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13th Annual Small Business Conference

“Partners for Success: Small Business & the Military”

2 - 3 December 2009

McLean, VA

Agenda

13th Annual Small Business Conference

- LTG James H. Pillsbury
- Ms. Tracey Pinson
- Dr. Christian T. Lundblad
- Mr. Joseph Jordan
- Ms. Nancy Small
- Mr. Paul Gosling
- Mr. Eric Nelson
- Mr. Ted Rybeck
- Ms. Carol Lowman



KEY BENEFITS OF ATTENDING:

- ▶ Learn firsthand about available business opportunities with government and leading large businesses
- ▶ Exchange information and ideas directly with senior leaders of government and small business
- ▶ Meet government decision makers who set policies and conduct acquisitions
- ▶ Small businesses: Discuss opportunities with DoD, SBA and Large Businesses

13th ANNUAL SMALL BUSINESS CONFERENCE

*Partners for Success:
Small Business & the Military*

DECEMBER 2-3, 2009

WWW.NDIA.ORG/MEETINGS/0430

HILTON McLEAN TYSONS CORNER ▶ McLEAN, VIRGINIA

EVENT #0430

13TH ANNUAL SMALL BUSINESS CONFERENCE

OBJECTIVE & SCOPE

Providing for the Nation's security requires an effective partnership between the military and the small business community. Small business is "big business" in the U.S. Military Services.

This conference brings together leaders of the industry small business community and the government (Small Business Administration and Department of Defense) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Government decision makers from Washington to field commanders who conduct acquisitions. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

Breakout sessions will be presented on timely subjects of special interest. The agenda offers a variety of topics designed to meet the varying needs of contractors present.



WEDNESDAY, DECEMBER 2, 2009

1:00 PM **REGISTRATION OPENS**

3:00 PM **ADMINISTRATIVE REMARKS**

3:05 PM **WELCOME**

► MG Barry Bates, USA, *Vice President, Operations, NDIA*

3:10 PM **OPENING REMARKS**

► LTG James H. Pillsbury, USA, *Deputy Commanding General, Army Materiel Command (AMC)*

3:40 PM **UPDATE ON THE STATE OF THE ARMY SMALL BUSINESS PROGRAM**

► Ms. Tracey L. Pinson, *Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army*

4:15 PM **OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS**

► Dr. Christian Lundblad, *Edward M. O'Herron Distinguished Scholar & Associate Professor of Finance, The University of North Carolina at Chapel Hill, Kennan-Flagler Business School*

5:00 PM **THE OUTLOOK FOR SMALL BUSINESS**

► Mr. Joseph Jordan, *Associate Administrator for Government Contracting and Business Development, U.S. Small Business Administration*

5:45 PM - 7:45 PM **RECEPTION**

THURSDAY, DECEMBER 3, 2009

7:00 AM **REGISTRATION & CONTINENTAL BREAKFAST**

7:50 AM **ADMINISTRATIVE REMARKS**

7:55 AM **RECOGNITION OF THE AMC SMALL BUSINESS PERSON OF THE YEAR**

- ▶ Ms. Nancy Small, *Director, Small Business Programs, AMC*

8:05 AM **BUSINESS OPPORTUNITIES SESSION**

8:05 AM “MRAP - ALL TERRAIN VEHICLE (M-ATV)”

- ▶ Mr. Paul Gosling, *Vice President, Defense Procurement & Supply Chain, Oshkosh Defense*

8:35 AM “THE EDGE INNOVATION NETWORK - ENHANCING INDUSTRY AND ACADEMIC BUSINESS OPPORTUNITIES AND CONTRIBUTIONS TO THE WARFIGHTER”

- ▶ Mr. Richard Coupland, *Director, Science, Technology and Products, General Dynamics C4 Systems*

9:10 AM “NEXT GENERATION CUSTOMER COLLABORATION: USING WEB 2.0 FOR CUSTOMER LIFE CYCLE SUPPORT”

- ▶ Mr. Ted Rybeck, *Chair and CEO, Benchmarking Partners*

9:40 AM **BREAK**

9:55 AM “DEPARTMENT OF HOMELAND SECURITY (DHS)”

- ▶ Mr. Kevin Boshears, *Director, Small Business Programs, Department of Homeland Security*

10:30 AM **PANEL: “OPEN QUESTION PERIOD”**

MODERATED BY: COL John Cunnane, *Chief of Staff, U.S. Army Contracting Command*

- ▶ Mr. Steven Bryant, *Director, U.S. Army Research, Development and Engineering Command Contracting Center*
- ▶ Ms. Sarah Corley, *Principal Assistant Responsible for Contracting (PARC), U.S. Army Mission and Installation Contracting Command (MICC)*
- ▶ COL Scott Campbell, *Director, U.S. Army Aviation and Missile Command Contracting Center*
- ▶ Mr. Stephen Carrano, *Director, National Capital Region, Contracting Center*
- ▶ Mr. Martin Green, *Director, U.S. Army Tank-automotive and Armaments Life Cycle Management Command Contracting Center*
- ▶ Mr. Michael R. Hutchison, *Director, Rock Island, IL Contracting Center*
- ▶ Mr. Michael Kelemen, *Director, U.S. Army Communications-Electronics Life Cycle Management Command Contracting Center*
- ▶ Mr. Paul Milenkowic, *Director, Joint Munitions & Lethality Life Cycle Management Command Contracting Center*

11:30 - 11:45 AM **SESSION WRAP-UP**

11:45 AM **LUNCH**



THURSDAY, DECEMBER 3, 2009 CONT.

1:00 PM - 4:00 PM **BUSINESS OPPORTUNITIES FAIR**

Representatives of each AMC major subordinate command (Life Cycle Commands and the Army Contracting Command), plus the National Guard; Corps of Engineers; and the Medical Command; will be present to discuss future business opportunities, and to address individual contractor concerns.

1:00 PM - 4:00 PM **BREAKOUT SESSIONS - SPECIAL INTEREST TOPICS:**

The following topics will be presented during the afternoon. Presentations will begin at 1:00 p.m., with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation and comments/questions.

PREPARING YOUR PROPOSALS TO WIN MORE CONTRACTS

- *Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command*

This breakout session is designed to help Small Businesses compete more effectively under RFPs where award will be made on a Source Selection Trade-off basis. Topics include (a) how to better read and understand the RFP evaluation criteria and basis of award, (b) responding to evaluation criteria involving assessments of Proposal Risk (e.g. Technical Approach) and Performance Risk (Past Performance), (c) when to expect the conduct of discussions, (d) understanding the Government's Source Selection decision making process for selecting the winner, and (e) top messages and tips for competing more effectively.

AVAILABLE RESOURCES TO BUSINESSES FOR STATE-OF-THE-ART MANUFACTURING

- *Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining (NCDMM)*

The NCDMM is a not-for-profit organization established to support organizations of all sizes involved in the U.S. defense industry, by implementing the best manufacturing technology to reduce cost, improve lead-time and enhance quality. Specializing in machining and other techniques for producing fabricated metal and non-metallic parts; the NCDMM can provide support to small businesses in a variety of ways. First, NCDMM training programs inform manufacturing engineers and machine operators of the latest technology and how it can be applied. Second, the annual NCDMM Project Call can provide resources and partial funding for efforts that improve fabrication of military components. Third, small businesses can contract directly with the NCDMM for manufacturing and machining expertise to supplement their own internal

manufacturing engineering expertise. Fourth, depending on the capabilities within a small manufacturing business, the NCDMM Manufacturing Liaison may be able to help identify opportunities within the defense industry for small shops to pursue directly.

INDUSTRY PARTNERSHIP OPPORTUNITIES WITH AMC

- *Mr. Luis E. Garcia-Baco, Director, Industrial Base Capabilities, Office of the Deputy Chief of Staff for Business Transformation, G-7, HQs AMC*

This session will provide information on the Army Materiel Command (AMC) Partnership Program to include defining a partnership, the goal and objectives of the program, examples of current partnerships, and how your firm might participate in the program. AMC has significant industrial capabilities in its depots and manufacturing arsenals, which can be used to supplement work by private sector firms in meeting defense requirements and performing some commercial work. These capabilities include facilities, specialized equipment and tooling, and an available trained workforce. AMC's goal is to develop mutually beneficial relationships that build on the strengths of each partner and create increased value.

IT BUSINESS OPPORTUNITIES

- *Ms. Simone Jackson, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command – Information Technology, E-Commerce and Commercial Contracting Center (ITEC4)*

This session will provide an overview of the supplies/services procured by Information Technology, E-commerce and Commercial Contracting Center. Contracting opportunities specifically with ITEC4, will be discussed. Ms. Jackson will also offer suggestions on how to successfully conduct business with ITEC4.

ENHANCING YOUR BUSINESS OPPORTUNITIES THROUGH ORGANIZATIONAL BRANDING AND STRATEGIC COMMUNICATIONS

► *Ms. Janet Chihocky, Founder & CEO, JANSON Communications*

This session is designed to increase the participant's understanding of "Strategic Communications" and their importance to a firm's market positioning and program relevancy. Various approaches to applying strategic communications will be discussed along with lessons learned on how such approaches, when properly applied, can provide critical tools for helping to influence and engage different stakeholder groups. It will also discuss the use of planning and execution tied to research, data analysis, branding and effective messaging, and how they contribute to an effective strategic communications strategy.

SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) OPPORTUNITIES

► *Mr. Christopher S. Rinaldi, P.E. Program Manager, SBIR, U.S. Army Research, Development and Engineering Command*

This session provides attendees with the description of, and the means to, participate in R&D opportunities funded through the two Army programs with an annual budget of approximately \$270M. SBIR funds high impact, dual-use technology projects deemed critical to the Army in ten broad areas of Science and Technology. The overall objectives of SBIR are to stimulate technological innovation, increase small business participation in federal R&D, increase private sector commercialization of technological advances developed with federal R&D, and increase participation by woman-owned and socially and economically disadvantaged small businesses. STTR joins the talents of small businesses and research institutions to quickly move ideas from the laboratory to the marketplace.

TIPS AND OPPORTUNITIES AVAILABLE FOR SMALL BUSINESSES

► *Mr. Jim Regan, Executive Director, Procurement Technical Assistance Program, George Mason University*

An overview of local and Internet based resources which can help companies more effectively pursue their government business objectives. In addition to how to find local resources and the services available through nationwide programs, such as Small Business Development and Procurement Technical Assistance

Centers (PTAC), the presentation will highlight a number of sites that any company interested in government procurement must have as part of their knowledge base. Many of these, such as GSA's Federal Supply Schedule Virtual University and Federal Procurement Data Base, are extracted from one of the more popular George Mason University's PTAC seminars entitled "Internet for Government Contractors."

WHAT YOU NEED TO KNOW BEFORE YOU TEAM/ PARTNER

► *Ms. January Dennison, Vice President of Business Development, APDA, LLC.*

Alliances are formed for a variety of reasons: an increased complexity in production and the customer base; the desire to achieve a wide choice of options in labor management issues; a desire to minimize investments by shifting them off the balance sheet; the ability to acquire new, dedicated assets such as warehouse facilities or transportation equipment; the need to improve customer performance levels, a desire to outsource new products or services to minimize/reduce downside risks; the need to compress the product or service development process to gain competitive advantage; a desire to gain new process or product/service technologies by relying on partner's expertise; the ability to access or enter new markets immediately due to the partner's core competencies, expertise and local knowledge; the ability to release employees from non-core activities so the firm can concentrate on the activities that it does best.

Therefore, when exploring opportunities for forming an alliance, it's important to explore every facet of the business. This presentation will provide an overview on the process, questions and implementation strategies that can effectively integrate one or more activities, processes or services across companies. Areas of interest will include: Business Reengineering, Partnership Drivers, Partner Selection Methods and Managing a Long Term Partnership.

REGISTRATION

For registration information, please visit www.ndia.org/meetings/0430. Online registration will close on November 25, 2009 at 5:00 pm EST. You must register onsite after this date. You can also download the registration form on the conference website or contained in this brochure. Fax the completed form to 703-522-1885 or mail to:

Event #0430
NDIA
2111 Wilson Blvd. Suite 400
Arlington, VA 22201

Please do not fax or mail any registration forms after November 25, 2009. You will need to register onsite after this date. Payment must be made at the time of registration. Registrations will not be taken over the phone.

The conference registration fee includes attendance to all sessions, continental breakfast, coffee breaks, lunch, reception, and administrative costs.

Cancellations received by November 25, 2009 will receive a refund minus a \$75 cancellation fee. Please note that no refunds will be given for cancellations received after November 25. Substitutions are welcome in lieu of cancellations. Cancellations and substitutions must be made in writing to kking@ndia.org.

CONFERENCE REGISTRATION FEES	REGULAR	LATE
	(BEFORE 11/25/09)	(11/26/09 - 12/03/09)
ALL ATTENDEES	\$300	\$330

HOTEL INFORMATION

A block of rooms has been reserved at the Hilton McLean Tysons Corner. To make your reservation, please call the hotel directly. In order to ensure the discounted NDIA rate, you must make your reservations early and ask for the "NDIA - 13th Annual Conference" room block. Rooms will not be held after Tuesday, November 10, 2009 and may sell out before then. Rates are also subject to increase after this date.

Hilton McLean Tysons Corner
7920 Jones Branch Drive
McLean, VA 22102
Tel: (703) 847-5000

Government Rate*: \$209.00 or prevailing government per diem (Single/Double)

Industry Rate: \$222.00 (Single/Double)

**The government per diem rate is available only to active duty or civilian government employees. ID will be required upon check-in. Retired military ID's do not qualify.*

DISPLAY INFORMATION

Large businesses are invited to display for \$1,300.

The display fee includes table, chair, electrical hook-up, and one complimentary displayer's conference registration. All other display personnel should register as attendees and pay the attendee registration fee.

If you'd like to display, please e-mail Sam Campagna at scampagna@ndia.org.

PROMOTIONAL PARTNERS

Increase your company or organization's exposure at this premier event by becoming a Promotional Partner! With a Promotional Partnership (\$5,000), you will receive your organization's name on the back cover of the on-site brochure, a 350-word organization description in the on-site brochure, main podium recognition throughout the conference, signage at all events and

a hotlink on the conference website to your organization's website. Additionally, if a large business becomes a promotional partner, it will receive a complimentary display space!

For more information, please contact Sam Campagna scampagna@ndia.org.

INQUIRIES

For questions regarding the conference, please contact Kari King, Associate Director, at 703-247-2588 or kking@ndia.org. For more information, or to register online, please visit the conference website, www.ndia.org/meetings/0430.

NDIA supports the Americans with Disabilities Act of 1990. Attendees with special needs should contact Kari King.

EVENT #0430 ► NDIA REGISTRATION FORM

NATIONAL DEFENSE INDUSTRIAL ASSOCIATION ► 2111 WILSON BOULEVARD, SUITE 400 ► ARLINGTON, VA 22201-3061
(703) 522-1820 ► (703) 522-1885 FAX ► WWW.NDIA.ORG

13TH ANNUAL SMALL BUSINESS CONFERENCE

HILTON MCLEAN TYSONS CORNER ► MCLEAN, VA ► DECEMBER 2-3, 2009

3 WAYS TO SIGN UP:

1. Online with a credit card at www.ndia.org
2. By fax with a credit card - Fax: (703) 522-1885
3. By mail with a check or credit card

► Address
Change Needed

NDIA Master ID/Membership # _____ Social Security # _____
(If known - hint: on mailing label above your name) (Last 4 digits - optional)

Prefix (e.g. RADM, COL, Mr., Ms., Dr., etc.) _____

Name: First _____ MI _____ Last _____

Military Affiliation _____ Nickname _____
(e.g. USMC, USA (Ret.) etc.) (For meeting badges)

Title _____

Organization _____

Street Address _____

Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

Phone _____ Ext. _____ Fax _____

E-Mail _____

Signature* _____ Date _____

PREFERRED WAY TO RECEIVE INFORMATION

Conference Information ☐ Address above ☐ Alternate (Print address below) ☐ E-mail
Subscriptions ☐ Address above ☐ Alternate (Print address below)

Alternate Street Address _____

Alternate Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

* By your signature above, you consent to receive communications sent by or on behalf of NDIA, its Chapters, Divisions and affiliates (NTSA, AFEI, PSA, WID) through regular mail, e-mail, telephone or fax. NDIA, its Chapters, Divisions and affiliates do not sell data to vendors or other companies.

