A German Company – Doing Business with US Department of Defense

NDIA-SJAC Conference
May 3rd, 2016
Washington DC
RAM-System GmbH

was founded in 1985 to manage the German industrial workshare within the US-GE Rolling Airframe Missile (RAM) program.

The transatlantic RAM Cooperation is based on Memoranda of Understanding (MoU) since 1976 between the Governments of the USA and Germany.

Years of Experience

RAM-System GmbH (RAMSYS) and its US partner Raytheon Missile Systems (RMS) are equally responsible for development, production, system improvements, logistics, worldwide marketing and sales of the RAM weapon system.
RAM – Program Architecture
40 Years of successful German-US Cooperation

RAM Program Architecture

MoU
since 1976

RAM Steering Committee

RAM Program Office

Industrial Co-Production/Co-Development
50% 50%

RAMSYS Raytheon

MLA CPA
Government side

Joint Program Office (RAMPO) in Washington DC:
- Management the cooperative aspects of the RAM Program
  (Development → Production → Life Cycle Support)
- Transportation of the cooperative spirit into the National Procurement Agencies
- Acting as the bi-lateral customer for industry
- Harmonization of national requirements
- Joint usage of Government test facilities

Industry side

Bi-lateral industry cooperating in IPTs (Integrated Program Teams):
- Joint SoW (Statements of Work) for all tasks
- Clear definition of workshare and technical competencies
- Exchange of engineers
- Establishment of own program rules and regulations
RAMSYS Industrial Partnership
Transatlantic Co-Production and Development

Diehl Defence and MBDA Germany are the shareholders of RAM-System GmbH and its major industrial partners in Germany.
RAM Fleet Worldwide
Securing our Seas

61 Systems (GE)
7 Systems (GR)
4 Systems (TUR)
105 Systems (USA)
4 Systems (EGY)
15 Systems (UAE)
13 Systems (ROK)
RAM – Hurdles in the cooperation
40 Years of successful German-US Cooperation

Government side
- National rules, regulations, restrictions and laws
- Cultural differences (beside the obvious)
- Requirement differences
- Releasibility of technical information

Industry side
- Different company rules and regulations
- Time difference
- Language
- Different structures and ways of doing business (contract types)
- Political support of the cooperation

- Cooperation between industries and Governments

- Willingness to „Find a Way“ and „Make it Work“

- Acknowledgement of the differences

- Trust and Communication

- Exchange of Personnel
Thank you!

RAM-System GmbH
Daimlerstrasse 11
85521 Munich
Germany