

2012 Munitions Executive Summit

Industry Perspective

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

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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