CONFERENCE REGISTRATION FEES

Regular Late
(7/27 - 11/25) (11/26 - 12/3)

All Attendees ☐ \$300 ☐ \$330

Cancellations received by November 25, 2009 will receive a refund minus a \$75 cancellation fee. Please note that no refunds will be given for cancellations received after November 25. Substitutions are welcome in lieu of cancellations. Cancellations and substitutions must be made in writing to kking@ndia.org.

PAYMENT OPTIONS

► Check (Payable to NDIA - Event #0430) ☐ Government PO/Training Form # _____

► VISA ☐ MasterCard ☐ American Express ☐ Diners Club ☐ Cash ☐

If paying by credit card, you may return by fax to (703) 522-1885.

□ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □

Credit Card Number

□ □ / □ □

Exp. Date

Signature _____ Date _____



BY COMPLETING THE FOLLOWING,
YOU HELP US UNDERSTAND WHO IS
ATTENDING OUR EVENTS.

PRIMARY OCCUPATIONAL CLASSIFICATION. Check ONE.

- Defense Business/Industry
- R&D/Laboratories
- Army
- Navy
- Air Force
- Marine Corps
- Coast Guard
- DOD/MOD Civilian
- Government Civilian (Non-DOD/MOD)
- Trade/Professional Assn.
- Educator/Academia
- Professional Services
- Non-Defense Business
- Other _____

CURRENT JOB/TITLE/POSITION.

Check ONE.

- Senior Executive
- Executive
- Manager
- Engineer/Scientist
- Professor/Instructor/Librarian
- Ambassador/Attaché
- Legislator/Legislative Aide
- General/Admiral
- Colonel/Navy Captain
- Lieutenant Colonel/Commander/ Major/Lieutenant Commander
- Captain/Lieutenant/Ensign
- Enlisted Military
- Other _____

Year of birth _____
(optional)

FOR QUESTIONS, PLEASE CONTACT:

KARI KING,
ASSOCIATE DIRECTOR

PHONE: (703) 247-2588

E-MAIL: KKing@ndia.org

MAIL REGISTRATION TO:

NDIA - EVENT #0430
2111 WILSON BOULEVARD
SUITE 400
ARLINGTON, VA 22201

FAX TO: (703) 522-1885



NATIONAL DEFENSE INDUSTRIAL
ASSOCIATION

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13TH ANNUAL SMALL BUSINESS CONFERENCE

**PARTNERS FOR SUCCESS:
SMALL BUSINESS & THE
MILITARY**



DECEMBER 2-3, 2009

HILTON McLEAN TYSONS
CORNER

McLEAN, VIRGINIA

**TO REGISTER, VISIT:
WWW.NDIA.ORG/MEETINGS/0430**

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MG Barry Bates

USA, Vice President, Operations, NDIA

National Defense Industrial Association

“The Premier Defense Association!”

12/3/09

About Us.....

- Non-profit, educational association
- Work with industry, government and all military services
- 1,601* corporate members
- 75,545* individual members (21,843 Gov't)
- 52 Chapters
- 32 Divisions
- Army heritage

Vision

America's leading Defense Industry association
promoting National Security

Mission

- ADVOCATE: Technology for War-Fighter and First Responder
- PROMOTE: Government - Industry National Security Team
- PROVIDE: Forums for information flow between Government and Industry

Activities

- 70-80 Conferences
- 30 Exhibitions
- Advocacy for broad industrial base issues
- *National DEFENSE* magazine
- Annual *Top Issues* document
- Studies and reports

Chapters

- Extend NDIA 'reach' across the U.S.
- Provide geographic focus for NDIA vision and mission

Divisions

- Provide 'functional' focus for NDIA mission
- Populated by corporate members
- 'Mission Area' oriented

Affiliates



Association for Enterprise Information



National Training & Simulation Association



Precision Strike Association



Women In Defense

(www.ndia.org)

Small Business Activities

- Small Business Division
- Intellectual Property Study – Small Business Oriented
- Congressional Testimony
- Annual Small Business Top Issue
- Advocate for SBIR reauthorization
- Annual Small Business Award – *Sridhar Award*
- “How To” Breakfasts
- Advocacy for Broad Small Business Issues

International Outreach

- NATO Industry Advisory Group (NIAG)
 - Wayne Fujito, Chair of the US NIAG and NDIA representative
 - NATO's Partnership for Peace (PfP) Program since 1994
- Established Forums - International Division
 - US-Japan: Industry Forum for Security Cooperation (IFSEC)
 - US-Korea: Defense Industry Consultative Committee (DICC)
 - US-Italy: Defense Industry Cooperation Group (DICG)
- Other International Cooperation/Exchange
 - Security Cooperation Industry Group
 - Defense Attache Luncheons
 - Periodic Exchanges/Meetings
 - US-UK
 - US-Canada
 - US-Sweden
 - US-Australia
 - US-Norway

13th Annual Small Business Conference

- Small Business Legislation and Policy Updates
- Business Opportunities
 - Small Business Administration
 - Department of Army
 - Department of Homeland Security
 - Major Defense Contractors
 - AMC Opportunities Fair
- Interface with Senior Army Acquisition Leaders
- Economic Outlook
 - National Economy
 - Small Business
 - Breakout Sessions w/Special Interest Topics

Large Business Participants

3M

AAI Corporation

**Agility Defense &
Government Services**

ATK

BAE Systems

Battelle

Boeing

CSC

Defense Holdings, Inc.

General Dynamics – OTS

**Honeywell Technology
Solutions, Inc.**

Hewlett Packard

IBM

**ITT Communications
Systems**

KBR

Lockheed Martin

Oshkosh Corporation

VSE Corporation

National Defense Industrial Association

“The Premier Defense Association!”

12/3/09





U.S. ARMY MATERIEL COMMAND

13th Annual Small Business Conference
2-3 December 2009



AMC Small Business Program

*Partners for Success: Small
Business & the Military*

LTG James H. Pillsbury



Deputy to the Commanding General





What I Want To Leave You With



- **Support entrepreneurs and their innovative spirit.**
- **Build productive partnership**
- **Steadfast environment necessary for America's small businesses to succeed.**



AMC Small Business Program



Mission

Ensure that a fair portion of contract awards is placed with small business enterprises



VISION:

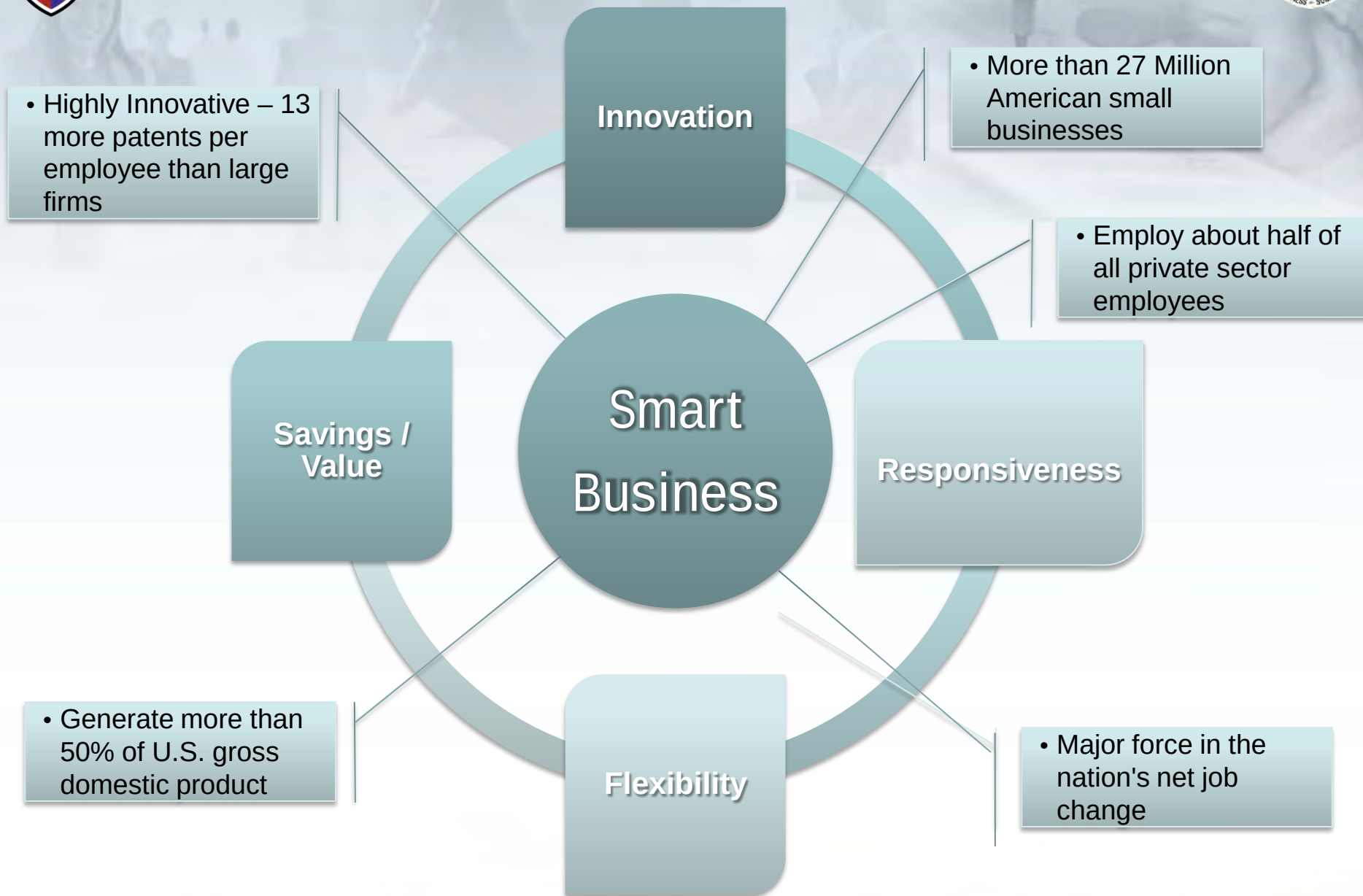
Achieving **optimum** small business participation by seeking small business solutions first

AMC CONTRACTS FOR:

- Weapon systems and equipment
- Research & Development
- Spare parts
- Maintenance
- Other services (eg. IT, Engineering Support, Logistics, etc.)



Small Business is... **BIG BUSINESS** in AMC!





Small Business is Big Business in AMC





Small Business Innovative Spirit



Speech Control of Unmanned Ground Vehicles

This technology captures speech in the ear canal and uses it to control devices and communications. Heads-up and hands-free operation, with increased situational awareness, decreased training time and improved man-machine interface.

UAV Bi-Directional Remote Video Terminal

Provides the Soldier w/the ability to easily control, task, manage and gain battlefield situational awareness. It intelligently monitors vital UAV and GCS systems and informs the users when parameters exceed defined limits. It gives minimally trained soldiers the ability to control UAVs payload and autonomously track fixed and moving targets.

Enhanced Chemical Decontamination

An immediate chemical hazard containment and neutralization system, offering protection from liquid and vapor chemical spills and releases from known or unknown origin – was voted an Army's Top Ten Greatest invention. Requires minimal training to use and has no logistical burden, allowing expanded utility for many safety response applications.



Defining Moment – Need Your Support **2010:**



OIF Drawdown

Army Reset

BRAC

Exercises

OEF operations

Home station training

- Roughly 3.3 million pieces of equipment in Iraq in addition to ongoing operations
- No small task – requires “out of the box” thinking and execution to accomplish
- Has to be efficient/effective – address the needs of our military and our obligations to American taxpayers
- We are committed to overcoming the obstacles that inevitably develop in a logistics operation of this magnitude - - - we will need your support to accomplish



Final Thoughts



- **WE** continue to do **GREAT** things for our **Soldiers** during a period of persistent conflict
- **RESPONSIBLE** resource stewardship
- Should be **ONE-TEAM** with multiple players and a spectrum of skills working to a common purpose through Collaboration, Communication & Cooperation
- Can't do this without each of you in this room





13th Annual Small Business Conference

December 2, 2009

Ms. Tracey Pinson
Director, Office of Small Business Programs
Office of the Secretary of The Army



SOLDIERS • FAMILIES • ARMY CIVILIANS
ARMY STRONG.



VISION

To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.



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MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs



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FY09 ARMY PRIME CONTRACT AWARDS

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$104,738			
Small Business	\$29,508	28.17%	24.0%	23.0%
Small Disadvantaged Business	\$ 11,272	10.76%	8.0%	5.0%
Women-Owned SB	\$ 4,458	4.3%	3.5%	5.0%
HUBZone Small Business	\$ 5,347	5.1%	3.0%	3.0%
Veteran-Owned SB	\$ 3,509	2.6%		
Service Disabled Veteran-Owned SB	\$ 2,540	2.4%	1.2%	3.0%

Source: FPDS-NG as of 11/6/09



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ARMY OSBP FOCUS FY10

- Small Business Participation in Major Systems Programs (ASARC)
- Promote Greater Involvement of SBs in Army Contracts for Services (AASP)
- Service-Disabled Veteran-Owned SB Program
- Contract Bundling and Consolidation
- Continue support of HBCUs & MIs in the Acquisition Process despite the Rothe Decision
- Subcontracting Plan Development and Enforcement
- Accurate Data Reporting
- Staffing of Small Business Offices and development of SB personnel



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MAJOR SYSTEMS PROGRAMS REVIEWED BY THE ARMY OSBP

Reviewed 1 Oct 08 through 30 Nov 09

1. Future Combat Systems
2. Family of Medium Tactical Vehicles Rebuy
3. Mine Resistant Ambush Protected All-Terrain Vehicle (MRAP Lite)
4. LW50
5. Biometrics
6. Joint Air-to-Ground Missile
7. Joint Cargo Aircraft
8. General Fund Enterprise Business System
9. Aerial Common Sensor
10. Extended Range/Multi-Purpose Unmanned Aircraft System
11. Guided Multiple Launch Rocket System Alternate Warhead Program
12. Common Infrared Countermeasures
13. Abrams Engine TIGER Program



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MAJOR SYSTEMS PROGRAMS REVIEWED BY THE ARMY OSBP
(continued)

14. Integrated Air and Missile Defense (IAMD)
15. Stryker Mobile Gun System
16. WIN-T Increment 2
17. PEO EIS (Pre-CSB Army OIPT on General Funds Enterprise Business Systems (GFEBS) and the Global Combat Support System-Army (GCSS-A))
18. Brigade Combat Team (BCT) Modernization
19. Light Utility Helicopter
20. Apache Block III
21. Bradley Upgrade
22. CH47F
23. CHEM DEMIL-CMA
24. Excalibur
25. Extended Range/Multi-Purpose Unmanned Aircraft System (ER/MP UAS)



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**MAJOR SYSTEMS PROGRAMS REVIEWED BY THE ARMY OSBP
(continued)**

- | | |
|--------------------|---|
| 25. FBCB2 | 36. MCS |
| 26. FMTV | 37. NLOS-LS |
| 27. GCCS-A | 38. PATRIOT PAC-3 |
| 28. GFEBS | 39. PATRIOT/MEADS |
| 29. GMLRS | 40. Spin-Out Early Infantry Brigade
Combat Team (SO-EIBCT) |
| 30. HIMARS | 41. UH60M Blackhawk Upgrade |
| 31. HMMWV | 42. WIN-T Increments 1, 2, and 3 |
| 32. IAMD | |
| 33. JLENS | |
| 34. Longbow Apache | |



