US Army
Tank-automotive
and Armaments Command
(TACOM)

"Building Partnerships for the 21st Century"



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PROCEEDINGS

Advanced Planning Briefing for Industry
(APBI)

October 26-29, 1998

Meeting # 952

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DTIC QUALITY INSPECTED 4

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TACOM

Mobility and Firepower for America's Army



TACOM

Welcome to TACOM's Advanced Planning & Briefing for Industry

"Building Partnerships for the 21 st Century"

MG Roy E. Beauchamp, Commanding General

27 October 1998

TACOM: Touches Every Soldier ...
Everyday

TACOM's Role in the Process...

Partnerships and Relationships

- The TACOM Challenge
- Our Mission and Vision
- TACOM's Move To The 21st Century
- Business and Customer Base

The National Challenge

Multi-functional Teams

Integrated Data Enviroment

By 2010, the DoD weapon system life cycle will be a fully integrated process, dedicated to effective and efficient support of the US and Allied warfighters: guided by metrics, accountability, and incentives; integrated through distributed, near real-time, intelligen exchange of digital information and information models: across the global community; and maximizing the use of commerci capabilities.

Reduced Cycle Time

Focused Logistics

Maximizing the use of commercial capabilities

Manage Costs and Improve Quality

Integrated Business Environment

-J. Gansler

Seamless Integration of Life Cycle

TACOM MISSION

FORCE XXI

-To Generate Warfighting Capability for the Army

-To Sustain the Warfighting Readiness of the Army

-To manage the Army's Investment in S&T, R&D and Sustainment for the Army

3,341 Weapon Systems
34, 138 NSNs
300 Systems in Acq Pipeline

-Serve as the Life Cycle Manager and Integrator for Ground Combat Equipment

Tank-automotive & Armaments COMmand

Research, Develop, Field and Support
Mobility and Armament Systems Total Life Cycle

To Support Army Readiness

Combat Vehicles
Tactical Vehicles
Trailers
Construction Equipment
Materiel Handling Equipment
Tactical Bridges
Fuel & Water Distribution Eqpt
Sets, Kits & Outfits
Shop Equipment
Chemical Defense Equipment
Howitzers
Large Caliber Guns
Mortars
Rifles
Machine Guns
Ammo
Aircraft Armaments
Demolitions & Explosives
Rail
Watercraft
Petro & Lub Eqpt

TACOM Of The Future

A Common Vision

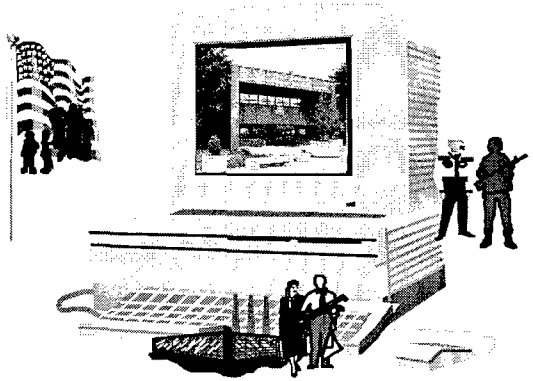
Taking America's Army Into the 21st Century

Tank-Automotive & Armaments Command

- To make the technology and sustainment systems work for soldiers through the seamless integration of S&T, R&D, acquisition, log sustainment and soldier readiness.
-
- To create an integrated business environment at TACOM where every associate understands the requirement to control costs and manage from the customer perspective and understands their inherent responsibility to do so.

Vision For The Future Business Environment at TACOM

A fully integrated business environment connected by a fully integrated data environment using commercial business processes to integrate business operations within each organization, across major Commands, across Services, across DoD and across Industry.





A corporate management structure for which the organizing principle is multi-functional work teams to institutionalize the concept of integrated process teams; a highly decentralized structure which uses the integrated data environment to link desk top "servers" to facilitate the transformation of data into actionable information to enable more efficient, fully integrated business operations at reduced cost.

TACOM's Business

.....A Public Corporation.....

Buys material used by Army, other DoD and FMS... 92,268 contractual actions in 97
- Stocks material ... $4.276B*
- Supports Weapon System Readiness for 3,341 Systems (NSNs)

Receives & Fills Customer Orders ...$1198.3M

Army $850.9M NGB $117.1M Marines $57.7M
Foreign Customers/SSA $142.6M Other $30.0M

Manages Stock Numbers in the DoD System
- 34,138 NSNs... consumable/reparable items

Performs Technical Support to (TDPs):
(In support of FY99 procurement actions)
- IMMC/ACALA 6000
  DLA Centers 1210
- Maintain Tech Data...7.5M drawings
- Coordinates with services on engineering issues
- Insures technical conformance/quality assurance

Research and Development
- 126 Tech Base Programs
- 35 Funded DA Projects
- 116 Engineering Development Programs

21 Project/Product Managers Over 300 systems
- Combat Vehicles - Commercial items
- Tactical Systems

KNOWS THE MARKET

KNOWS THE INDUSTRY

KNOWS THE CUSTOMER

KNOWS THE PRODUCT

ATDs 5
STOs 31
ICTs 8
CRADAs 75

MANAGE 71% OF THE ARMY'S REPORTABLE EQUIPMENT DENSITY.

28.9 M SQ. FT FACILITIES ($4.8B)

33% OF TOTAL AMC SALES

964,000 NSNs SUPPORTED BY ENGR

ADVANCE USE OF DUAL USE TECHNOLOGIES

MANAGES 33% OF THE ARMY INVENTORY (CLASS IX)

LEGAL ASSISTANCE

GO TO WAR Partnerships

MARKETPLACE LEVERAGE

QUALITY

PRODUCT CONFORMANCE

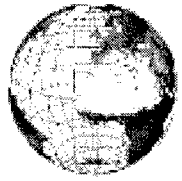
PRODUCT INTEGRITY

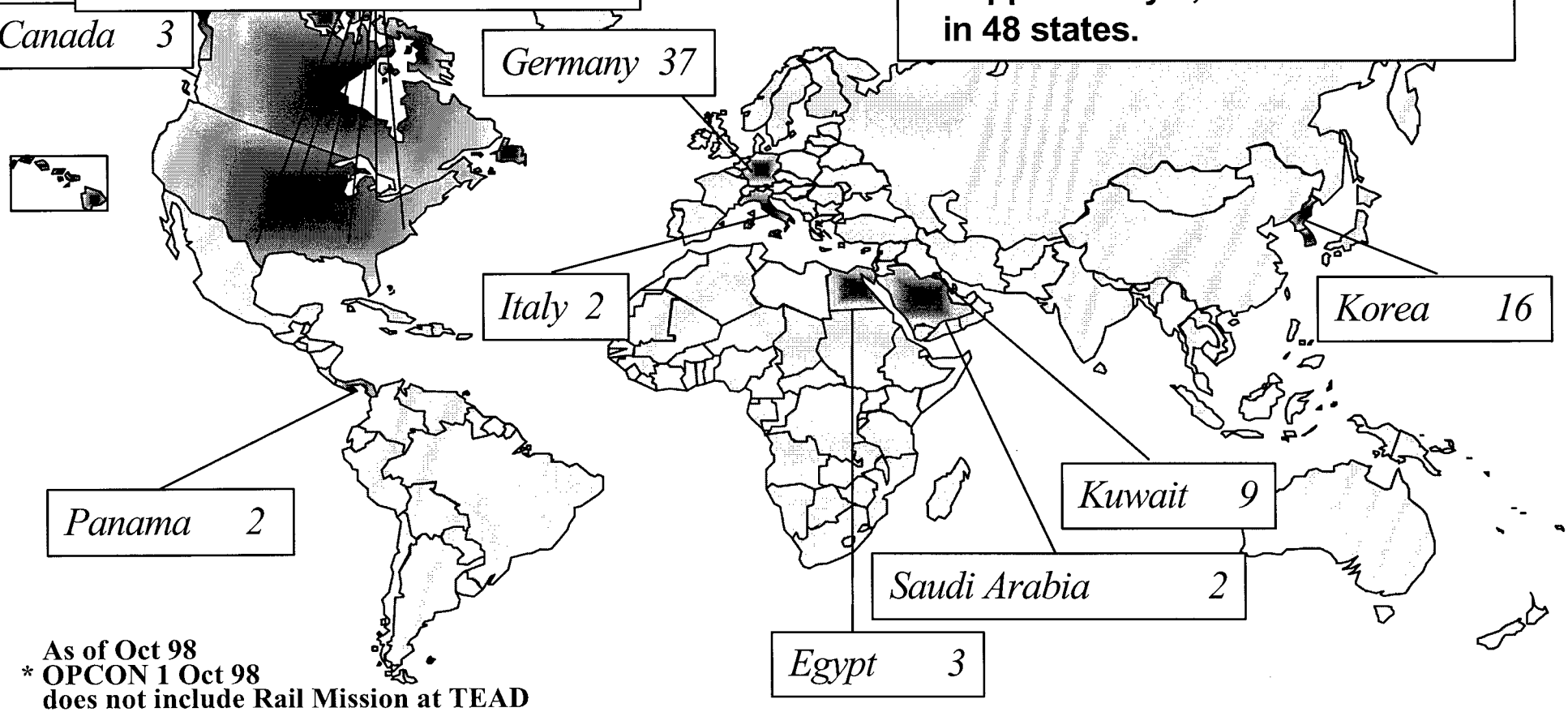
TACOM 11,913 Worldwide

Civilian and Military,

United States	11,913
TACOM-Warren HQ	3,640
TACOM-ARDEC	3,198
TACOM-ACALA	1,211
*RRAD & Camp Stanley	1,471
*ANAD	2,393

- Civilian and military strength Located at 88 sites throughout the U.S. and 8 other countries.
- Our products are in 140 countries throughout the world.
- Supported by 2,050 contractors in 48 states.



