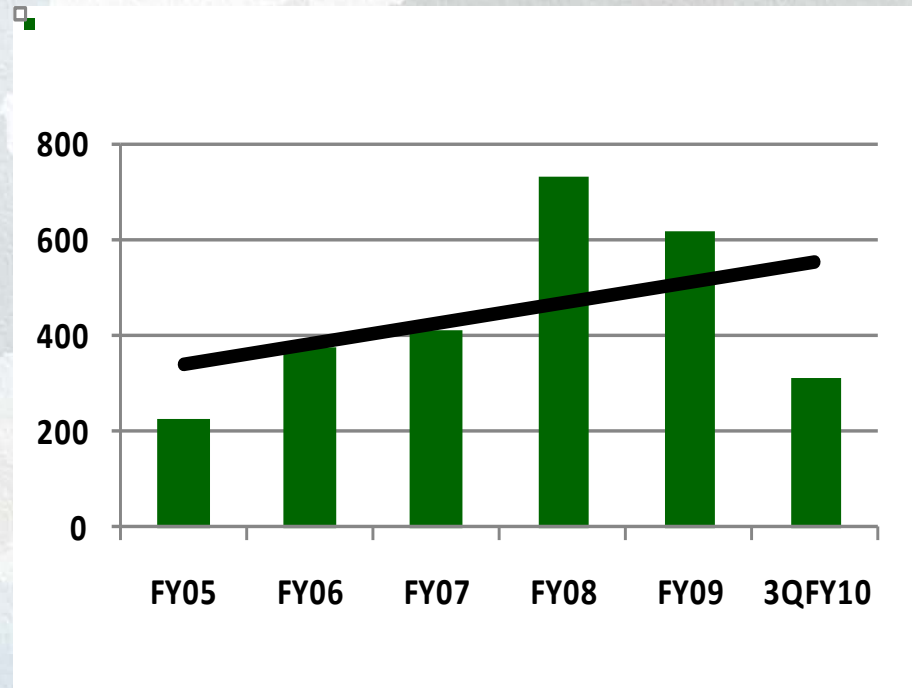
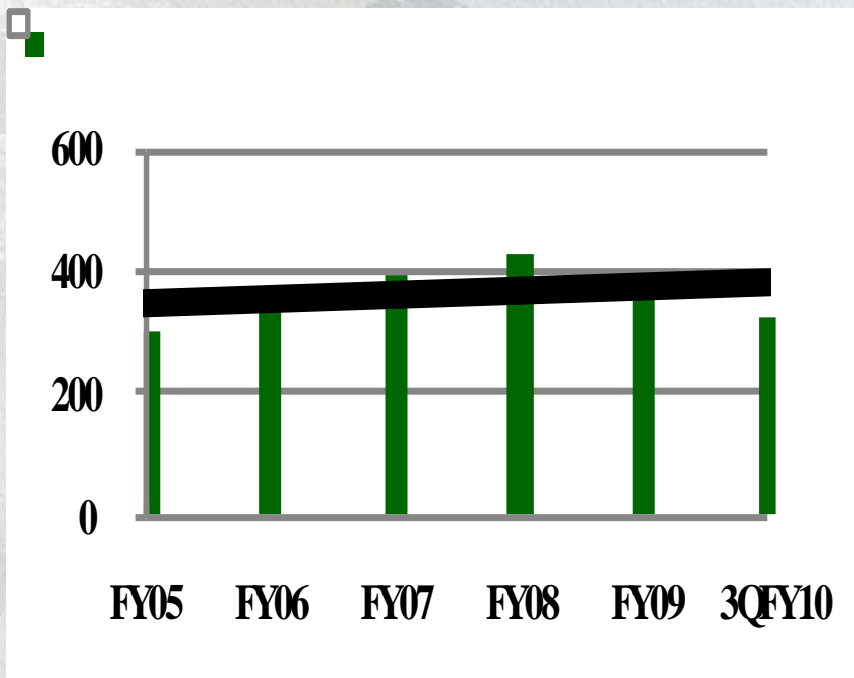


Benefits to Partner

- ❖ 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



Challenge

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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