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ACQUISITION STRATEGY SERVICE PANEL (ASSP) REVIEWS

Period: Oct. 2008 thru Nov. 2009

- USACE Utility Monitoring and Control Systems (UMCS) – \$900M
- AMCOM Aviation (C-12/RC-12/UC-35) Life Cycle Contract Support Services - \$560M
- AMCOM Production Integration Facility (PIF) support services - \$4.5B
- ACOE-Kansas City, CONUS Environmental Remediation Services - \$830M
- Army Contracting Command – Rock Island, Kuwait Base Operations and Security Support Services (K-BOSSS) - \$3.14B



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ACQUISITION STRATEGY SERVICE PANEL (ASSP) REVIEWS (Continued)

- RDECOM Afghanistan National Security Sector Development and Fielding Program (ANSSDFP) - \$824M
- USACE-Huntsville, Electronic Security Systems (ESS-V) Program - \$900M
- USASMDC/ARSTRAT Systems Engineering and Technical Assistance Program - \$2.75B
- USACC – Rock Island Heavy Lift Seven (HL7) Transportation Program - \$1.1B



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FY08 SUBCONTRACTING DOLLARS

	FY08 Dollars (in millions)	FY08 Achieved	FY08 Goal
US Business	\$117.2		
Small Business	\$66.8	57%	45%
Small Disadvantaged Business	\$18.1	15.4%	7%
Women-Owned	\$11.5	9.8%	7%
HBCU/MI	\$5.0	4.3%	1%
HUBZone SB	\$3.8	3.2%	3%
Veteran-Owned SB	\$14.7	12.5%	3%
Service Disabled Veteran-Owned SB	\$13.4	11.4%	3%



MENTOR-PROTÉGÉ PROGRAM STATUS

Number of active agreements

- 24 agreements are in place
- 15 Mentors (11 large, 2 graduated 8a, 2 small firms)
- 24 Protégés (16 SDB, 13 8(a), 11 WOSB, 3 SDVOSB, 4 HUBZone, 7 Indian Owned)

For Army, 1 round of proposals in Fiscal Year 2009 -- Proposal due date: **15 FEB 2010**

Protégé Statistics*

- 16 Small Disadvantaged Businesses
- 13 8(a) firms
- 11 Woman-Owned Small Businesses
- 3 Service Disabled Veteran-Owned Small Business
- 4 HUB Zone Small Businesses
- 7 firms owned by Indian Tribes

*Various protégés qualify
under more than one category



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POLICY ISSUES

- Parity among programs
- Insourcing
- 8(a) program regulations
- Rothe decision



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AMERICA'S ARMY:
THE STRENGTH OF THE NATION™

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UNC
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BUSINESS SCHOOL

OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS

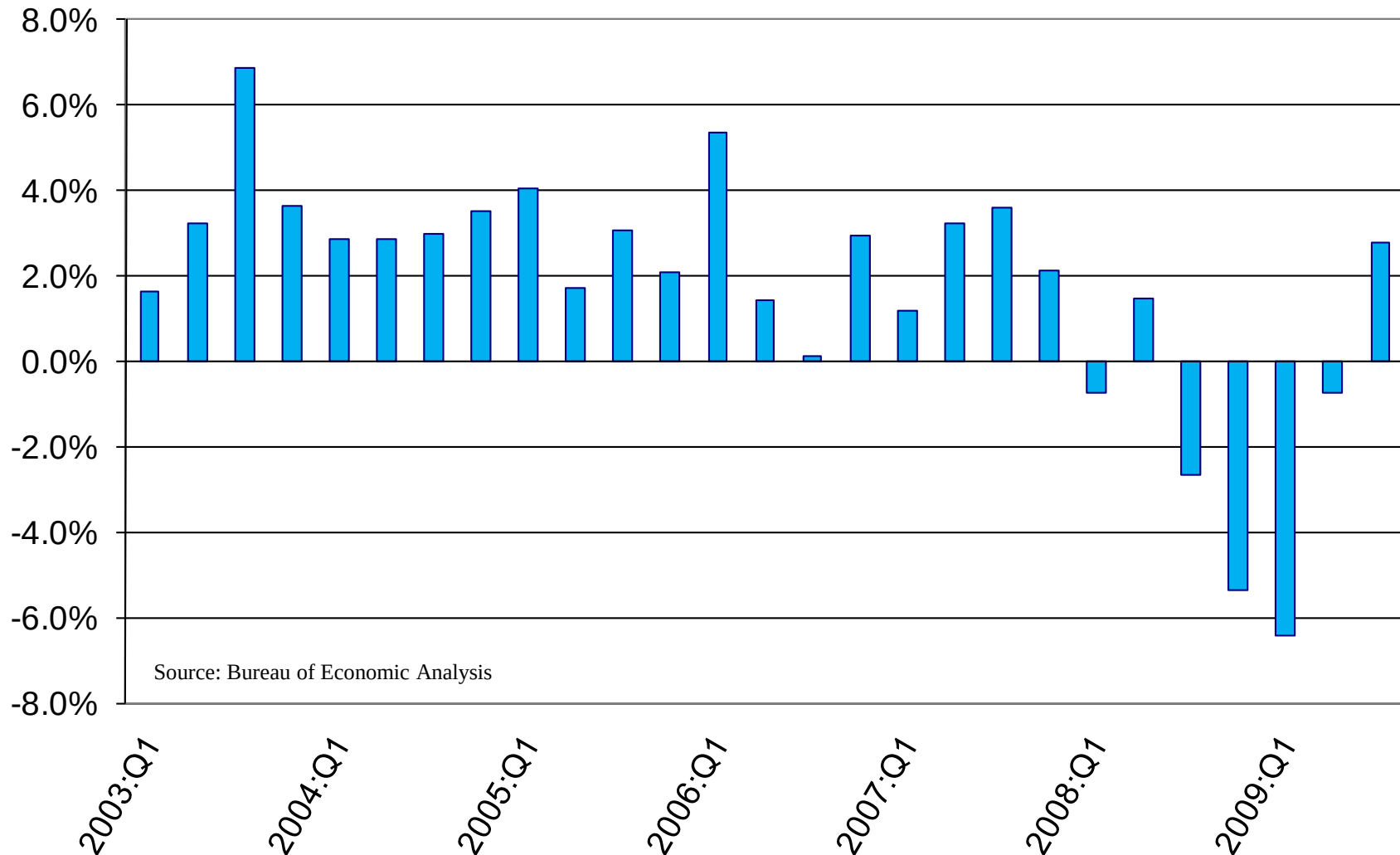
Dr. Christian T. Lundblad

13th Annual Small Business Conference



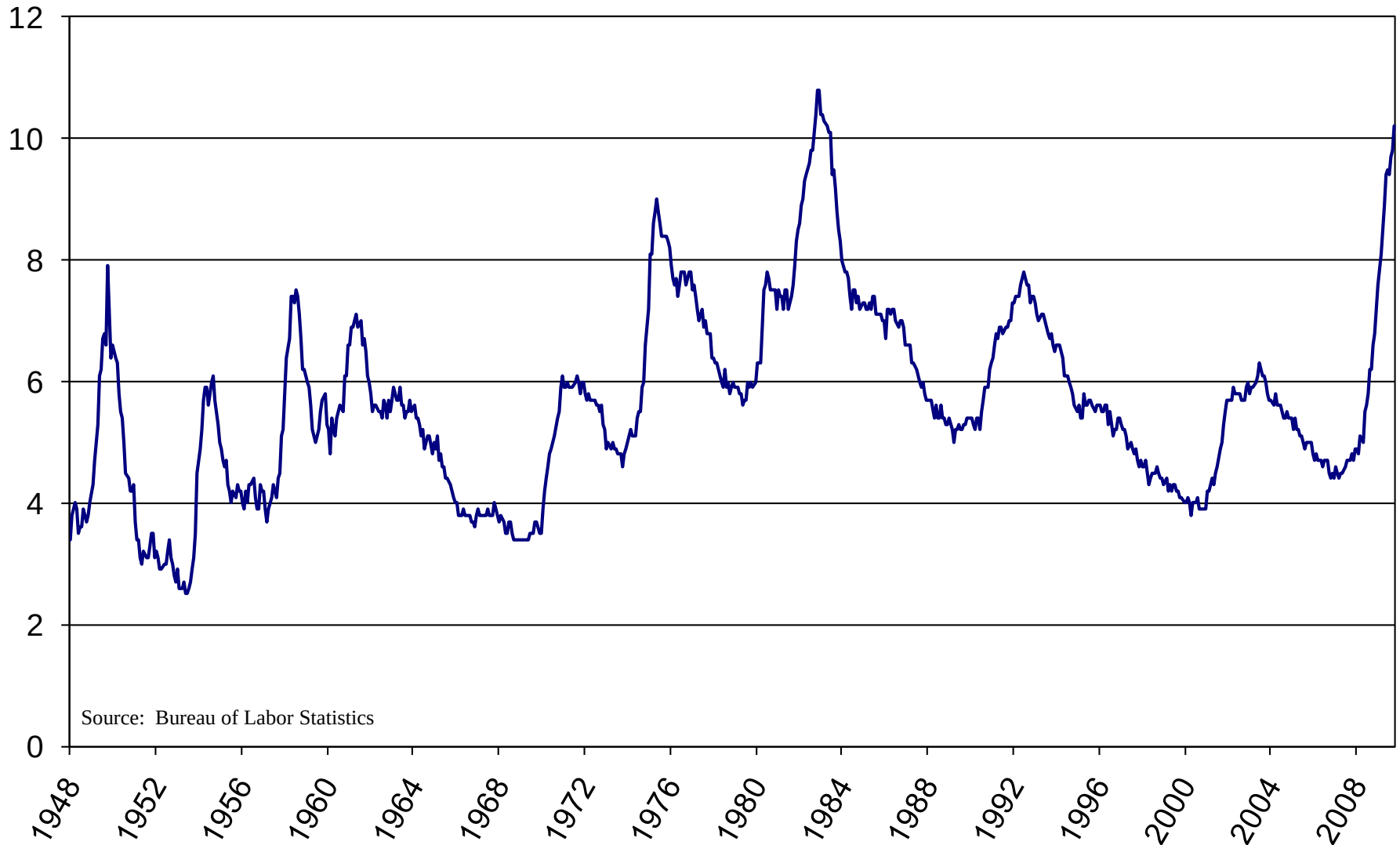
Where are we now?

Real U.S. GDP Growth



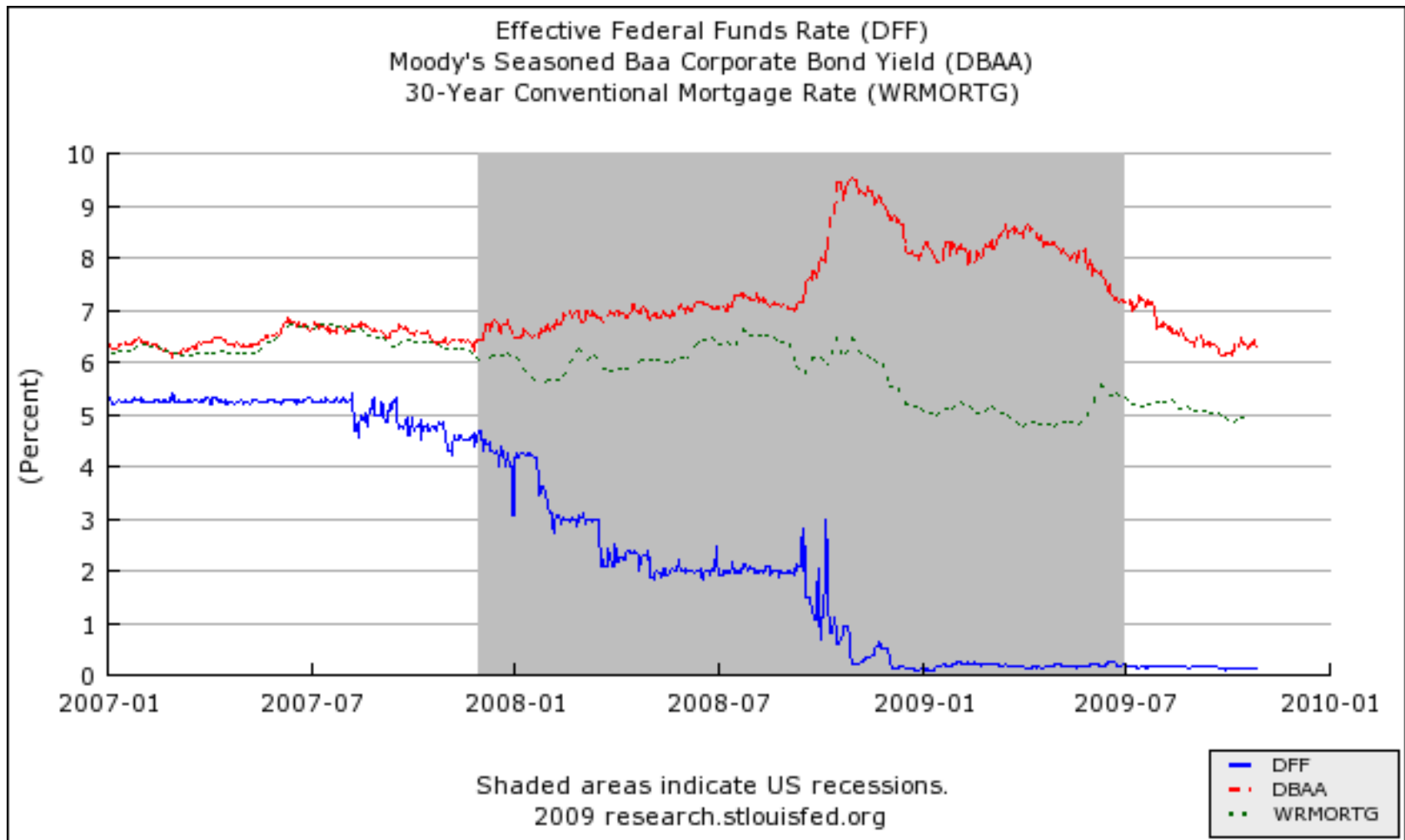


U.S. Unemployment Rate (Percent)





Pushing on a String?

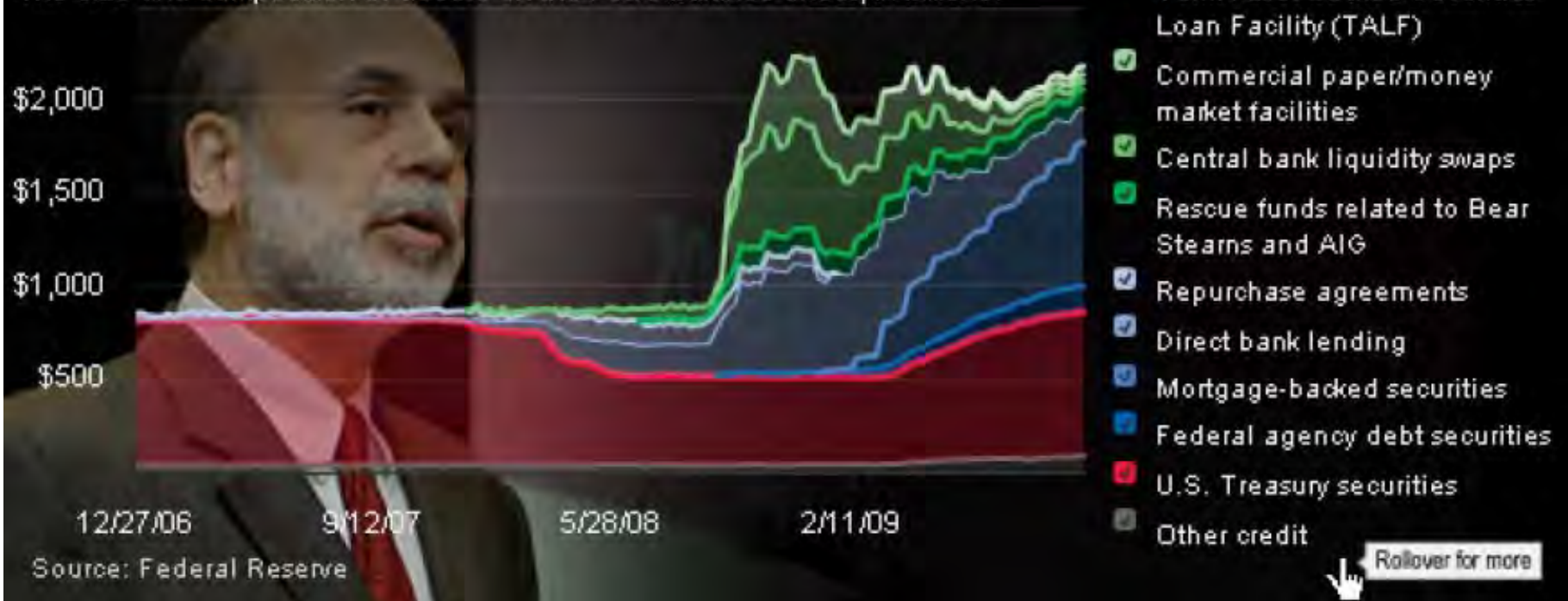




Non-traditional Monetary Stimulus

Fed Balance Sheet

The size and composition of assets on the Fed's balance sheet, in billions.