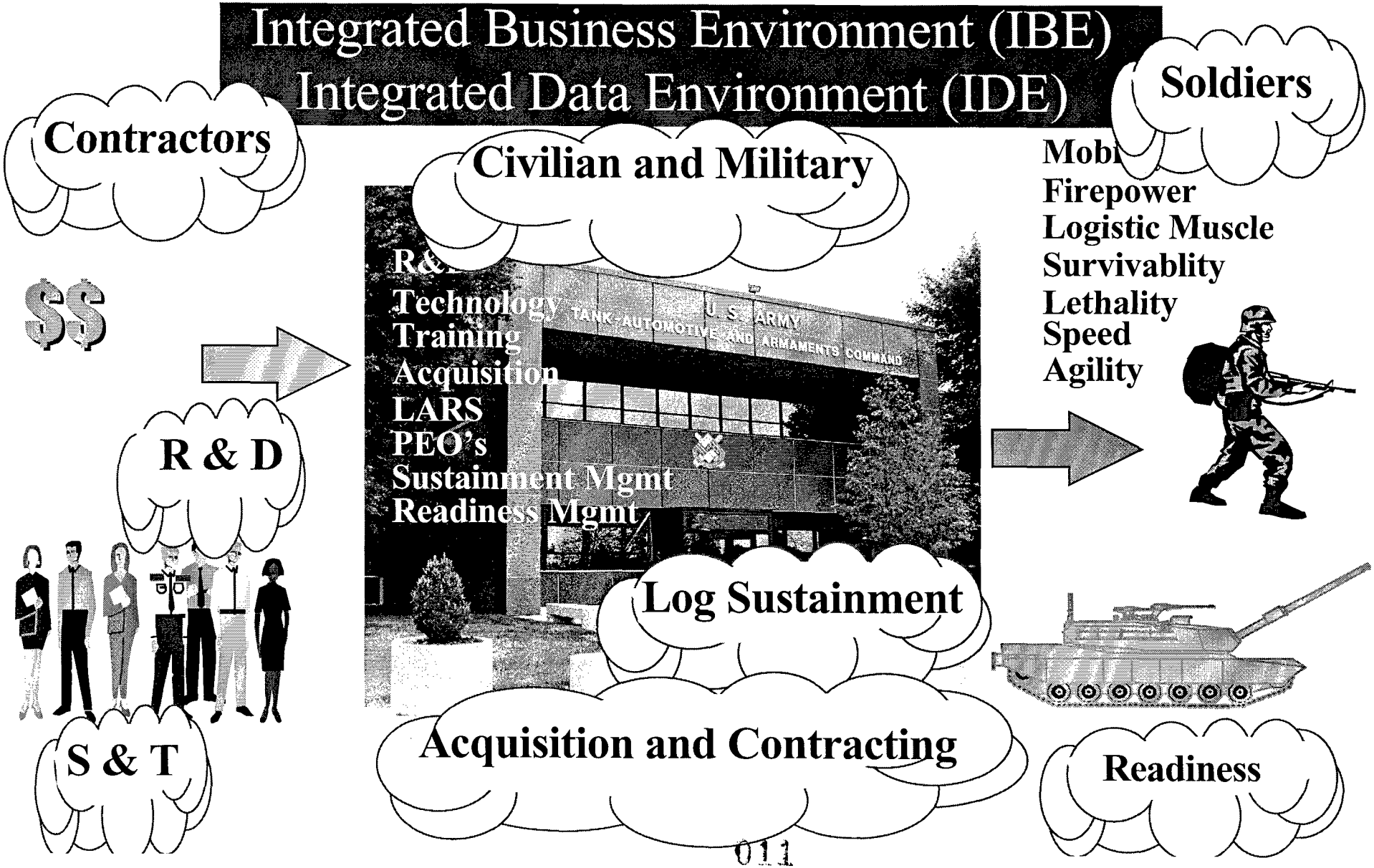


As of Oct 98
* OPCON 1 Oct 98
does not include Rail Mission at TEAD

Strategic Partnerships

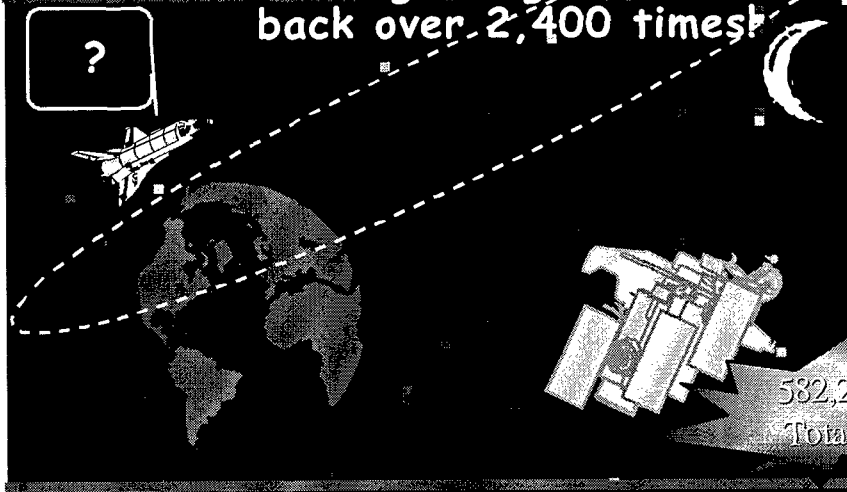
- TACOM
- Industry
- Soldiers

TACOM… The Army's Integrated Manager for Ground Combat Support Systems.



TACOM Facts!

All of TACOM's 258,897 fielded vehicles traveled enough to go to the moon and back over 2,400 times!

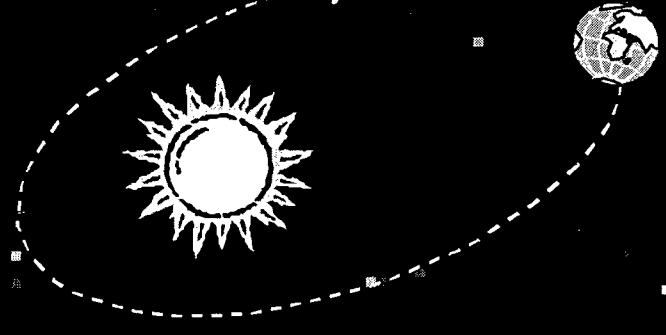


The Abrams* alone, traveled enough to go around the world more than 87 times! (2,169,387 miles)



*M1/M1A1/M1A2

The total mileage of all TACOM fielded vehicles combined is enough to travel nonstop Earth's orbit for an entire year . . .



- Bradley Fighting Vehicles (M2/M3/M2A2/M3A2)
  - Miles Driven 2,195,305
  - Rounds Expended:
    - Main Armament 2,495,931
    - Secondary Armament 4,930,274
- Artillery
  - Miles Driven 1,112,868
  - Rounds Expended:
    - Main Armament 1,157,035
    - Secondary Armament 350,280

Based on OSMIS 1996 data (12 months)

Looking At Our Business



What We're Looking For:

- Reduce Fractionated Processes
- Clear Customer Relationships
  - -- Higher
  - -- Lower
  - -- Lateral
- Fluid, Flexible Structure
- Synergized Capability
- Clear Lines of Responsibility
- Improved Management of the Corporate Mission
- Link: Functional Management to Resource Management
- Link: Business Operations to Soldier/Unit Readiness
- Link: Revenue to Readiness

Making Sustainment, Acquisition and Technology Work for The Soldier

Looking At Our Business

Business Issues



To Meet Our Vision We Must...

