NDIA Joint Armaments Conference

Technology Development, Transition, and Next Week
An Industry Perspective

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• “This budget provides the resources to sustain a military at war. It takes care of our people, rebalances military capabilities, reforms what and how we buy, and supports our troops in the field.”

• “I believe the Department should seek increasing competition, use of prototypes, and ensure technology maturity so that our programs are ready for the next phases of development…”

• “We must ensure that requirements are reasonable and technology is adequately mature to allow the department to successfully execute the programs”

• “The gusher has been turned off and will stay off for a good period of time…”

• “Must provide direct support to current operations and the current force through providing technology solutions and rapid acquisition”

• “We’ve seen how relatively low cost, off-the-shelf technology can have a huge impact on the battlefield”

• “…99% solution over a period of years, or a 75% solution over a period of weeks or months.”

Must rapidly transition technologies that support current operations!
Priorities and Resources – Satisfying Demand

• Role and responsibilities – *Voice of the Customer*
  - *Maintain awareness of market trends, forecasts, and policies*
  - *Listen and communicate Customer needs, requirements, and timing*
  - *Identify and develop emerging market opportunities*
  - *Develop business cases for new products and services*
  - *Foster strategic relationships with technology partners*
  - *Prioritize and validate discretionary investment*
  - *Organizational responsiveness to Customer demand*
  - *Promote ATK as a supplier of choice*

• Discretionary investment – *Business Sponsor*
  - *ATK’s commitment to the Customer community*
  - *Integral part of business planning process*
  - *Limited resources so must select projects wisely*
  - *Focus IR&D projects that solve Customer problems*
  - *Business case – investment and return*

*Prioritizing investment to meet demand!*
Responding to the Challenge – Industrial Capability

- Industry must respond with rapid development cycles and more streamlined processes.
- No time for science projects, may be fun for scientists but rarely provides meaningful capability to the Warfighter or meaningful revenue to Industry.
  - *Industry is willing to invest to provide real capability that satisfies a real need.*
- Seek technology partners and leverage existing technology.
  - *Scale or adapt to fill capability gaps; do not have to develop.*
- Affordable and innovation are match made in heaven; must go hand in hand.
- Government spending patterns must reflect both the need to equip Warfighters and sustain industrial capability.
  - *Requires sound investment strategies and partnering.*
  - *Joint R&D reviews that align capability gaps with potential solutions.*
- Technology advances that help preserve a viable industrial base are becoming as important as the technology in the weapons themselves.
- Leverage ManTech Program to reduce manufacturing costs and risks.
  - *Enables affordable production and transition of new technologies.*

Focused on rapidly fielding mission-critical technology.
**Risk** – What is to be achieved measured against what is available

- Process begins and ends with the User
  - *Needs must be translated to meaningful requirements*
- Evaluate the criteria upon which requirements are based
  - *Validate maturity of technology and producibility*
  - *State of the art vs. state of the possible – real world context*
- Set realistic requirements and expectations so industry can deliver on time and on budget
  - *Industry must communicate reality of delivering desired capability*
- Requirement $hift, requirement $hift, requirement $hift
  - 75% is good enough…get it to the Warfighter!
  - *Mature it later through spiral development with user input*
- Solidify technical baseline then move to production
- Safety first but streamline test and evaluation protocol to accelerate material release

**Driving through the development cycle**
• Warfighters adapt quickly to ever-changing threats and challenges
• Technology permeates almost every aspect of preparing Warfighters for war
• Transformation-enabling technology advances were quickly fielded
• Focus on affordable technology that fills Warfighter’s capability gaps

Accelerating the delivery of technologies to win the fight!
Innovation ... Delivered.

ATK Armament Systems

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