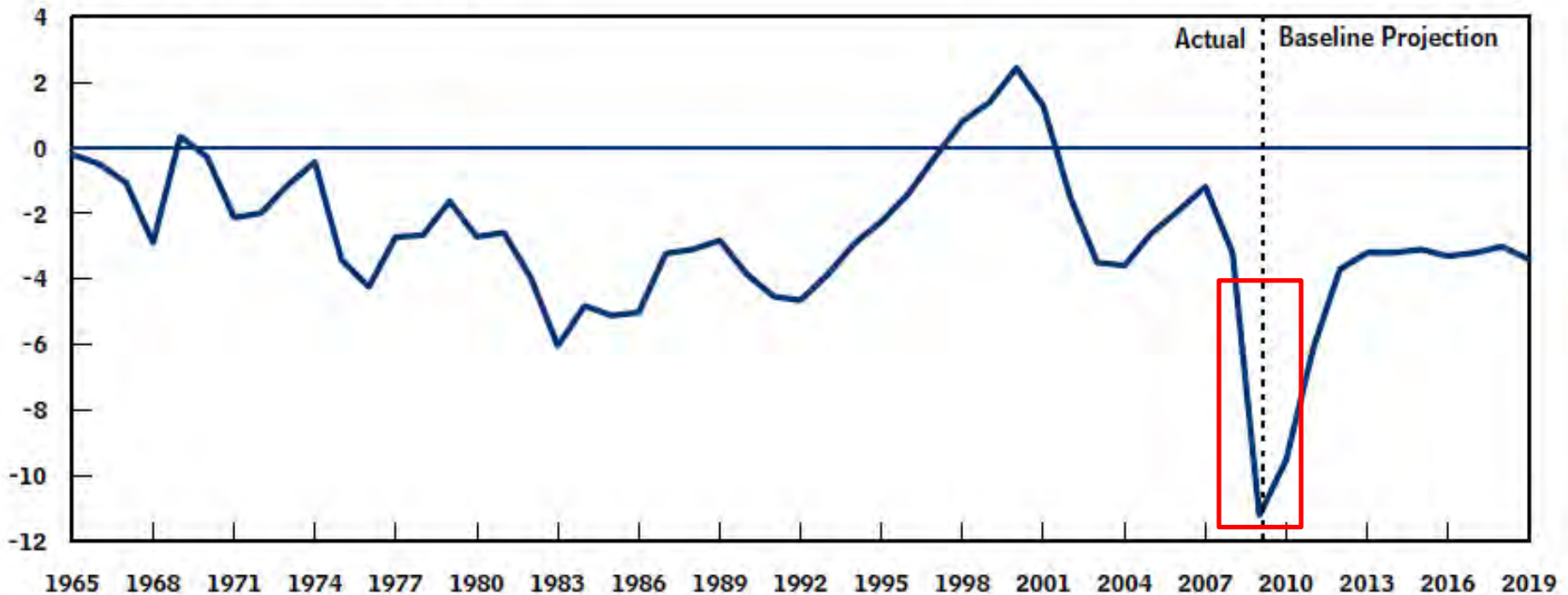
Graphic: WSJ



Fiscal Stimulus

The Total Deficit or Surplus

(Percentage of gross domestic product)

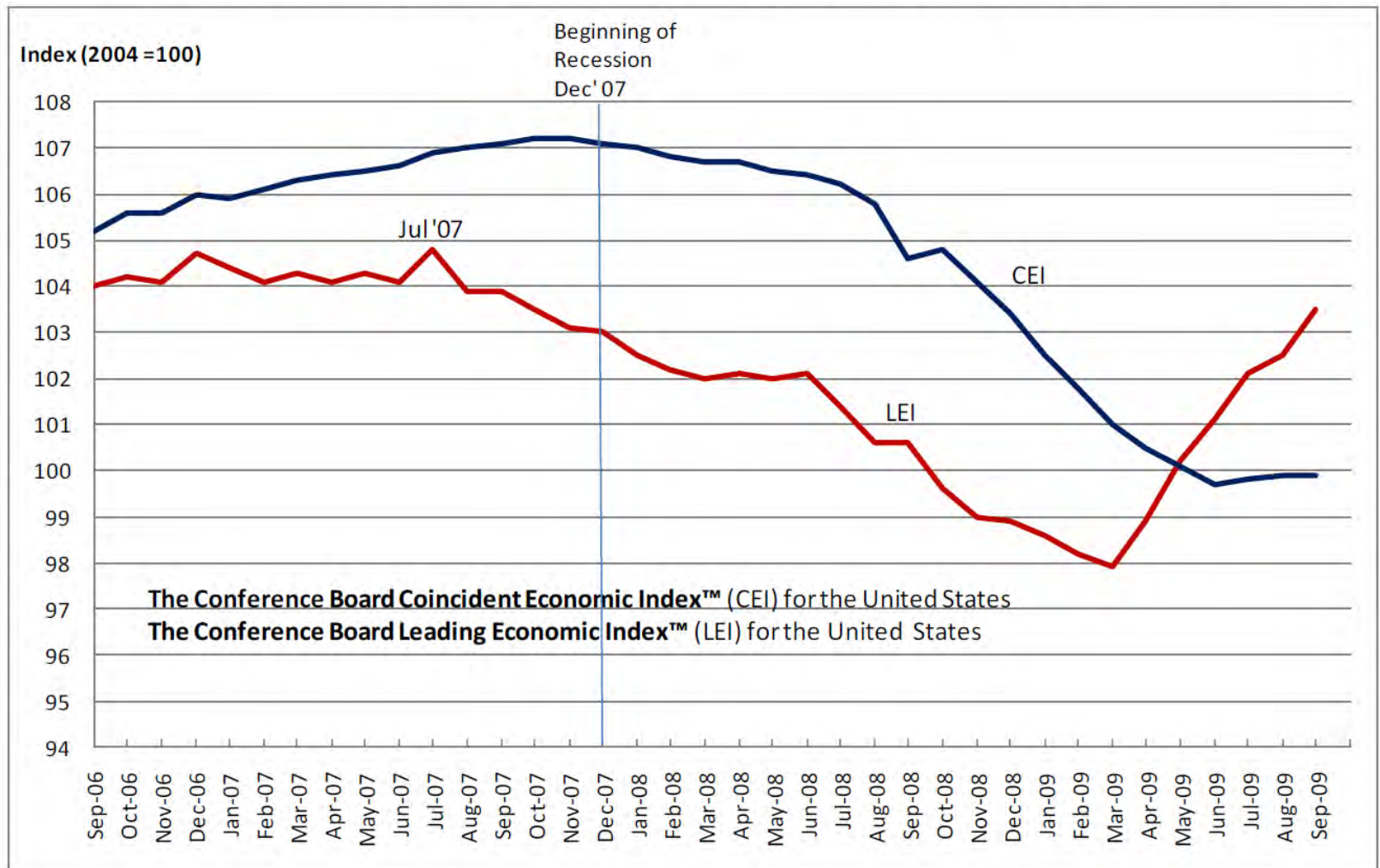


Source: Congressional Budget Office.



Leading Indicators

The Conference Board Leading Economic Index™ for the U.S. Improves; Sixth Consecutive Increase

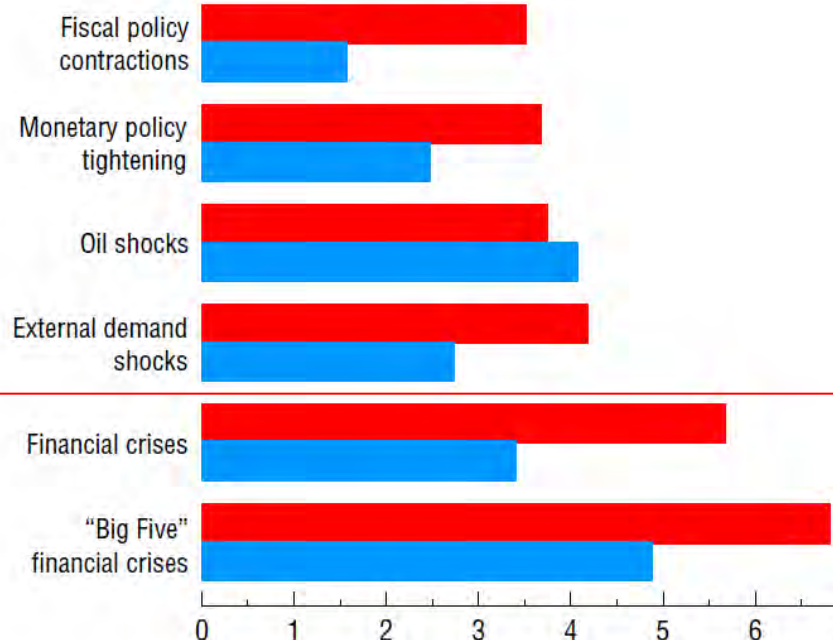


Financial Crises and Recessions

Downturns, while painful, **are** usually relatively brief
[3.6 quarters, on average, across advanced economies]
BUT, ...

Recessions

■ Duration (quarters)
■ Output loss (percent from peak)



Recoveries

■ Output gain after four quarters (percent from trough)
■ Time until recovery to previous peak (quarters)

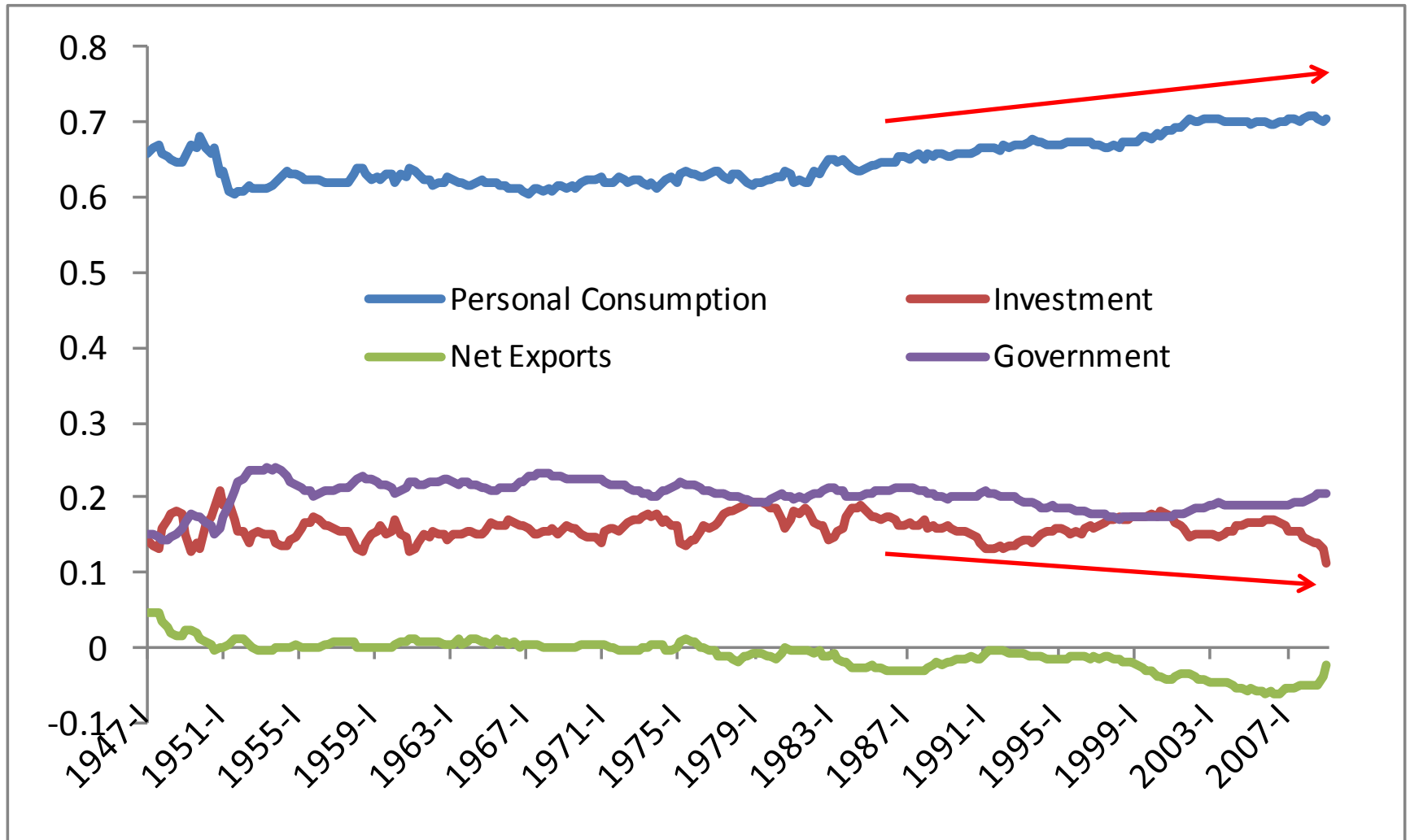


Forecast Risks: Beyond the Immediate

- (1) The “Unknown” Unknowns
- (2) The Limitations and Tradeoffs of Active Policy
- (3) Deflation or Inflation?
- (4) Fiscal Unfunded Liabilities