- Manage From The Customer Perspective
- Increase Direct Vendor Deliveries to Our Customers
- Increase Long Term Contracts With Our Vendors
- Increase the Use of Electronic Commerce
- Buy Response, Not Inventory
- Reduce Costs / Reduce the Surcharge
- Reduce the Age of Our Back Orders
- Reduce Administrative and Production Lead Times
- Reduce Inventory

Looking At Our Business

The Challenges



Reduced Budget

Declining / Lost Sales

Continued Downsizing

Streamlining Acquisition

New Commercial Practices

Manage Change

Corporate Information Management Development

Reduce The Surcharge

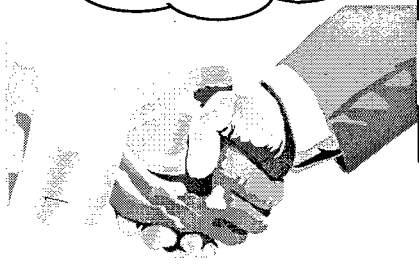
OUR PARTNERS IN INDUSTRY

Projected FY99 Total Contracts

Total Contracts

$4.6 Billion

FY98 $4.1B



LARGE BUSINESS $3.4 BILLION

SMALL BUSINESS* $ .790 BILLION

SDB FY98 $.111B

WOSB FY98 $.053B

FMS FY98 $.565B

FMS $ .413 BILLION

…Small Disadvantaged $.110 B

…Women Owned $.051 B

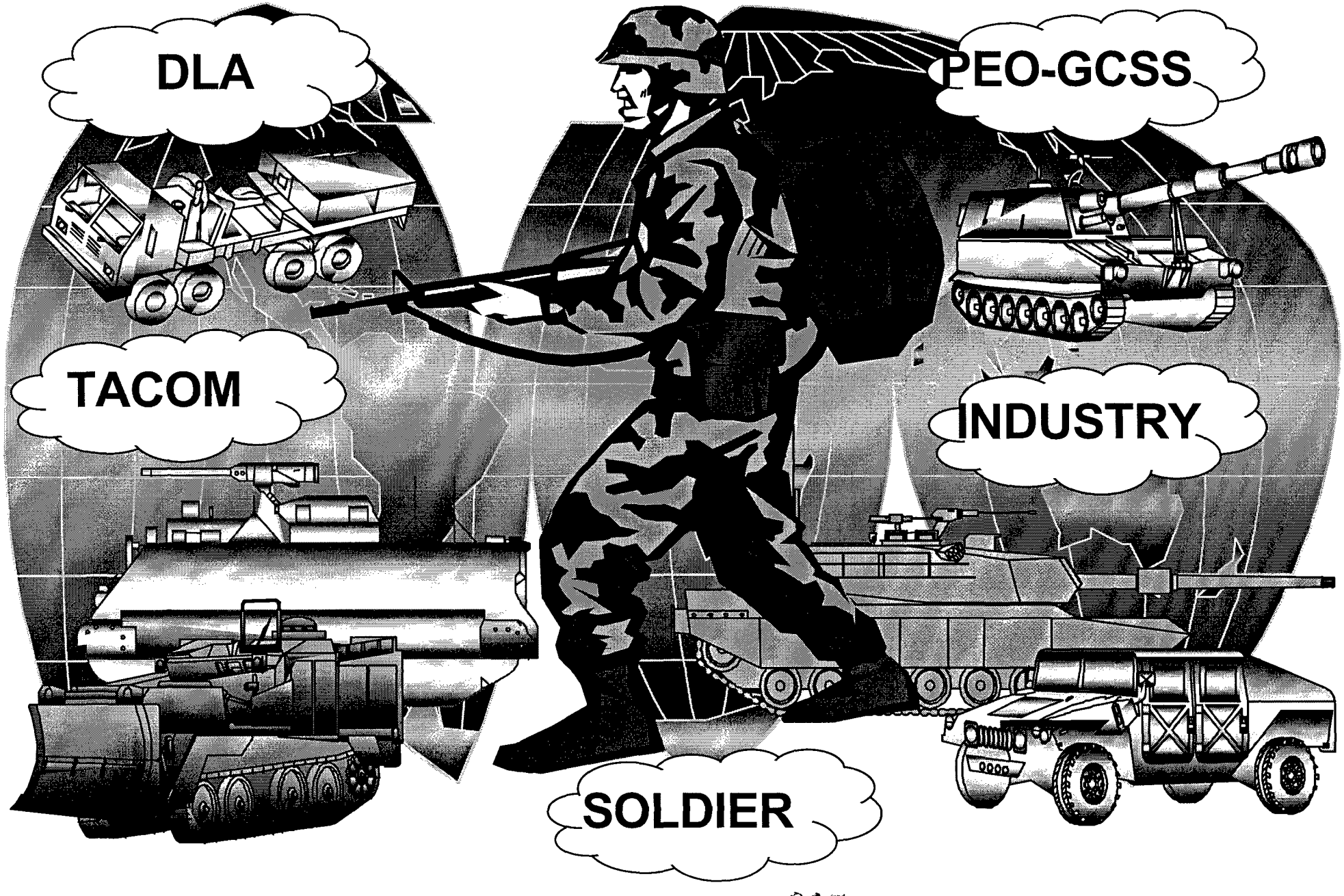
*** Small Business Goal. Computed on Total Projections Minus FMS**

