2012 Munitions Executive Summit

Industry Perspective

Achieving Efficiencies Across the Munitions Enterprise
“Collaboration, Communication and Cooperation”

Michael S. Wilson
State of the Munitions Industry

Key Observations

• “Survival Mode”
• Severely impaired planning
  – Lack reliable funding outlook
• Critical national assets at risk
  – Unique manufacturing and R&D centers
  – Future viability is uncertain
• Imbalance of contract risk
  – Driving industry into perilous conditions
• Value of IBAT & MSR
• Contracting velocity remains problematic
• Organic versus commercial base
State of the Munitions Industry

Areas for Improvement

• “Collaboration, Communication and Cooperation”
  – ICAP, MES, Industry Days, APBIs, MIBTF
• Acquisition & contracting strategies
  – Unintended consequences of ID/IQs
  – Over-extended price commitments
• Strong, unified SMCA mission & role
• Industrial Base Strategic Planning
  – Avoid unrecoverable loss of unique manufacturing base
• Transparency in budgeting & programming
• Relevancy & priority of munitions in budget debate
  – Enterprise-level strategies
• Return of USG-Industry partnering