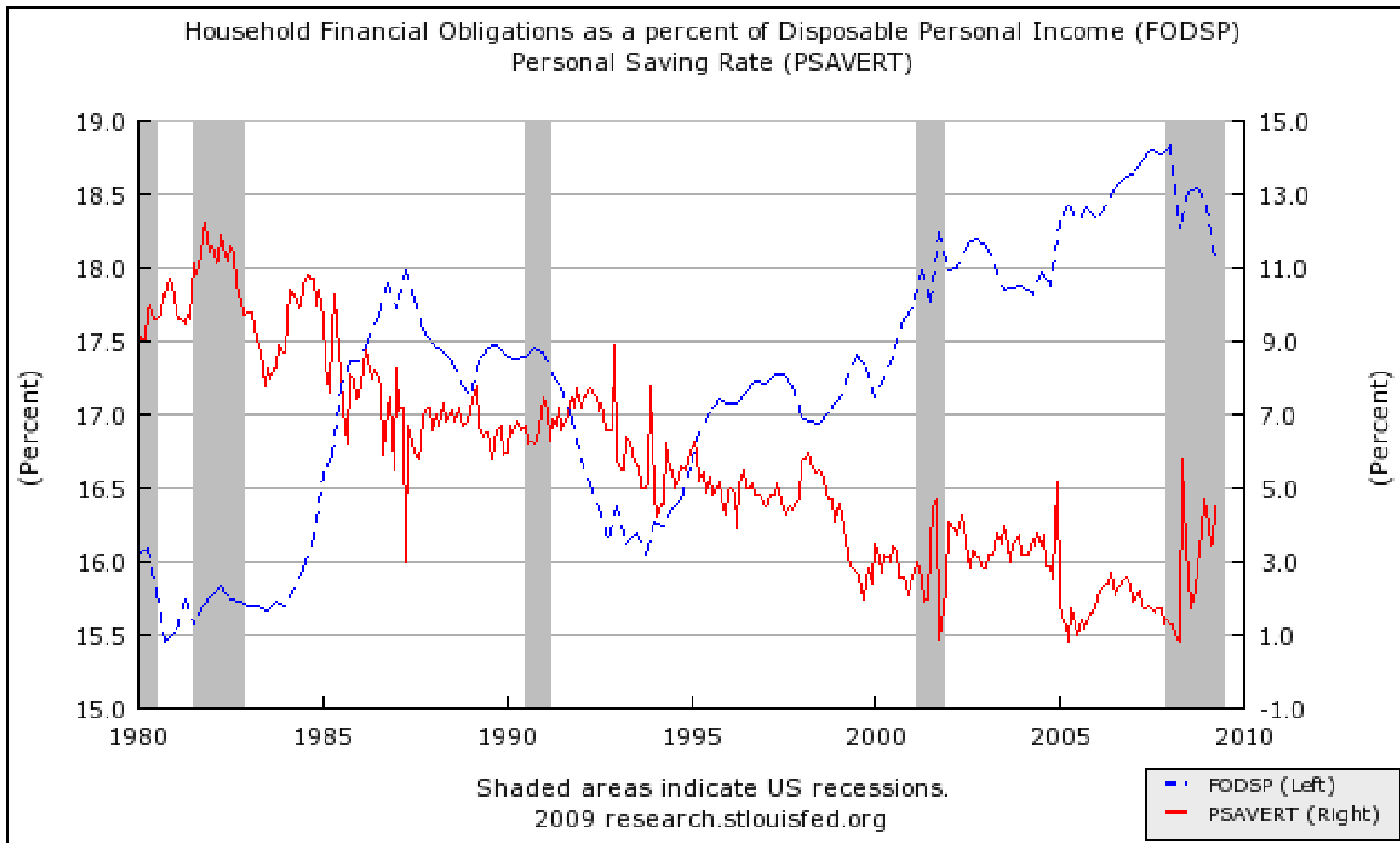


Challenge #1: The U.S. Consumer





Challenge #1: Excess U.S. Consumption is Over





Challenge #1: The U.S. Consumer

The days of excess consumption are over; where is the engine of the global economy?

Very low probability of a V-shaped recovery.

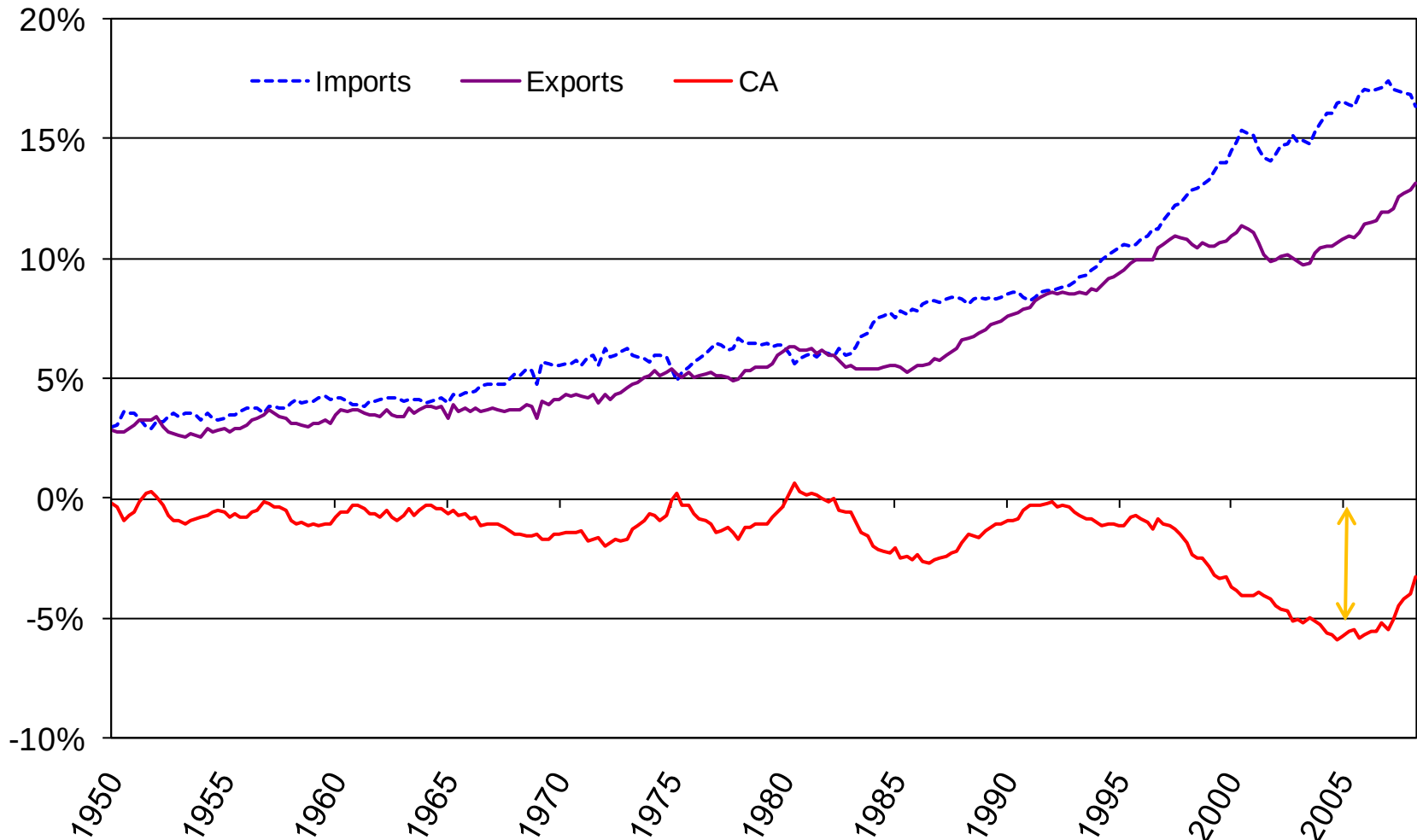
Consumer-oriented U.S. and global businesses will continue to struggle.

This raises particular challenges for China, Canada, Mexico, and others exporting nations.



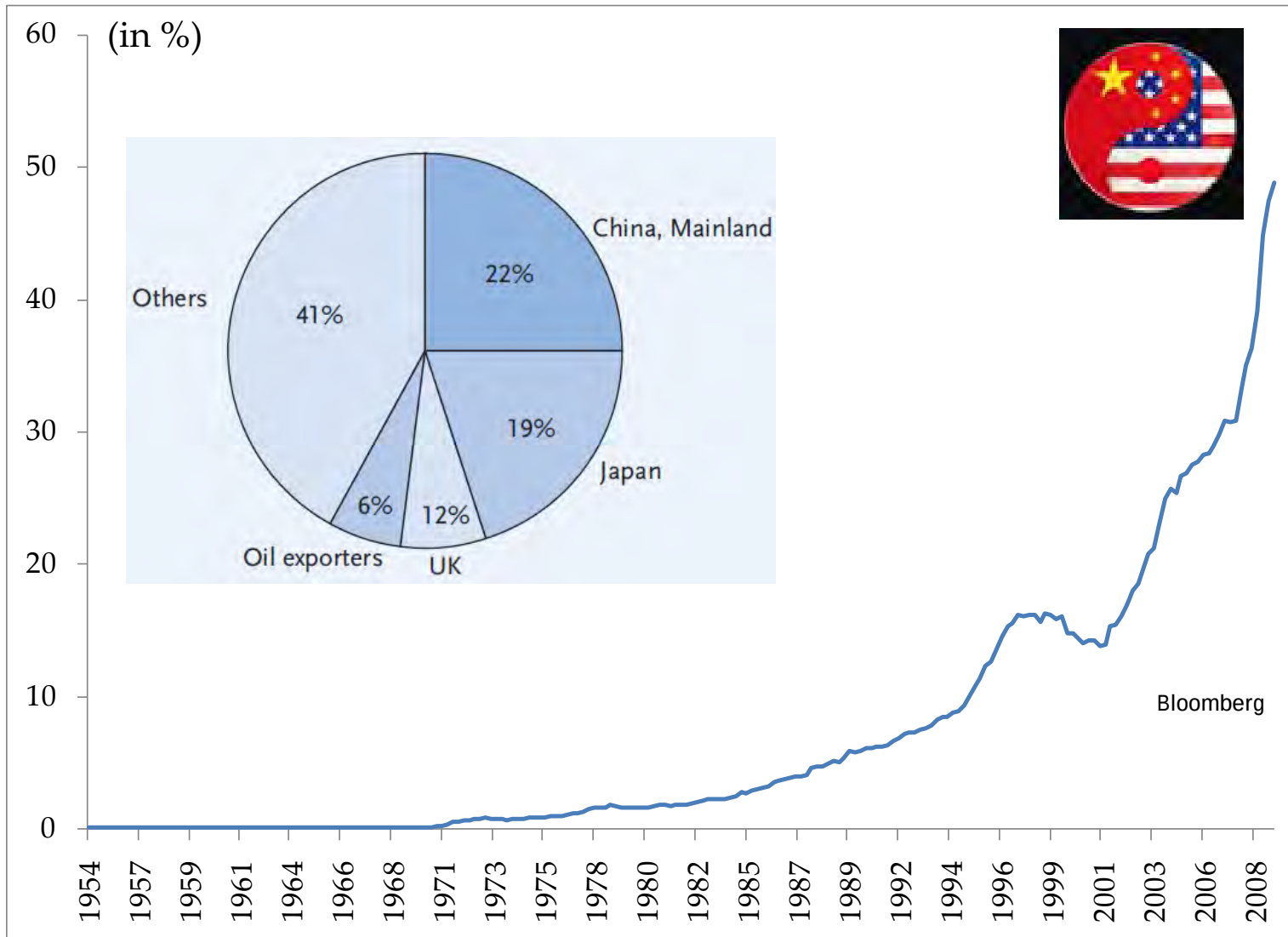
Challenge #2: The Trade Imbalance

U.S. Exports, Imports, & CA Deficit
(Quarterly, Percent of GDP)





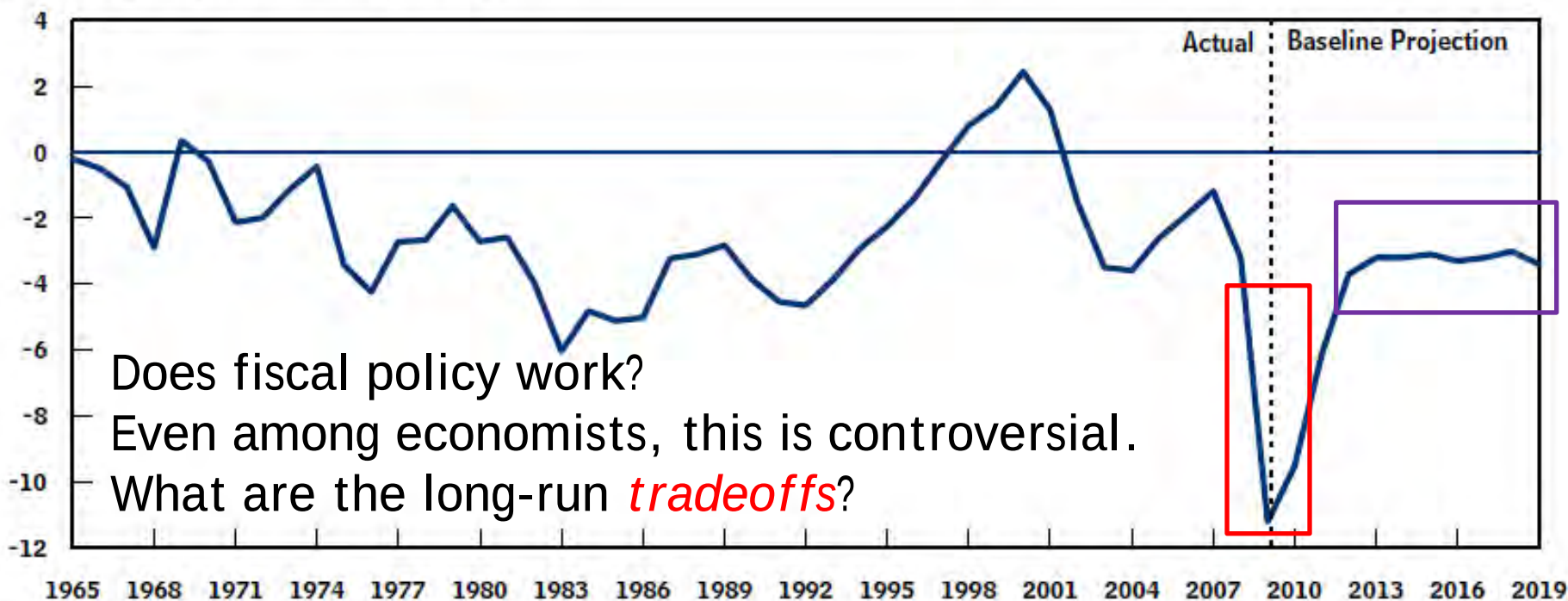
Foreign Holdings of U.S. Treasuries



Challenge #3: The Downside of Fiscal Policy

The Total Deficit or Surplus

(Percentage of gross domestic product)



Does fiscal policy work?

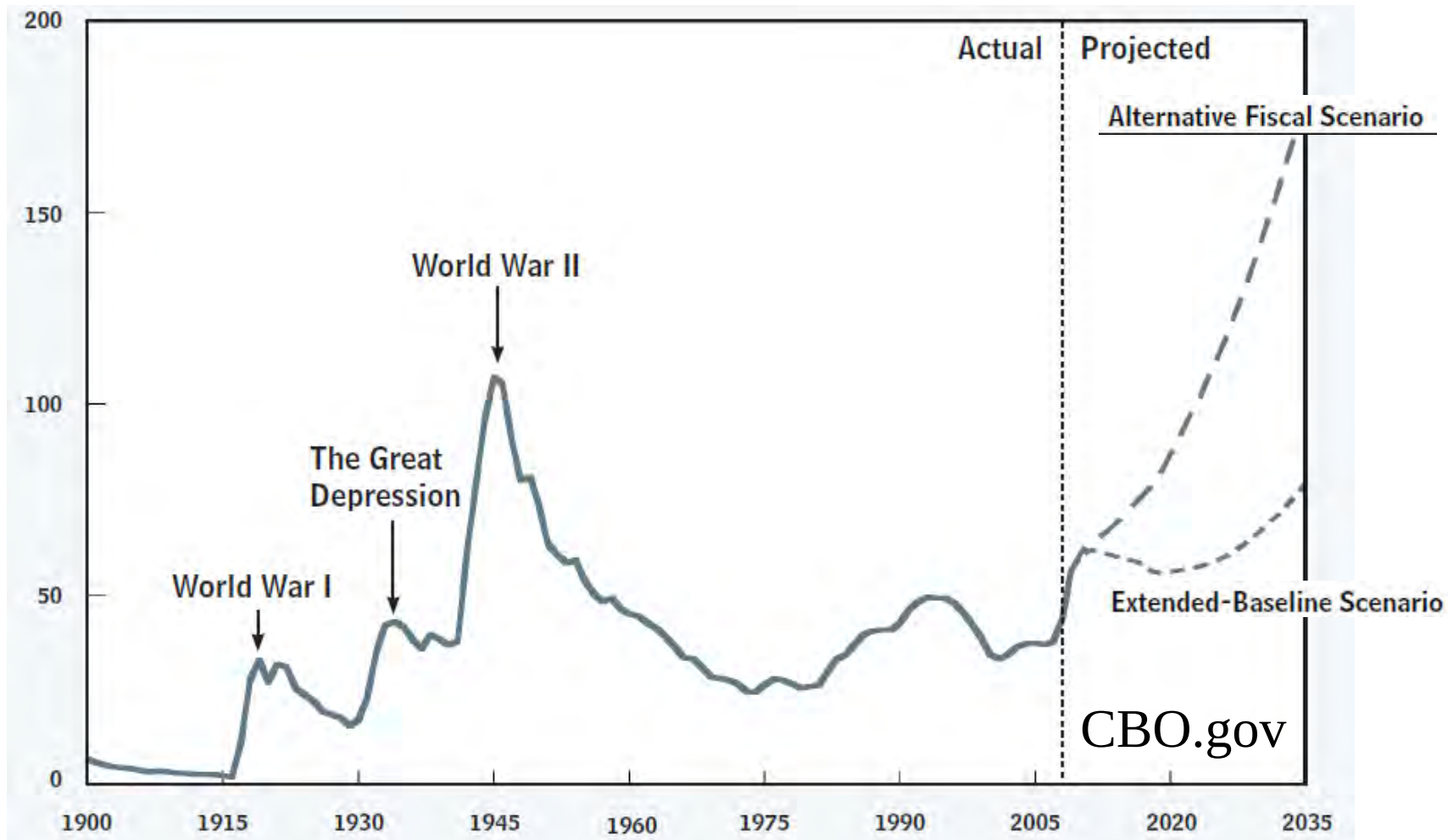
Even among economists, this is controversial.