AT LEAST 349,180 JOBS EXPECTED TO BE GENERATED*

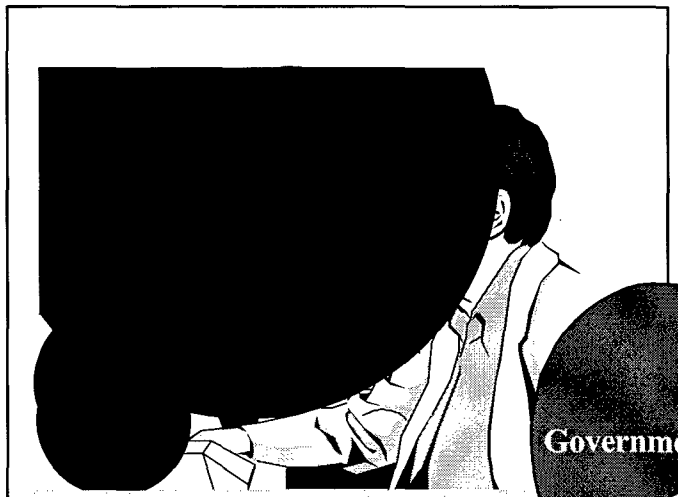


*Job Multipliers, National Chamber Foundation, 1993

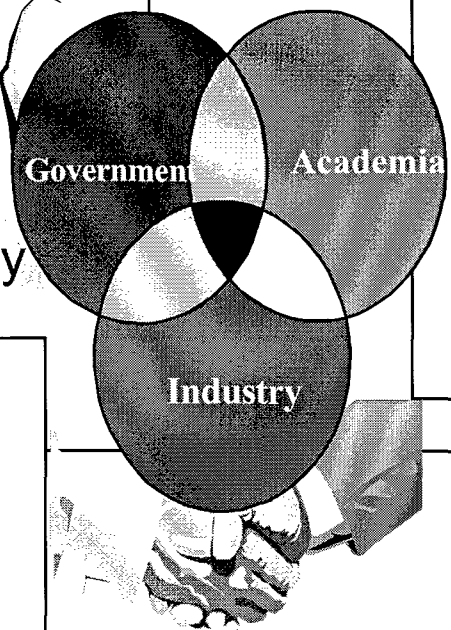
Strategic Partners and the Soldier



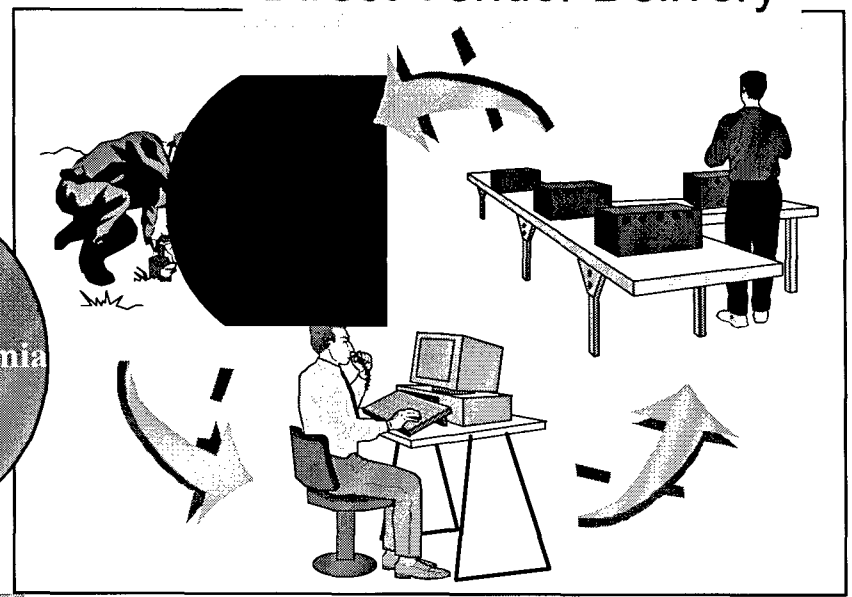
Teaming With Industry And Academia

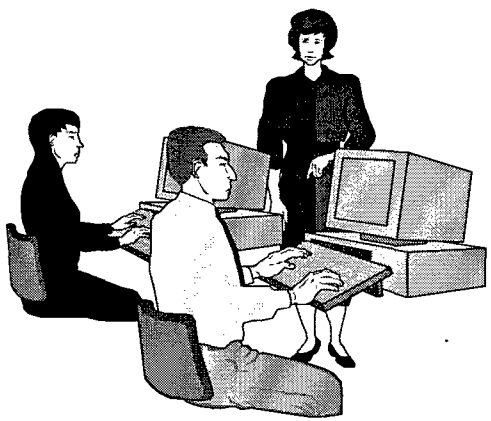


Dual Use Technology

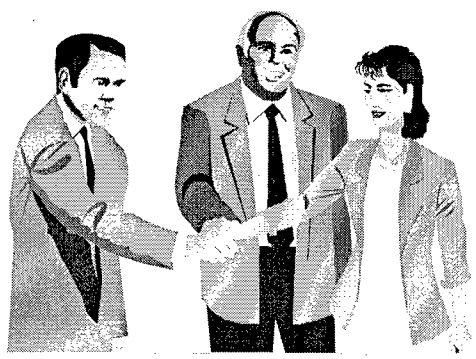


Direct Vendor Delivery





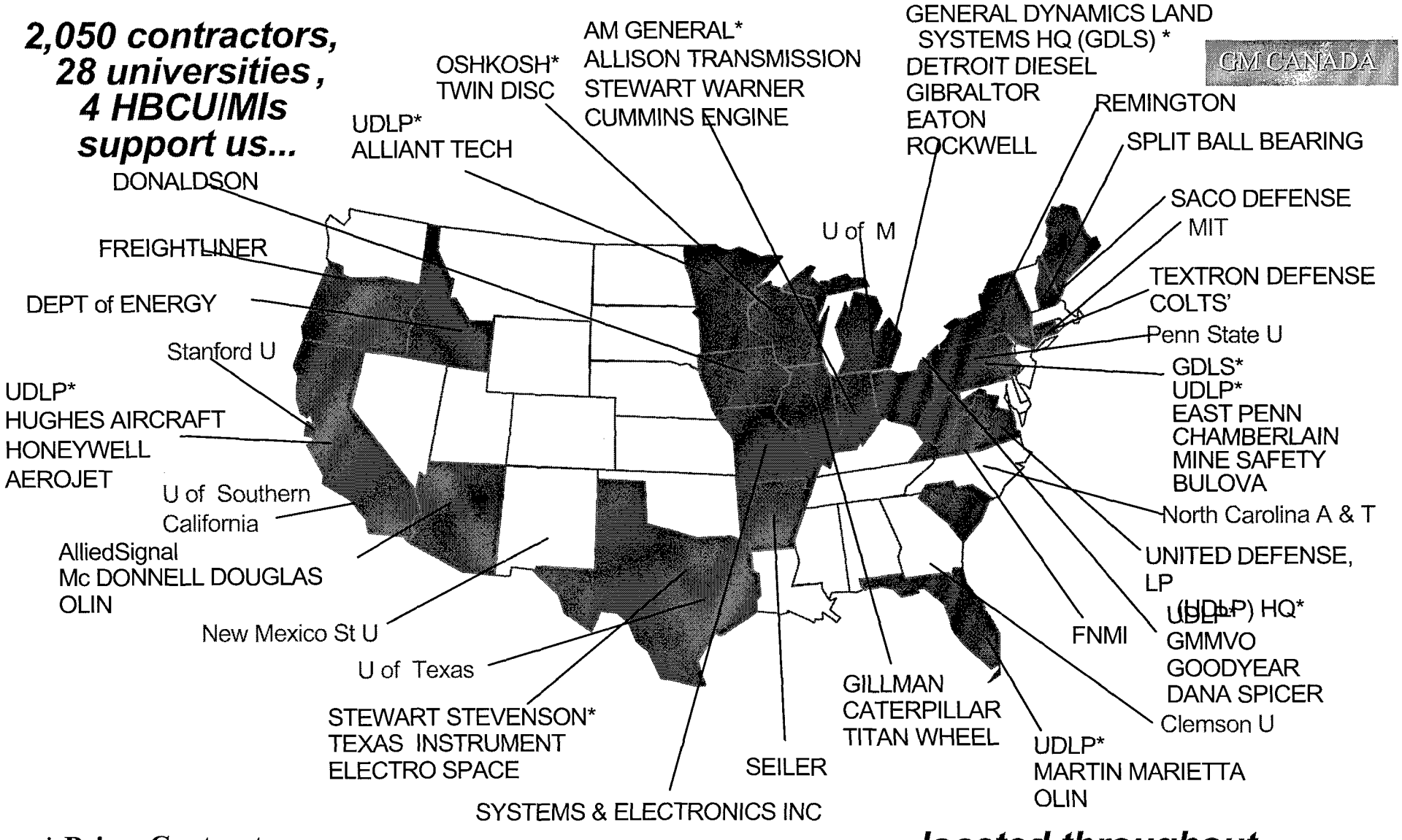
Electronic Commerce



Cooperative Research and Development Agreement (CRADA)

Weapon System Prime And Major Subcontractors In 23 States

2,050 contractors, 28 universities, 4 HBCU/MIs support us...



*** Prime Contractors**
No Contractors located in Alaska and Hawaii
As of Mar 1998

...located throughout the United States!

Partnership

- Common Goals
- Civilian/Military-Industrial Integration
- Partnering
- Purpose: Support the Soldier

COMMON GOALS

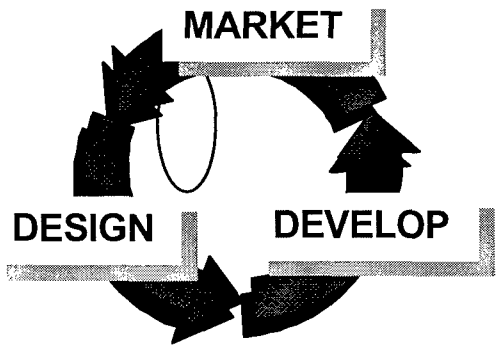
- Manage From the Customer Perspective...
- Increase Customer Satisfaction
- Reduce the Cost of Doing Business
- Work the Partnerships:

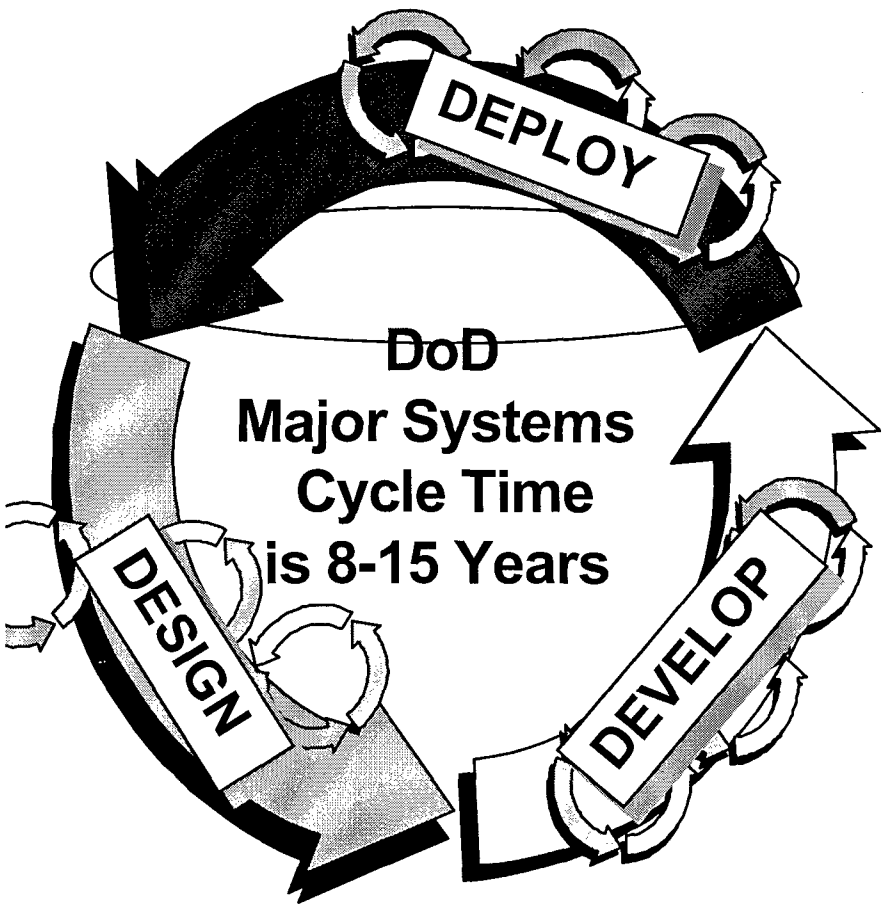


COMMITMENT TO OUR

- **Customers...**
  We Are Your Partners In Readiness
- **Suppliers...** Professional Business Relationships-- Mutually Beneficial
- **Associates...** Challenging, Satisfying Work-- A Stake In The Corporation
- **Stockholders...**
  Good Stewardship

Why Civilian/Military Industry Integration?





Commercial market has new technology 4 to 8 times faster

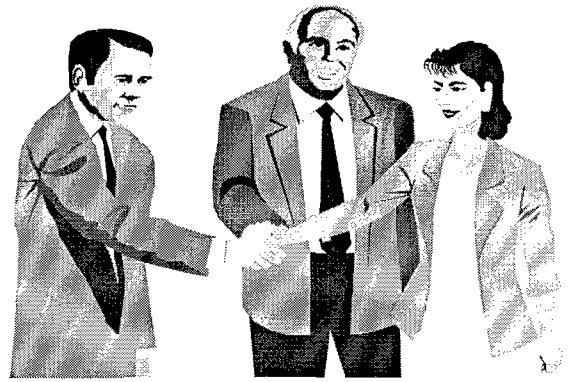
Supporting Technology is Constantly Evolving

Technology Cycle Times:

Electronics - 18 months
Control Systems - 6 yrs
Engines - 14 yrs
Structures - 25 yrs

Partnering...

