U.S. Army Materiel Command

Partnering Opportunities

16 April 2014
• **Direct Sales:**
  Title 10 USC 2474
  - The use of army land, facilities, equipment, and employees to perform work or produce goods for the private sector

• **Work-Sharing:**
  PM-funding
  - Co-production arrangements using Army and private sector facilities and employees

• **Facilities Use:**
  USC Title 10, Inter-Service Support Agreements (ISSA)
  - Private sector use of Army land, equipment or facilities to perform work for the military

• **Successful partnership characteristics**

• **Lifecycle opportunities**

• **Defense Industrial Base**

• **Research, Development, Engineering**

• **Way ahead**
Characteristics of Successful Partnerships

- Long-term relationships with solid business cases
- Shared vision and objectives
- Early and uninterrupted acquisition team involvement
- Senior-level champions
- Shared trust and risk
- Flexibility
- Complementary skills and abilities
- Independent review and oversight
- The right metrics and incentives

Sustaining the Strength of the Nation!
Opportunities across the Materiel Lifecycle

Q: How will we ensure we continue to be the best equipped Army in the world?

A: If we’re smart, we’ll do it together.

Leverage public, private, and academic partners
AMC Partnerships

Win/Win

- Mitigates Future Risk
- Protects and Preserves Organic Capacity
- Provides Valuable Service to Industry without Capital Investment

Organic Industrial Base

Statute for at least 50% Organic Capability

Commercial Sector

Additional Opportunities via Increased Visibility

Research, Development, and Engineering Centers

Public-Private Partnership

Academia and Labs

Cutting Edge Research

293 Partnerships in FY13 Valued at $203M
Looking for More Opportunities in the Future

AMC awarded $8.3B to Small Business in 2013

Establishing Relationships
Way ahead:
Facilitating enhanced government and industry partnering relationships

Learn more at http://www.amc.army.mil/amc/partnershipopportunities.html