What are the long-run *tradeoffs*?

Source: Congressional Budget Office.

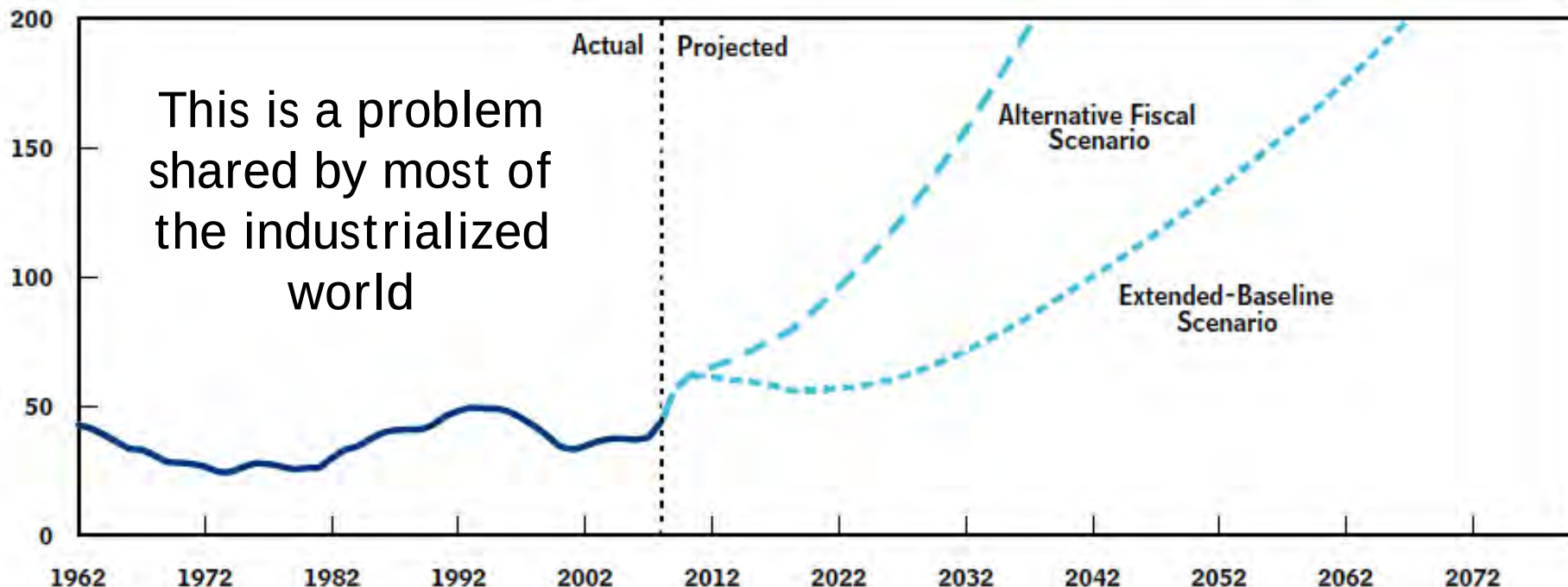


Fiscal Policy: U.S. Debt as a Percentage of GDP



Fiscal Policy: U.S. Debt Held as a Percentage of GDP

This is a problem shared by most of the industrialized world



Source: Congressional Budget Office.

Note: The extended-baseline scenario adheres closely to current law, following CBO's 10-year baseline budget projections from 2009 to 2019 and then extending the baseline concept for the rest of the projection period. The alternative fiscal scenario deviates from CBO's baseline projections, beginning in 2010, by incorporating some changes in policy that are widely expected to occur and that policy-makers have regularly made in the past.

Near-term Head-winds

- Acknowledging significant uncertainty, we have reached the trough. The question is how robust the recovery will be.
- Things do not look particularly promising for the next two years. This is particularly true for firms linked to the U.S. consumer.
- SME financing will likely remain constrained. Aside from a few names, the banking sector is still hurting.
- The monetary and fiscal policy responses may provoke continued USD weakness.
- Re-regulation? Nascent protectionism?

Medium and Long-run

The global economy must undergo a significant transformation.

- (1) The emerging market consumer **WILL** (eventually) be the new engine of global growth. The U.S. driven model no longer applies.
- (2) Natural resources and the environment. Green technology, yes, but potentially a very different supply chain and global model.
- (3) Demographic challenges.
- (4) Caveat: do not underestimate the resiliency of North American economy.



Mr. Joseph Jordan

*Associate Administrator for Government Contracting and Business
Development, U.S. Small Business Administration*



Ms. Nancy Small

Director, Small Business Programs, AMC



NDIA Small Business Conference

Paul Gosling
VP, GPSC Defense



Defense

- Oshkosh Defense is a key tactical wheeled vehicle supplier for the U.S. and other international militaries
- Broad product line encompasses vehicles with payload capacities ranging from 2.5 to 70+ tons
- Innovation leader
- Leadership position in worldwide, integrated logistics support (ILS)
- State-of-the-art facilities in Oshkosh, WI and McConnellsburg, PA



What You Will Hear Today about M-ATV

- Personal involvement is needed to make the program successful for the Warfighters
- This is the Number One priority in the Department of Defense above all other DX rated contracts
- Delivery to the Warfighter is the number one priority
- Deliver a product that will help our son's and daughter's return home
- Remember why we are here today

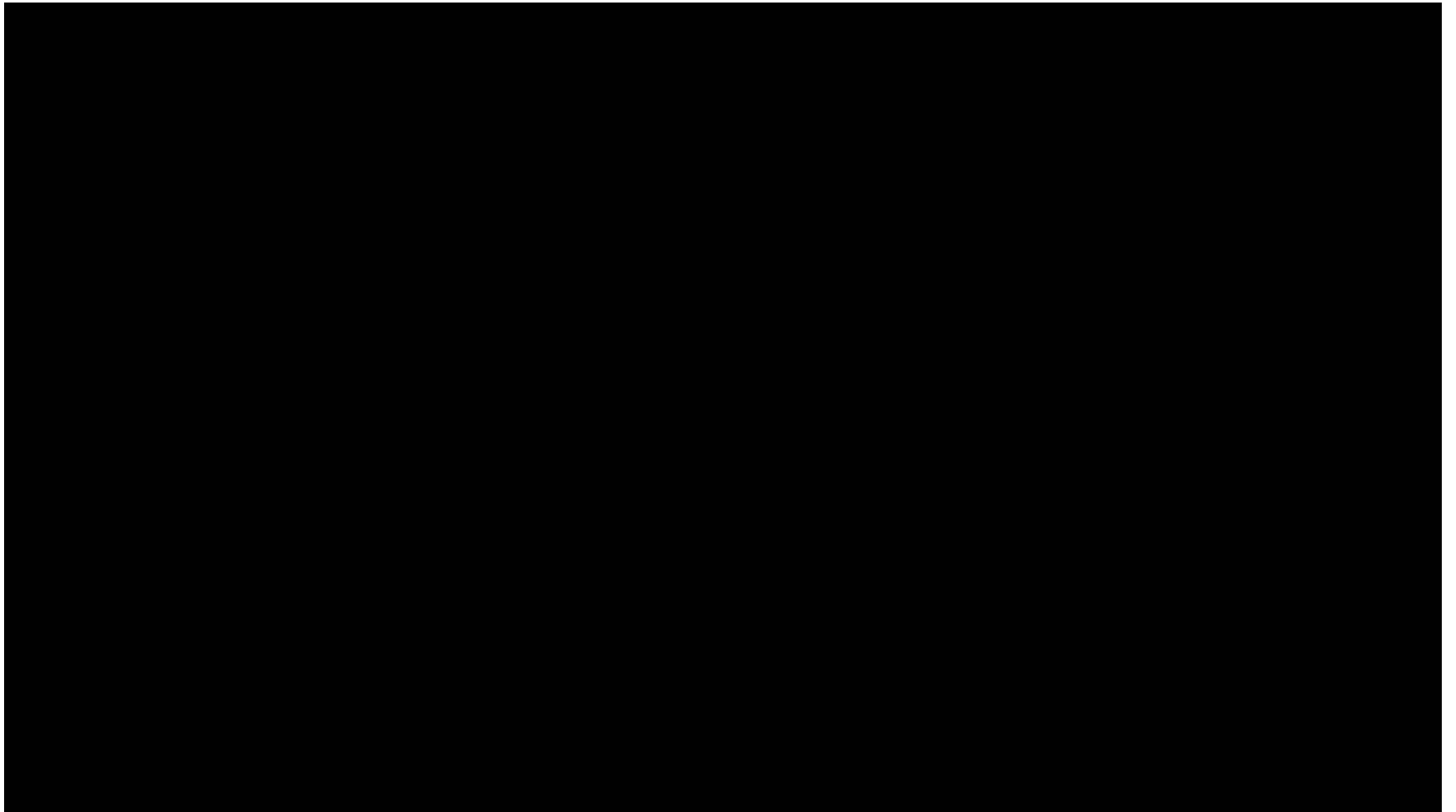


Mission Tagline

“At Oshkosh, our main focus is to ensure that M-ATVs are waiting in theater for the Warfighters when they arrive rather than having the Warfighter wait for the vehicle”

**Robert G. Bohn
Chairman and CEO
Oshkosh Corporation**





M-ATV Background

- The U.S. Warfighter has an *Urgent Need* for an MRAP All Terrain Vehicle (M-ATV) that:
 - ✓ Is lighter
 - ✓ Has excellent off-road mobility
 - ✓ Is highly maneuverable
 - ✓ Maintains MRAP survivability
- The M-ATV must also:
 - Meet an aggressive production schedule
 - Be a non-developmental and mature system
 - And be cost competitive



M-ATV Mobility

- Current MRAP vehicles have done their job in Iraq, where missions are primarily “on-road” but these MRAPs do not perform well in “off-road” missions
- As the fight moves to the rough terrain of Afghanistan, the need for a highly mobile vehicle increases
- A highly capable vehicle chassis and suspension that can (1) currently meet these mobility requirements, (2) is truly non-developmental and (3) can meet the M-ATV program’s aggressive schedule is the Medium Tactical Vehicle Replacement (MTVR) with TAK-4 independent suspension
- The MTVR chassis and TAK-4 independent suspension is the backbone of Oshkosh’s M-ATV solution



We Will Deliver

- This is an Urgent Need for Afghanistan
- The Oshkosh M-ATV was selected on June 30, 2009 for this need – MRAP level survivability with enhanced mobility
- Oshkosh leaned forward and began M-ATV production long before contract award
- The Warfighter and Taxpayer deserve a combat vehicle that can reliably take the Warfighter to the fight and back
- We will ensure that we deliver on or ahead of schedule, and that troops will not have to “wait” for these critical vehicles for the Afghanistan mission



Oshkosh Defense M-ATV Contracts

- **IDIQ Contract awarded 30 April 2009**
 - Delivery Order #1 for 3 test vehicles delivered to APG as part of production down select evaluation
 - Oshkosh selected for and awarded Initial Production Delivery Order (IPDO) (Delivery Order #2) on 30 June 2009
- **IPDO Award Highlights**
 - 2,244 Vehicles for \$1.056 billion
 - 42 ea ASL & PLL parts packages
 - 11 ea De-Processing parts packages
 - Initial FSR Support (CONUS)
 - Level of Effort Engineering Support
- **Additional order announced 31 July 2009**
 - Additional 1700 vehicles plus spare parts for \$1.05 billion
- **Additional order announced 14 September 2009**
 - Additional 352 vehicles plus aftermarket parts package for \$189 million
- **Additional order announced 9 October 2009**
 - Additional 923 vehicles for \$408.5 million
- **Additional order announced 10 November 2009**
 - Additional 1000 vehicles for \$438 million



Delivery Schedule

• 30 DAC (July)	45 Vehicles
• 60 DAC (Aug)	50
• 90 DAC (Sept)	100
• 120 DAC (Oct)	385
• 150 DAC (Nov)	664
• 180 DAC (Dec)	1000
• 210 DAC (Jan 2010)	1000
• 240 DAC (Feb)	1000
• 270 DAC (Mar)	975
• 300 DAC (Apr)	1000
Total	6,219 Vehicles



Defense – Heavy Payload



HEMTT A3



LVSR



PLS



HET



US Army Family of Heavy Tactical Vehicles (FHTV)

- Heavy Expanded Mobility Tactical Truck (HEMTT)
 - 13-ton payload
 - 23,000+ produced to date
 - C-130 transportable
 - Several “family” variants
 - HEMTT A3
 - New and Recap A4
- Palletized Load System (PLS)
 - 18-ton payload - removable in less than 30 seconds
 - 5,900+ produced to date
 - 10,00+ Trailers to date
 - Container Handling Unit (CHU)
 - New and Reset
 - PLS Block I
- Heavy Equipment Transporter (HET)
 - 70-ton Tank Transporter
 - 4,400+ produced to date
 - Reset



Defense – Medium Payload



MTVR Cargo Variant



MTVR Dump Variant



MTVR Wrecker Variant



MTVR Tractor Variant



USMC MTRV Family of Variants



- Over 10,000 produced to date for USMC and Navy Seabees
- MTRV is “on-duty” in Afghanistan and Iraq
- 70% off-road / 30% on-road mission profile
- C-130 transportable
- Armor-ready at highest levels of protection
- Available Variants



- Standard Cargo (MK23/MK25)
- Extended Cargo (MK27/MK28)
- Dump Truck (MK29/MK30)
- Tractor (MK31)
- Wrecker (MK36)
- HIMARS (Artillery) (MK37)
- Future Variants
- Load Handling System (LHS) 6x6
- Load Handling System (LHS) 8x8
- MTRV-L (4x4)



Global Procurement Supply Chain 4 Priorities

Delivery / Supply Chain

Develop Supply Chain Capability

- On time delivery to station
- Premium freight
- Achieve budgets (Logistics, Inventory, Containers)
- Value chain mapping
- Ensure strong Supply Chain capability
- Manage critical supplier issues
- Support Manufacturing Footprint

Quality / Launch

Quality / Cost Improvements

Total Cost Approach

- Plant Disruptions/ Stock outs/ Down time
- Flawless Launch Execution
- Waste elimination
- Warranty improvement

NPD - Program Management

New Programs @ Right Quality, Right Time, Right Cost

- Right resources dedicated to the project
- On time achievement of milestones
- Quality of engineering / design / services / technology
- Design to cost vs. cost of design