- ✓ Establishes mutual goals and objectives
- ✓ Reduces contract performance time and cost
- ✓ Reduces administration, oversight and paperwork
- ✓ Improves morale, promotes professionalism, builds trust, encourages open communication
- ✓ Eliminates surprises, resolves problems
- ✓ Uses Alternative Dispute Resolution procedures





Partnering Is NOT

- ✓ Mandatory
- ✓ A one-way street
- ✓ Successful without total commitment
- ✓ A waiver of the parties' contractual rights
- ✓ Inconsistent with any acquisition-related statute or regulation
- ✓ Contrary to the government's business interests

Tools for Streamlining

- Acquisition Streamlining Thrusts
- Paperless Processes: EC/EDI
- Long Term Contracts
- Best Value
- Corporate Contracting
- Alpha Contracting
- Qualified Supplier List
- Single Process Initiative

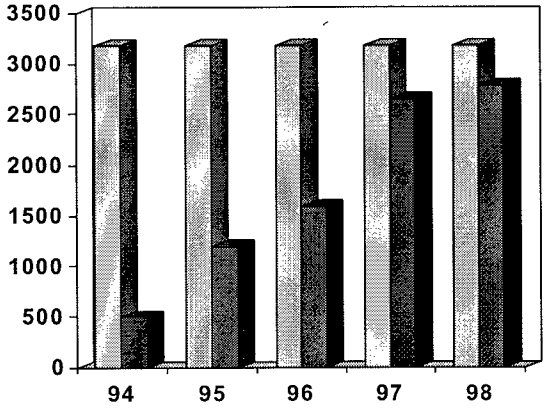
Acquisition Streamlining Thrusts

Specifications and Standards

Qualified Supplier List

Performance-Based Statements of Work

FY99 Total Obligation $4.6B

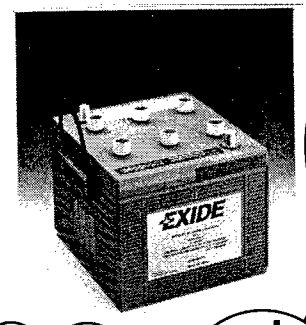


Actions to be taken

Actions completed

Best Value

Partnering/ Teaming



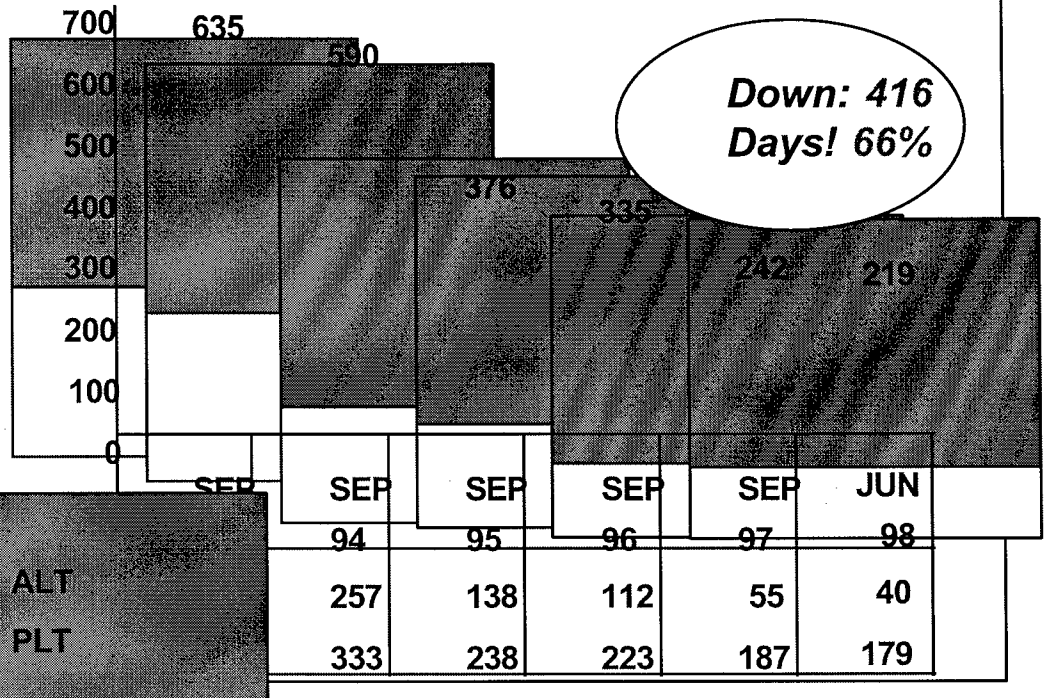
Single Process Initiative

Alpha Contracting Cut Time To Award Over 50%

Long Term Contracts More Than 35% Of Spares On 3-5 Yr Contracts

ALT/PLT REDUCTION

BUDGET STRATIFICATION DOLLAR-WEIGHTED DAYS



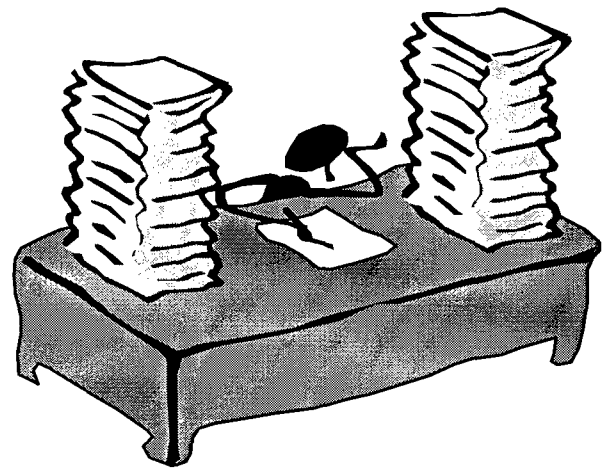
Down: 416 Days! 66%

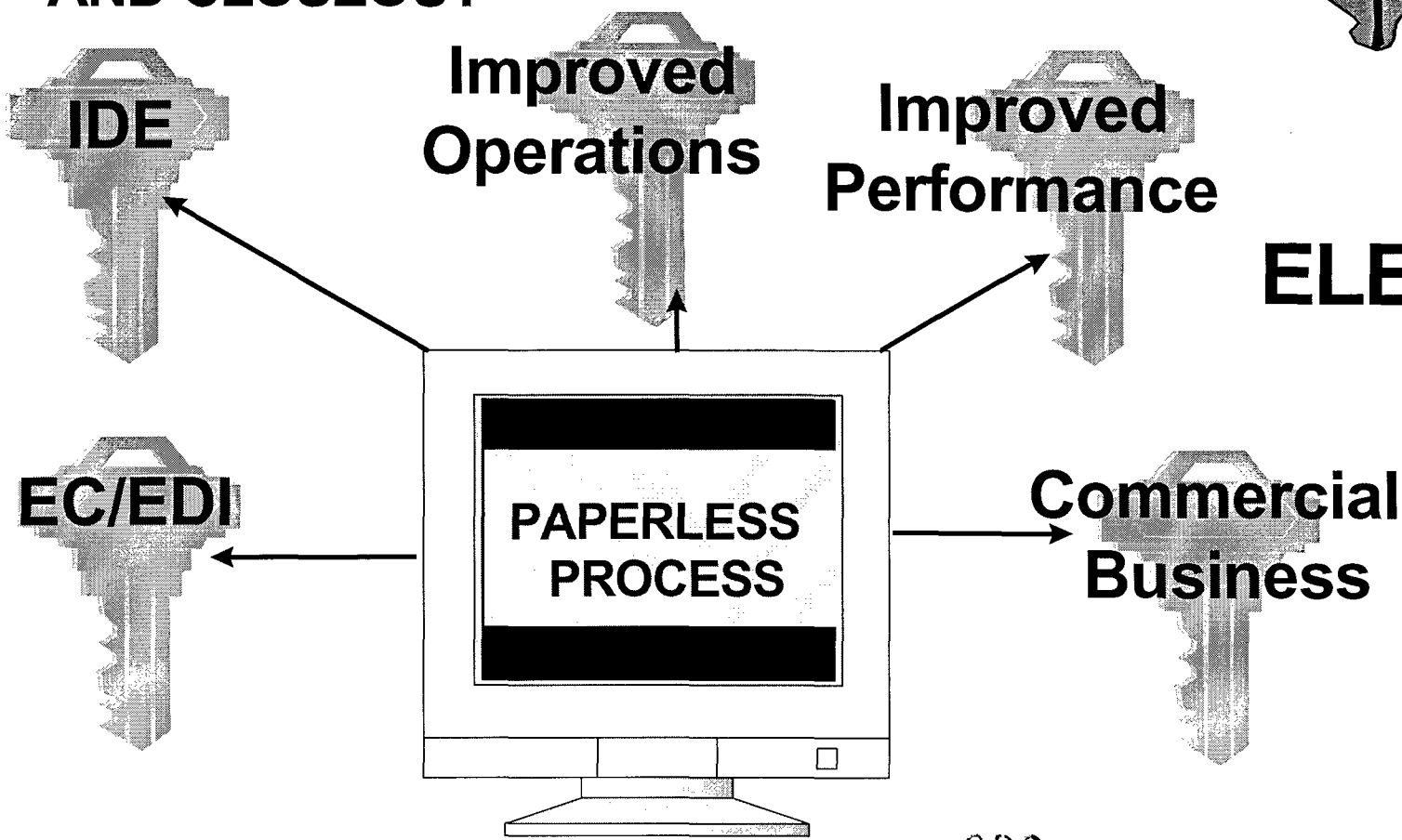
Exceeded AMC FY98 Strat, Linear Goals

Exceeded TACOM FY97 280 day goal

PAPERLESS ACQUISITION PROCESS

TO DEVELOP A PROCESS WHERE NO PAPER IS MANDATED IN THE ACQUISITION OF AN ITEM FROM REQUIREMENT DEFINITION THRU CONTRACT AWARD, ADMINISTRATION AND CLOSEOUT