Competitiveness

Best Landed Cost Globally

- Best landed cost (TLC)
- Sustainable cost structure
- Cost driver / detailed supplier cost break downs
- Value creation vs. competition
- Grow Best Performing Suppliers
- Global Sourcing
- Proactive Supply Base Restructuring

Suppliers Must Perform To All Four Priorities

14



Working Together (1 Team, 1 Voice)

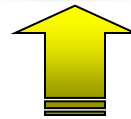
Global Procurement and Supply Chain



Commodity Teams



Business Segments & Engineering



Suppliers



Global Procurement Supply Chain (GPSC) Complexity – M-ATV

2 Assembly Plants

1740 Part Numbers

230 Direct Suppliers

329 Spare Parts/Volumes to 260,000/Month

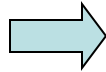
6244 Units Shipped by 04/10



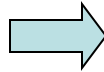
Supplier Readiness Process Flow

Supplier Program Readiness Assessment							
Company Name _____ Address _____ City/State/Zip _____ Phone _____ Fax _____ E-mail _____							
Staffing Requirements							
Which shifts are applied and what percentages are they composed?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">First Shift</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">Second Shift</td> <td></td> </tr> <tr> <td style="padding: 2px;">Third Shift</td> <td></td> </tr> </table>	First Shift		Second Shift		Third Shift	
First Shift							
Second Shift							
Third Shift							
Do you plan to increase your production staff to meet the new requirements?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> <tr> <td style="padding: 2px;">3. training staff to learn the new workers required?</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____		3. training staff to learn the new workers required?	
1. yes, _____							
2. no, _____							
3. training staff to learn the new workers required?							
Do you plan to increase your support staff to meet the new requirements?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> <tr> <td style="padding: 2px;">3. the skill level of the new support staff that you will require?</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____		3. the skill level of the new support staff that you will require?	
1. yes, _____							
2. no, _____							
3. the skill level of the new support staff that you will require?							
Do you have a Quality Manager whose responsibility is to maintain the quality program and ensure compliance with the requirements?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____			
1. yes, _____							
2. no, _____							
Quality Improvement							

Material Considerations							
Do you plan to increase the manufacturing or the range of existing product for you?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____			
1. yes, _____							
2. no, _____							
Do you plan to increase the approximate increase in production volume of that part?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____			
1. yes, _____							
2. no, _____							
Do you plan to increase the parts that you are supplying related to the program?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____			
1. yes, _____							
2. no, _____							
Do you plan to increase the parts that you are supplying related to the product in question?							
1st 2nd 3rd	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%; padding: 2px;">1. yes, _____</td> <td style="width: 70%;"></td> </tr> <tr> <td style="padding: 2px;">2. no, _____</td> <td></td> </tr> </table>	1. yes, _____		2. no, _____			
1. yes, _____							
2. no, _____							



Prioritize



	Units	Notes
1 Sample		
Flat and history info sheet		
2 Quantity (per unit)		
- Inquiries of quantities		
- Physical attributes (color, weight, shape, etc.)		
- Process flow from goods into vessel		
- Process flow from container to the ship		
- Other (other container involved in the U.S. trade)		
3 Production and Inventory Plan		
- Plan (import, export, inventory, etc.)		
- Inventory (location, quantity, etc.)		
4 Test 2 Suppliers:		
- Delivery and Quality (test cases)		
- Cost (test)		
- Quality (test cases) - in warehouse and in assembly		
- History of the production		
5 Tooling & Equipment:		
- Number of tools, age, type, etc.		
- Number of equipment, age, etc.		
- Production, maintenance, assessment		
6 Packaging		
- Container type		
- Pallets per container		
- Containers required		
7 Quality		
- Tools and equipment		
- Test plan (test)		
- Quality history		
8 Costs		
- Types of production/inventory plan understood		
9 Contingency Plan(s)		
- Details for Test Plans		

Supplier Data Collection and Verification

[illegible]

Mitigation plans for constraints



Supplier Readiness Assessment

- Common Process**
- Common Tool Set**
- Common Approach**
- One Voice to Suppliers**

[illegible]

Get to "GREEN"

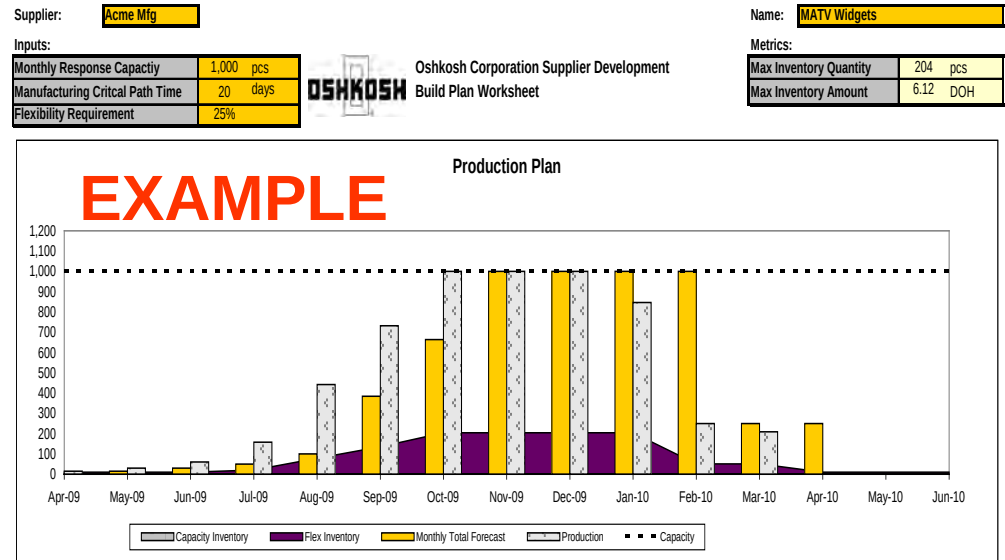
[illegible]

Monitor, Report & Follow up



Capability Planning

- Capacity (OE and Aftermarket)
 - Manpower
 - Machine
 - Tooling
 - Bottleneck analysis & management
- Plan for every part
 - Quality
 - Packaging
 - Value chain mapping
- Flexibility
 - Lead time
 - Aftermarket demand
 - Engineering improvements



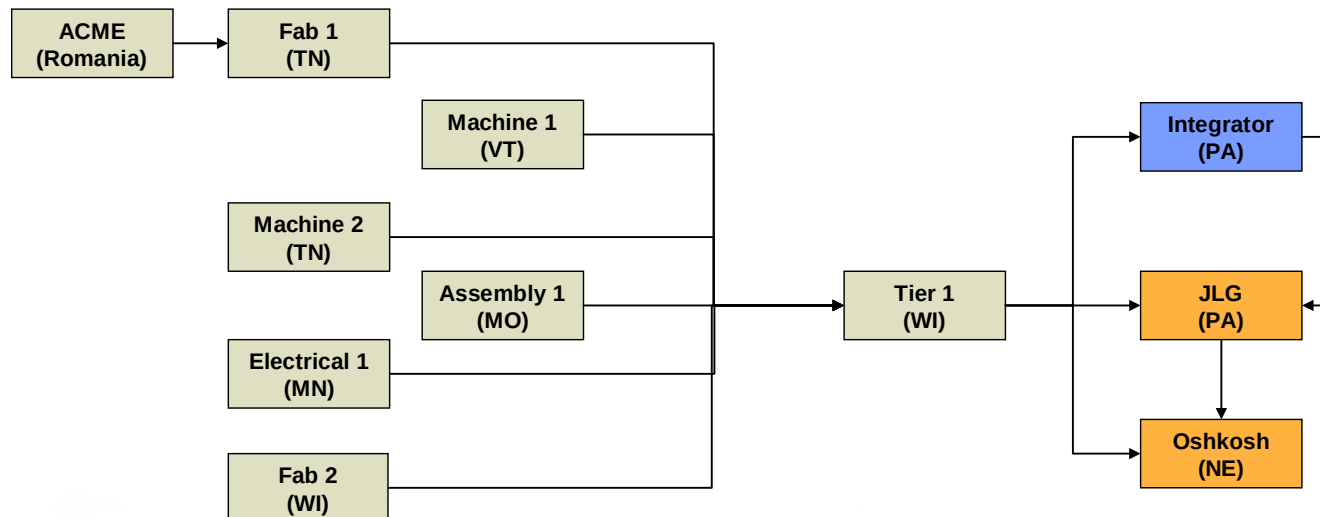
Sample production plan

***1,000 Trucks per Month +
Aftermarket requirements (up
to 120% of OE demand)***



Understand The Entire Value Chain

- Must have a similar process as OSK is using for our T1's
 - Part number focused
 - Detail driven
 - Value chain mapping
- Don't assume readiness, verify data, travel to suppliers
- OSK will help and travel to key suppliers as well



Communications & Engineering Change Management

- Engineering changes are reviewed by change management review team
- Changes are made through Oshkosh Configuration management System
- Suppliers must reference the drawing revision on the PO to the engineering drawing revision which the part made from
- Oshkosh tactical purchasing distributes revision prints.
- If supplier notices PO verses Print Revision discrepancy, supplier should contact their tactical buyer
- Design and process changes must be approved by Oshkosh prior to implementation



Supplier Performance Is Critical To Flawless Launch And Program Execution

**Delivery /
Supply Chain**

**Quality /
Launch**

**NPD - Program
Management**

Competitiveness

- Leadership must be engaged, are you personally committed to these 4 priorities for Oshkosh?
- Know your status, do you have the management process in place?
 - Seek feedback regularly
- Ask the right questions / challenge status quo / verify the data
- Understand risks, and be proactive to mitigate them – this extends to your suppliers
- Execution and accountability – do you have the right people assigned?

“Most Often Today the Difference Between a Company and its Competitors is the Ability to Execute”

21



Business Categories

- **Small** – see SBA size standards for your particular NAICS code
- **SDB** – Meet the requirements laid out in 13 CFR 124
- **WO** – 51% owned by one or more women and whose management and daily business operations are controlled by one or more women.
- **VO** – not less than 51% owned by one or more veterans and whose management and daily business operations are controlled by one or more veterans.
- **SDVOSB** - not less than 51% owned by one or more service disabled veterans and whose management and daily business operations are controlled by one or more service disabled veterans.
- **HUBZone** – small business, located in a historically underutilized business zone, owned and controlled by one or more US Citizens and at least 35% of its employees reside in a HUBZone.



What is the law?

Compliance with the small business subcontracting program is not optional – it is mandatory for government prime contractors.

Public Laws mandate the following small business goals:

- 23% small business subcontracting goal
- 5% small disadvantaged business subcontracting goal
- 5% women-owned small business subcontracting goal
- 3% HUBZone small business subcontracting goal
- 3% service-disabled veteran-owned small business and veteran-owned small business goal



Where should you register?

- #1 <http://www.ccr.gov> – dynamic small business search
- #2 <http://www.oskgpsc.net> – locate documentation pertinent to all Oshkosh suppliers.



What Oshkosh forms are pertinent to you?

- **BSC** – Business Status Certification
 - should be filled out annually and submitted online
- **P-200** – Quality Self Audit Form

Both located on www.oskgpsc.net



Oshkosh Corporate Purchasing - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Reload Home Search Favorites

Address <https://www.oskgpsc.net/> Go Favorites Convert Select

OSHKOSH CORPORATION GLOBAL PROCUREMENT & SUPPLY CHAIN (GPSC)

2009

h Divisional Suppliers,

Customs Service has announced a new mandatory program for all ocean container imports into the U.S. This program is 10+2 and will go into effect January 26th, 2010. It requires 10 pieces of information to be committed to Customs 24 hours before the loading of the container. Some of this data must come from your supplier. If the information is not complete, the container will be loaded with your goods. Oshkosh and Subsidiaries have set a goal to be 100% compliant by November 1st, 2009.

For more information on the 10+2 program at:

www.customs.gov/xp/cgov/trade/cargo_security/carriers/security_filing/

Oshkosh Divisions are now building a database of part numbers currently import. You may be asked by the Buyer to provide specific information about the parts you currently supply as required by U.S. Customs. This will ensure our transportation efforts will go smoothly once the 10+2 program is initiated.

If you are a supplier to Oshkosh, import goods into the U.S. via Ocean Freight, used in the manufacturing of products from Oshkosh Divisions, you are also affected. Although Oshkosh does not require the data for parts we do not directly import, it is vital we confirm that you understand the 10+2 requirements and are compliant. Our intent is to minimize the risk of supply interruptions with you.

Thank you for your support.

Oshkosh Global Procurement & Supply Chain (GPSC)

GPSC Contacts

OSHKOSH SUPPLIER DEVELOPMENT

Supplier Diversity Program

OSHKOSH LOGISTICS

Access Equipment

Access Contacts

JLG

Commercial

Commercial Contacts

OSHKOSH

McNeilus

GEE SINK NORBA KIGGEN

CON-E-CO.

LONDON

DMT

Defense

Defense Contacts

OSHKOSH

OSHKOSH

Fire & Emergency

Fire & Emergency Contacts

OSHKOSH

Pierce

KEWAUNEE FABRICATIONS

MEDTEC

JERR-DAN

BAI

OSHKOSH SPECIALTY VEHICLES

FRONTLINE

www.oskgpsc.net





The Oshkosh Corporate Procurement Team is dedicated to bringing materials and services of the highest quality and best value to our customers.

Contacts - Directs you to your Purchasing Agent and Divisional Buyer

- **Business Classification Certification** - required submittal for all new suppliers. Classification information can be found in the Supplier Diversity link.

Specifications - These links will provide specific information with respect to components and standards:

- Materials
- Painting/Coatings
- Aesthetic Paint Standards
- Material Finishes
- Oshkosh Drawings and Viewers

Quality Assurance - This section includes:

- Oshkosh Quality Audit/Self Survey P-200 Form
- Supplier Performance Ratings
- SQA-03 Initial Sample Inspection report
- P-500 Production Parts Submission Warrant
- P-300 Pre-Production Parts Verification Form (PPVF)
- QC-66 Material Review Board Report
- PCH-9 Sample Part Layout Tag

Procurement Operations - These links will direct you to interactive procurement activities:

- Production PO Status Report - Current open production PO's due within 28 days
- Production Supplier Release - Current supplier weekly production release schedules
- CLS Procurement - Automated product support system for Defense Parts
- Product Support - Defense Service Orders



Oshkosh Corporation Supplier Quality Audit Site - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Go Favorites Convert Select

Address https://www.oskgpsc.net/otc/otc_audits/?menu=login

P-200 Quality Self Audit Form




Welcome

Print Blank Reports

- Corporate Supplier Quality Audit
- Paint Deviation Request
- Software Audit

Other Options

- Archives
- Pre 2007 Archives
- OTC Purchasing Website

Welcome to the Oshkosh Corporation Supplier Quality Audit Site.

- 1) You can print a hard copy of the audit form or any of its attachments to use as worksheets. After completing the form, log on and transfer the information to the on line form and submit on the web via the screen.
- 2) Mail a hard copy of a completed form only as a last resort if the web site is not functioning correctly.

Start New Audit

If you are starting new reports or you are a new user please enter your e-mail below.

E-mail:

Finish or Review Existing Audit

If you are returning to complete unfinished report or to review a completed report, enter your E-mail and Quality Audit Report ID below.

E-mail:

Report ID:

[Forgot Report ID](#)

Done

start Gena Miller - Inbox - ... 2009 Small Business.ppt Oshkosh Corporation ... 6:16 PM

Questions on the quality self audit form should be directed to Brian Heim in our Quality Department 920-235-9151 #22939.