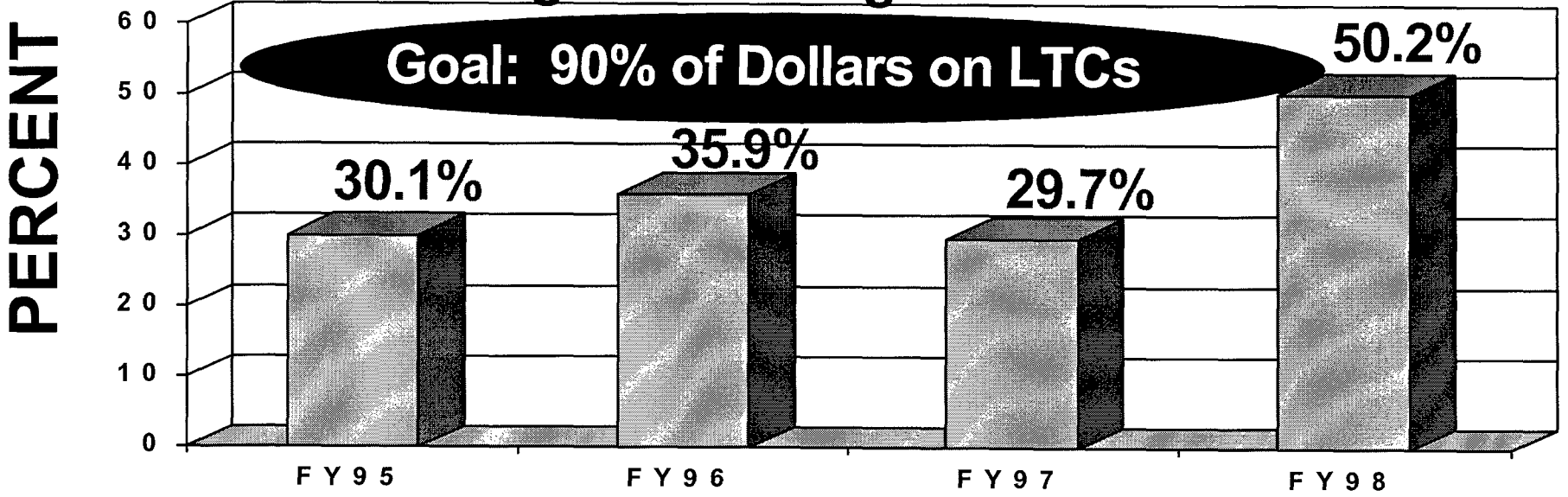




ELECTRONS ARE US

Long Term Contracts

Dollars Obligated on Long Term Contracts



	FY95	FY96	FY97	FY98
$ AWD	118.2M	191.1M	132.5M	160.7M

Best Value Contracting

Expected Outcome of Best Value Acquisitions:

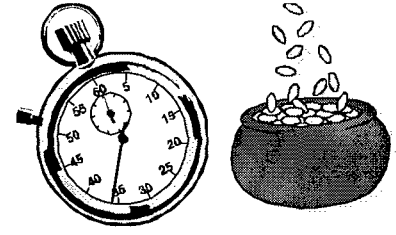
Needs Met in Most Effective, Economical & Timely Manner

May Trade Off Price, Technical Solution, Past Performance

Corporate Contracts

g Term Contracts which cover a range of supplies / services

Supports the Needs of Many Agencies & Customers



Reduced Admin Cost and Improved Efficiency

Reduce Time

Reduce Cost

Alpha
ontracting

Clearly Defined Requirement is Necessary

QSL

Qualified Supplier List

QSL Suppliers Compete for Non-Complex Items

SPI

Single Process Initiative

One Plant One Process for Military & Commercial

Business Process Improvement

- Acquisition Reform
- Technology
- Business Environment
- Business Process

e things have not changed

Buy response, not inventory...

ISITION REFORM . . . IS IT WORKING?

Acquisition Reform Implementation Assessment Team

Acquisition Reform: A Journey... Not a Destination

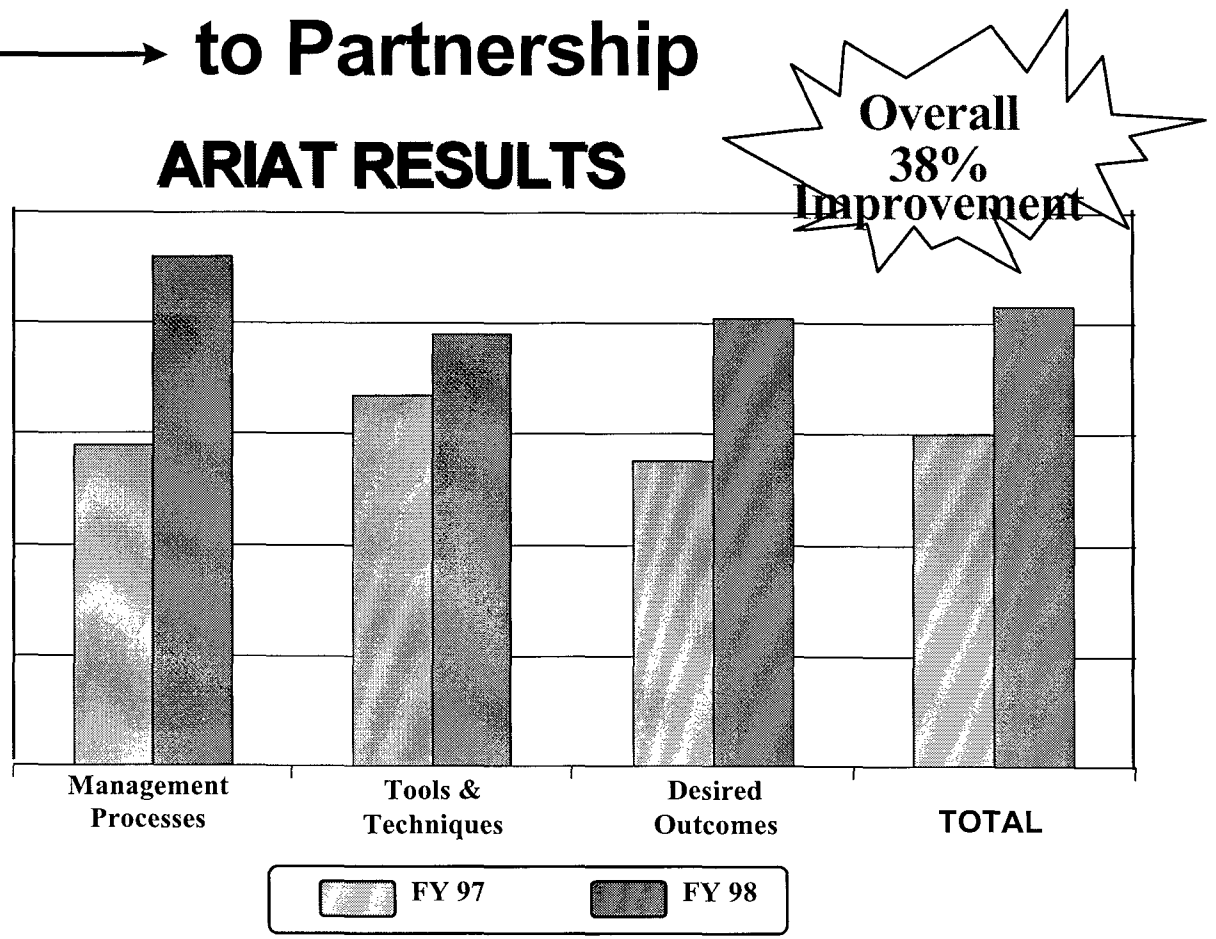
It has to work... From General Officer ⟶

To Contracting Officer ⟶ to Contractor ⟶

⟶ to Partnership

- Management Processes
- Tools & Techniques
- Contract Mgmt Review
- Desired Process Outcomes

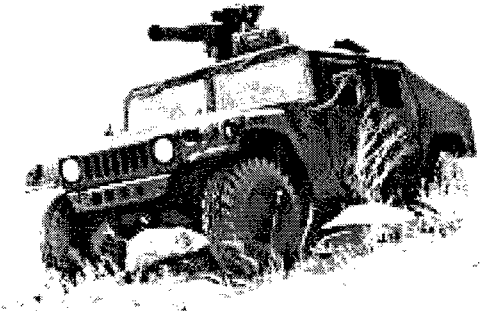
Shared Risk
Shared Responsibility
Shared Objectives
Shared Benefits



Y NEEDS ARE CHANGING

TODAY'S ARMY

- Smaller, More Lethal
- Increased OPTEMPO
- Power Projection



RAPID TECHNOLOGY CHANGE

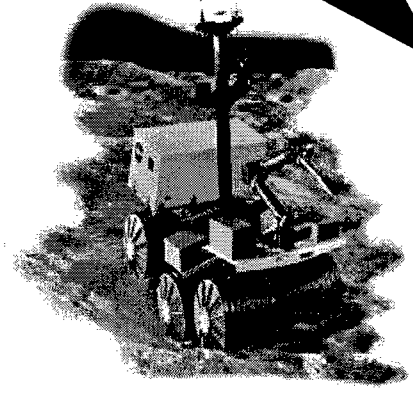
RISK

CORE COMPETENCIES

BEST VALUE

ARMY XXI

- Information Dominance
- Revolution in Business Affairs
- Increase in Technology Insertion

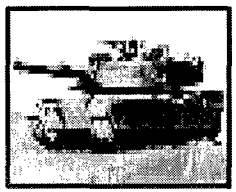


ARMY AFTER NEXT

- Leap Ahead Technology
- Real-Time Log Control
- Precision Logistics

Technology Generation and Application

Research and Development Supporting The Business Of War





Acquisition Excellence

Technology Generation & Application

Logistics Power Projection

Cost Reductions

Improved Quality

CURRENT READINESS

ENGINEERING & SUPPORT

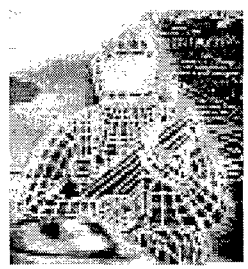
O&S COST REDUCTION (OSCR)

MODERNIZATION THROUGH SPARES (MTS)

HORIZONTAL TECHNOLOGY INTEGRATION (HTI)

FUTURE READINESS

ARMY XXI and AAN



FORCE XXI

MTS

Operational Capability

Operational Efficiency

HTI

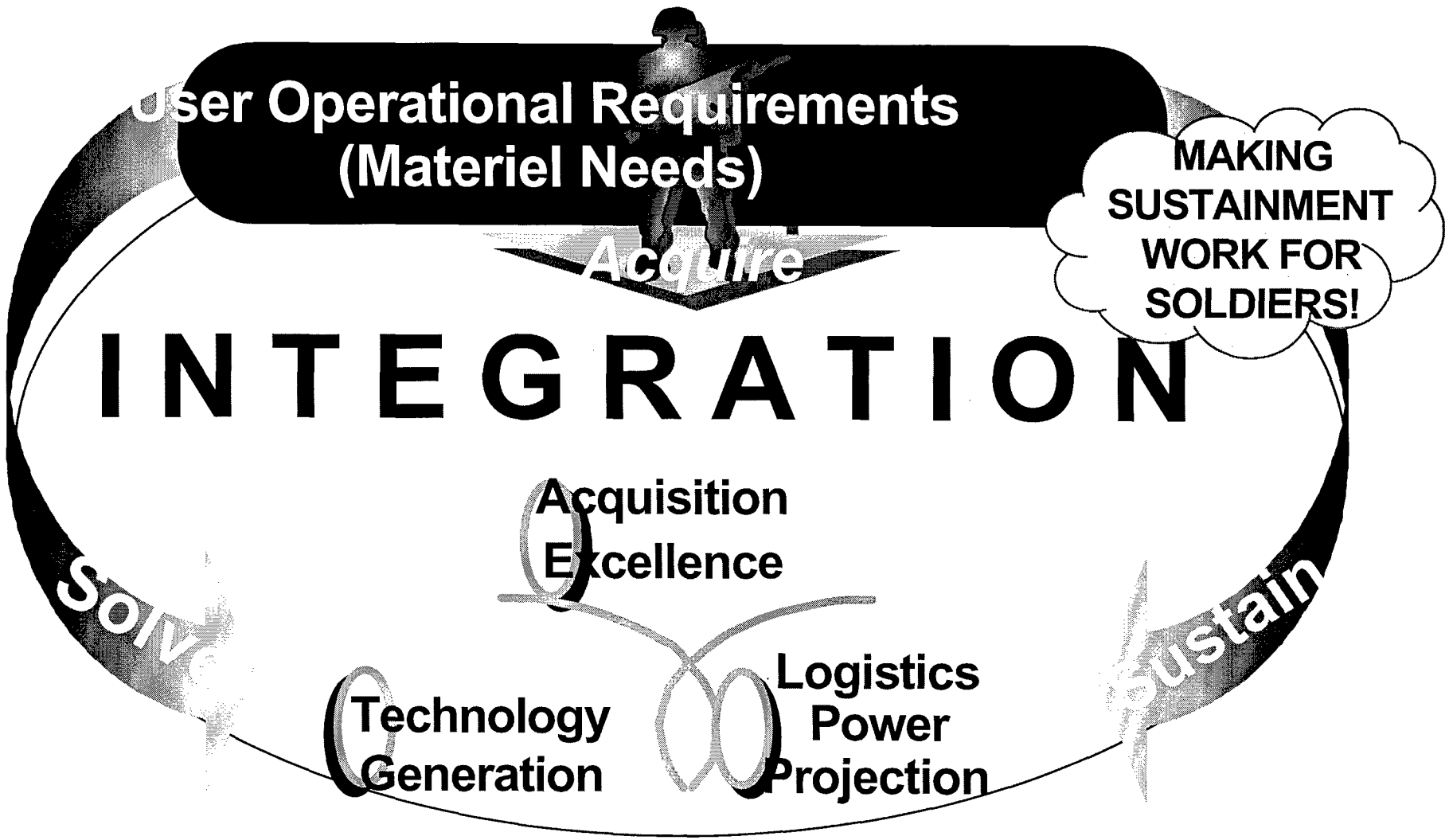
Making Technology Work For The Soldier

Forming Partnerships for Success

Critical Elements

- Time and Readiness Issues
- Technologies We Support
- Many Players Involved At Many Levels

SPEED WILL BE MORE CRITICAL

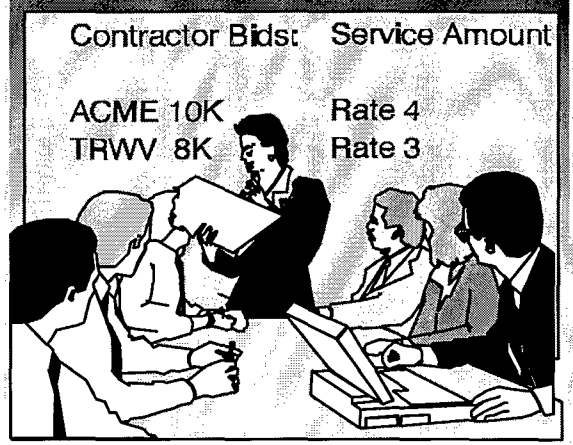


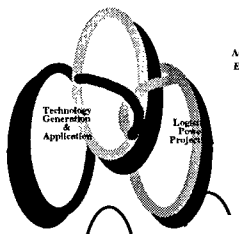
READINESS Result . . .

Logistics Power Projection

Materiel Management Supporting The Business Of War

Partnerships With DLA





MAINTAIN TECH DATA…
7.5M DRAWINGS

CONSUMABLE/
REPARABLE/IT MS

964,000 NSNs SUPPORTED BY ENGR

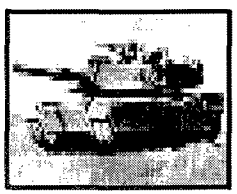
3,341 SYSTEMS (NSNs) SUPPORT WEAPON SYSTEM READINESS

DLA suppo
51% of Stoc
NSNs for TA
SORTS Syste

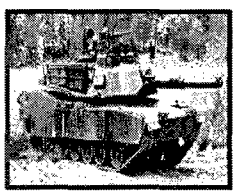
RECEIVES & FILLS CUSTOMER ORDERS …$1.2B

Supports Soldiers Around The World

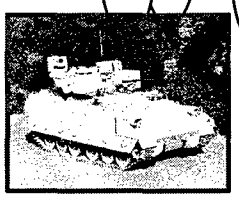




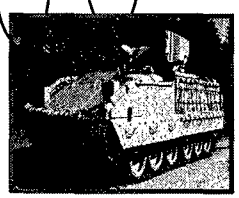
M1A1 ABRAMS



M1A2 ABRAMS



M3 BRADLEY CFV



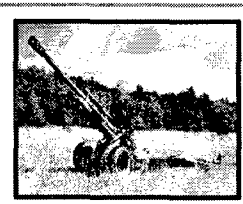
M2 BRADLEY IFV



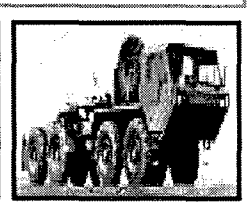
M109 PALADIN A6



M966 HMMWV



M198 155mm Med Howitzer



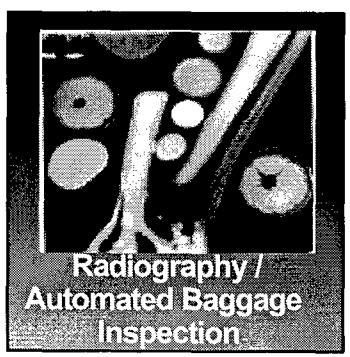
M983 HEMTT TRACTOR

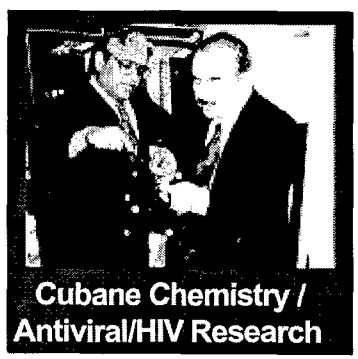
Making Sustainment Work For The Soldier

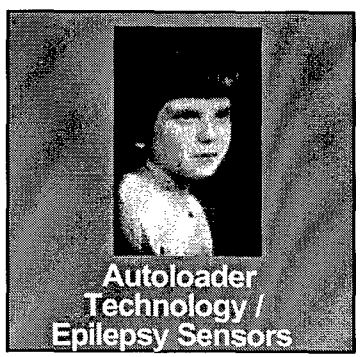
Meeting The Challenge Of The Future With Dual Use Technologies