Oshkosh Corporate Purchasing - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

Address https://www.oskgpsc.net/otc/index.cfm?menu=status_cert_form Go Favorites Convert Select

Business Status Certification

OSHKOSH
PURCHASING

HOME
CONTACTS
SUPPLIER STANDARDS GUIDE
SPECIFICATIONS
QUALITY ASSURANCE
PROCUREMENT OPERATIONS
CORPORATE PURCHASING
SYSTEM REQUIREMENTS

Company Name: Supplier #:

Address:

City:

State:

Zip Code:

Authorized Signature: Title:

Date:

☐ Principal Products/Service:

NAICS Code (North American Industry Classification System):

The North American Industry Classification System has replaced the U.S. Standard Industrial Classification (SIC) System. Tables showing correspondence between NAICS and SIC are available at: ☐ <http://www.census.gov/epcd/www/naics.html> ☐

The NAICS code – best describes the goods or services being acquired and the principal purpose of the procurement.



Questions and Contacts

Questions on the BSC should be directed to Gena Miller, SBLO
gmler@oshkoshcorp.com

920-235-9151 ext. 22626

Questions on becoming a supplier should be directed to
Eric Meulemans, Strategic, GPSC Defense
emeulemans@defense.oshkoshcorp.com

920-235-9151 ext. 22633







INNOVATION NETWORK

EDGE[®] Innovation Network

Eric Nelson
General Dynamics C4 Systems

What Does the EDGE[®] Do?



The EDGE[®] enables user-centric technology innovations to be rapidly developed at industry and academia expense and made available to Warfighters and First Responders in an expedited manner.

These innovations fulfill user needs by eliminating capability gaps in advance of, or accelerating the often cumbersome acquisition process.



The figure consists of two main parts. At the top left is a circular inset showing a classical representation of a human figure inscribed within a circle and a square, similar to Leonardo da Vinci's Vitruvian Man. To the right of this inset are some small text annotations: "Adult female 75.0% height", "Average 6' 0\"/>

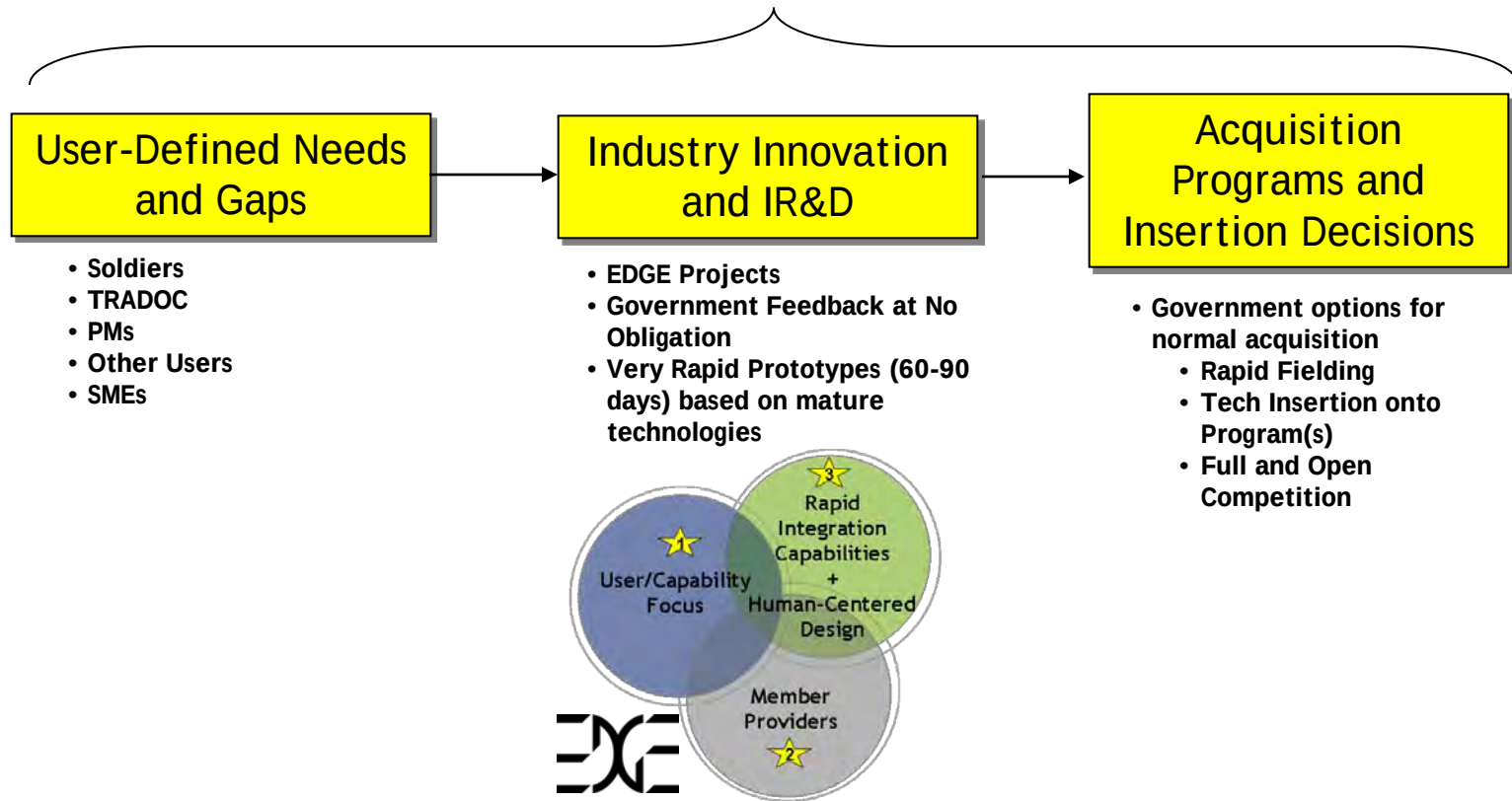
-
- A person wearing a VR headset and a backpack is standing on a circular platform. They are looking at a large, curved screen that displays a 3D architectural model of a building. The person is holding a controller. The environment is dimly lit, with the screen providing the main source of light.

- Focused on developing quick-turn capability solutions to priority needs
- An environment where technology developers work with customers and end-users to deliver products more likely to meet their expectations

EDGE® Key Tenets



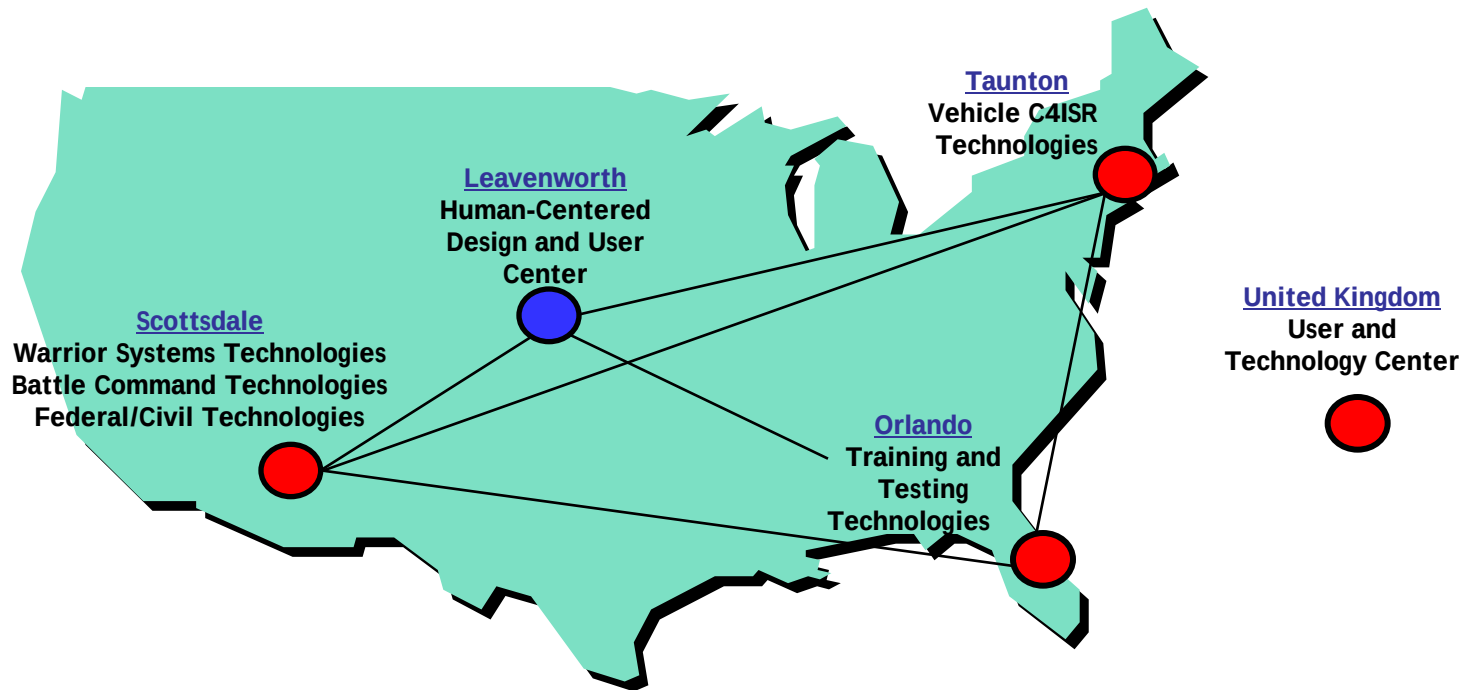
Give the Government Options to Address Gaps and Needs in Months, Not Years



EDGE[®] Innovation Centers



EDGE[®] Innovation Centers (EICs) are geographically dispersed and interconnected facilities providing space for customers, users, and members to work together



INNOVATION NETWORK

Participating in the EDGE[®]



- EDGE membership establishes the contractual agreements and protection of IP that allows rapid initiation of work efforts
- Multiple membership levels that scale to size of company and desired membership benefits
- Members' technologies, capabilities, and products are matched to priority customer needs and gaps to highlight opportunities
 - Opportunities to work direct with customer
 - Opportunities to work with other members
- EDGE also sends Call for Innovation when customer requests new capability that can't be readily matched to a member
- Participation in projects and investment of IR&D is at the discretion of the member



Questions

<http://www.EDGE-Innovation.com>

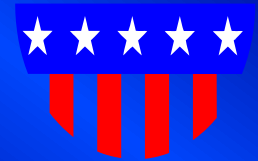


Mr. Ted Rybeck

Chair and CEO, Benchmarking Partners



Department of Homeland Security

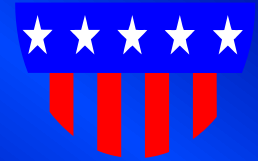


**Office of Small and
Disadvantaged Business
Utilization (OSDBU)**



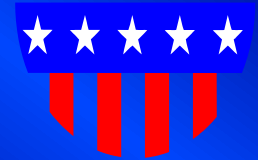
**Homeland
Security**

Department of Homeland Security Mission



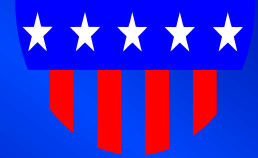
“We will lead the unified national effort to secure America. We will prevent and deter terrorist attacks and protect against and respond to threats and hazards to the nation. We will ensure safe and secure borders, welcome lawful immigrants and visitors, and promote the free-flow of commerce.”

DHS Acquisition Regulation Small Business Policy



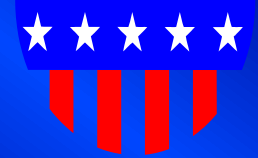
- ★ “DHS is committed to a unified team approach involving senior management, small business specialists, acquisition personnel and program staff to support both critical homeland security missions and meet public policy objectives concerning small business participation on departmental procurements.”

Three Major Types of Business Opportunities at DHS



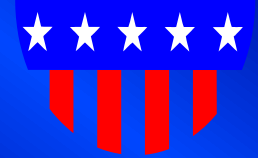
- ★ **Contracts and Subcontracts**
- ★ **Research and Development**
- ★ **Grants to State and Local Governments**

8 Major DHS Buying Activities



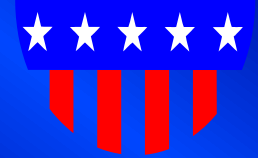
- ★ Customs & Border Protection
- ★ DHS Headquarters Office of Procurement Operations
- ★ Federal Emergency Management Agency
- ★ Federal Law Enforcement Training Center
- ★ Immigration & Customs Enforcement
- ★ Transportation Security Administration
- ★ U.S Coast Guard
- ★ U.S. Secret Service

Role of the OSDBU



- ★ The OSDBU serves as the focal point for small business acquisition matters, and works closely with all DHS organizations to implement the program.
- ★ The OSDBU strives to create an environment in which small businesses have a meaningful opportunity to obtain DHS prime and subcontracts.
- ★ OSDBU and small business procurement information: please visit www.dhs.gov/openforbusiness

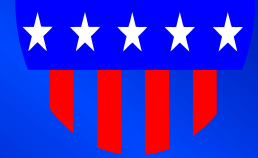
Role of the OSDBU



Major Activities

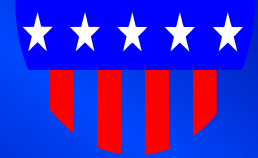
- ★ **FY 2010 Forecast of Contract Opportunities (includes a point of contact for each project)**
- ★ **Listing of DHS large business prime contractors with small business prime contracting opportunities**
- ★ **Links to DHS acquisition offices, small business specialists, and FedBizOpps**
- ★ **Outreach Programs**
- ★ **DHS Mentor-Protégé Program**

Small Business Considerations



- ★ 8(a)
- ★ HUBZone
- ★ Service Disabled Veteran Owned Small Business
- ★ Traditional Small Business Set-Asides
- ★ Small Business Teams or Joint Ventures
- ★ Full and Open Competition –
Subcontracting and DHS Mentor-Protégé Program

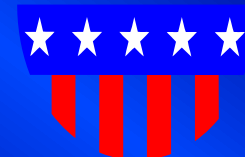
DHS Mentor-Protégé Program



- ★ **Mentor-protégé program features three incentives: pre-award, post-award, and annual recognition**
- ★ **Mentor-Protégé Program is open to all small businesses**
- ★ **Details and application format available on the DHS small business website**

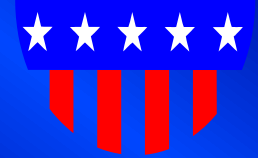
Small Business Prime Contracting

Preliminary Accomplishments – FY 2009

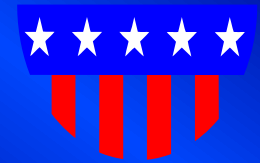


Category	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	\$14,597,324,039	N/A
SB Prime Contracts	31.9%	\$4,675,092,822	32.0%
8(a) Contracts	4.0%	\$852,912,378	5.8%
SDB Prime Contracts [other than 8(a)]	4.0%	\$1,164,370,087	8.0%
SDB Prime Contracts [overall; including 8(a) contracts]	8.0%	\$2,017,282,465	13.8%
HUBZone SB Prime Contracts	3.0%	\$388,168,071	2.7%
SDVOSB Prime Contracts	3.0%	\$271,379,319	1.9%
VOSB Prime Contracts	N/A	\$624,502,146	4.3%
WOSB Prime Contracts	5.0%	\$1,148,994,163	7.9%

Strategic Positioning



- ★ Marketing tips from small businesses that have been successful in the federal marketplace:
 - Review all background information
 - Understand difference between use of pre-existing contract vehicles and open market buying – and position your firm accordingly
 - Participate in small business outreach/networking activities
 - Teaming



Other DHS Programs

- ★ Research and Development Opportunities (featuring Broad Agency Announcements from the DHS Science and Technology Division)
- ★ Small Business Innovation Research (SBIR) Program
- ★ DHS Grants to State and Local Governments (potentially resulting in a state or local government procurement opportunity)
- ★ For more information on DHS programs of interest to the business community, please visit www.dhs.gov/openforbusiness



Homeland Security



Open Question Period

Ms. Carol Lowman

Deputy Director, U.S. Army Contracting Command

Open Question Period

- *Mr. Steven Bryant*
- *Mr. Michael Gallagher*
- *COL Scott Campbell*
- *Mr. Stephen Carrano*
- *Mr. Martin Green*
- *Mrs. Sharon Crawford*
- *Mr. Michael Kelemen*
- *Mr. Paul Milenkowic*