✳ **Collision Warning System**	⟷	✳ **Truck Convoy Safety**
✳ Radiography	⟷	✳ Automated Baggage Inspection
✳ **Cubane Chemistry**	⟷	✳ **Antiviral/HIV Research**
✳ Autoloader Technology	⟷	✳ Epilepsy Sensors
✳ Four Stroke Direct Injected Diesel Engine	⟷	✳ Lightweight, Fuel Efficient Future Engines
✳ Waste Oil Reutilization	⟷	✳ Fuel Savings & Disposal of Used Eng Oil
✳ Metal Matrix Composites	⟷	✳ Improved Composite Performance
✳ TACTICS an Engineering-Domain Integrated Infrastructure	⟷	✳ Compatibility for Dissimilar Computer Systems
✳ Shaped Charge Warheads	⟷	✳ Oil and Gas Exploration



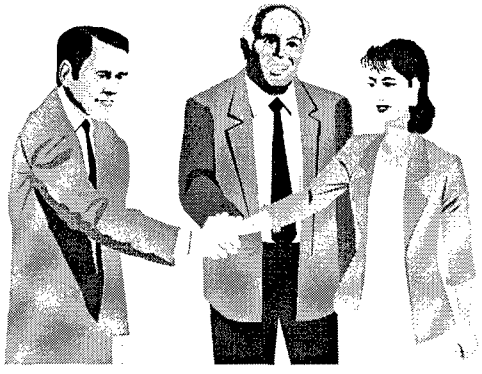






What's Good For America's Army... Is Also Good For America

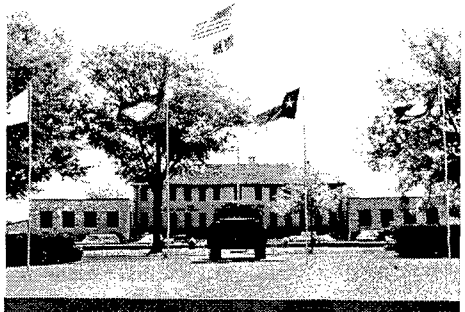
LOG FOCUS SUSTAINMENT



Contractors

PALADIN
BFVS
HEMTT
M939
M1

TACOM - THE SUSTAINMENT INTEGRATOR -



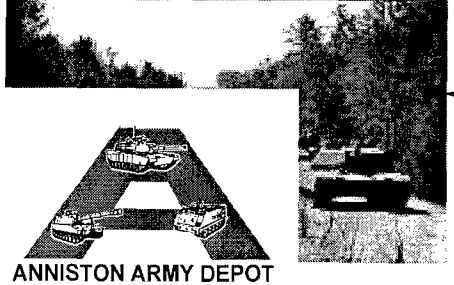
Red River Army Depot

TACOM MANAGES 71% OF THE ARMY'S REPORTABLE EQUIPMENT DENSITY.

SOLDIER MECHANICS: MANPOWER

SOLDIER MECHANICS: TRAINING

Anniston Army Depot



ANNISTON ARMY DEPOT
WEAPONS ◆ COMBAT VEHICLES ◆ AMMUNITION

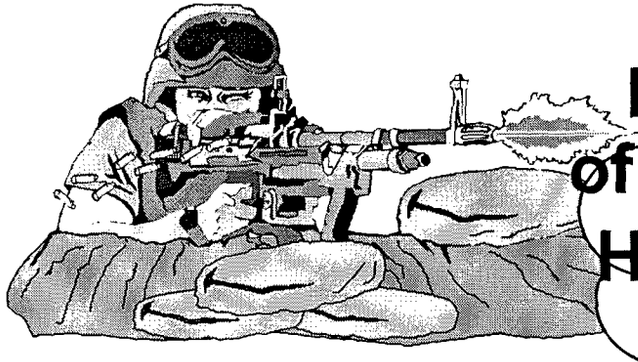
FOCUSED SUSTAINMENT

- DIAGNOSTICS
- TRAINING
- ON DEMAND MECHANICS
- LOG DATA PRODUCTS

Why It's Important That We Do Th

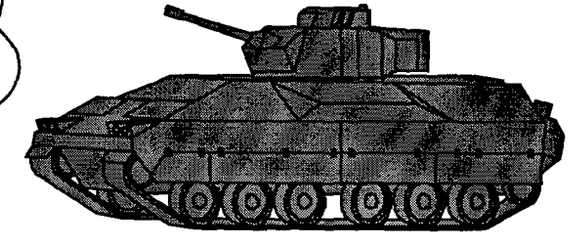
- Technology Revolution
- Logistics Revolution: Buy Response, Not Inventory
- DoD's Increased Mission Responsibilities/Declining Resources
- For Our Own Survival

THE TECHNOLOGY REVOLUTION



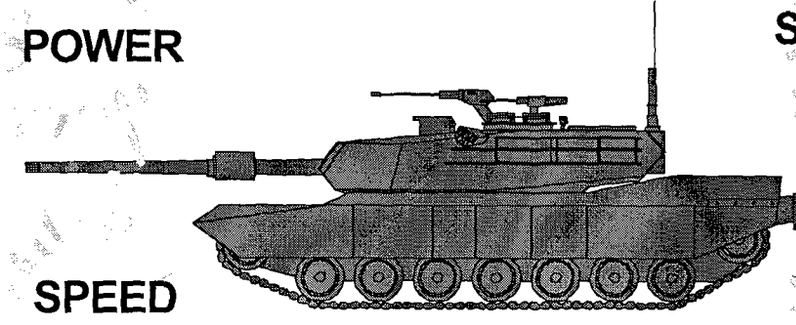
Rapid insertion of best technology

Highly reusable systems



New power sources

Lighter, stronger materials



Technology Applications

- Smart/Brilliant Munitions
- Sensors
- Robotics
- Advanced Mfg Processes
- Fuels
- Satellite Communications
- Intelligent Networks
- Voice Activated Automation
- Diagnostic Systems
- Artificial Intelligence
- Nanotechnology

A Revolution in Business Affairs . . .

- Reducing Overhead & Streamlining Infrastructure
- Taking Maximum Advantage of Acquisition Reform
- Competitive Sourcing and Privatizing
- Leveraging Commercial Technology, Dual-Use Technology & Open Systems
- Partnering with Business and Industry to Leverage Resources
- Reducing Unneeded Standards & Specifications
- Utilizing Integrated Process & Product Development
- Increasing Cooperative Development Programs With Allies

Positions Us to Win on the Battlefield of Change

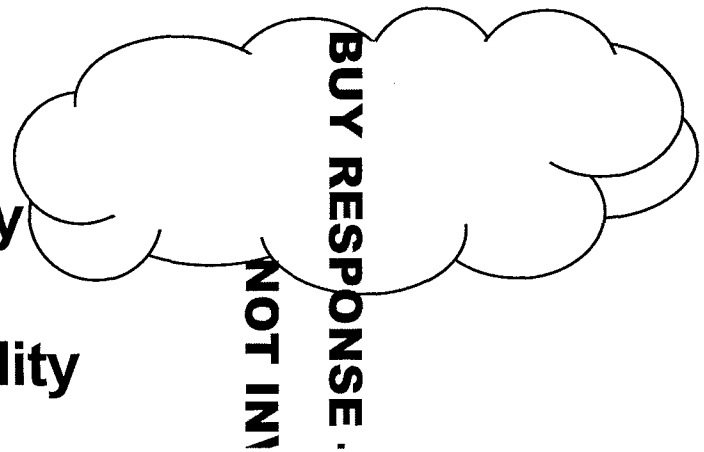
LOGISTICS REVOLUTION

- ✓ Distribution-Based: Logistics Velocity, not Logistics Mass
- ✓ Real-Time Situational Understanding
- ✓ New Organizational Designs With a Seamless Logistics System
- ✓ Supporting Our Soldiers' Needs



Objectives of Logistics Revolution

- Improve service to the warfighter
- Reduce costs to enable modernization
- Eliminate infrastructure while dramatically improving response time
- Reduce logistics footprint to enhance agility



CHANGING FOR OUR OWN SURVIVAL

Old Ways CANNOT Be New Ways!

ARMY NEEDS

- Rapid Deployment
- Battlefield Mobility
- Maximum Flexibility
- Situational Awareness

Power Projection



300% Increase in Mission Commitments



1989 1996

Mass of Logistics Systems

- 72 Log Systems/Hundreds of Databases
- Secondary Item Inventory $9 Billion
- Five Maint Levels from Operation to Depot
- Over 7 Million Requisitions Annually

Army Resources

	FY89	FY03	%
Civ	403K	233K	42
Mil	769K	495K	36



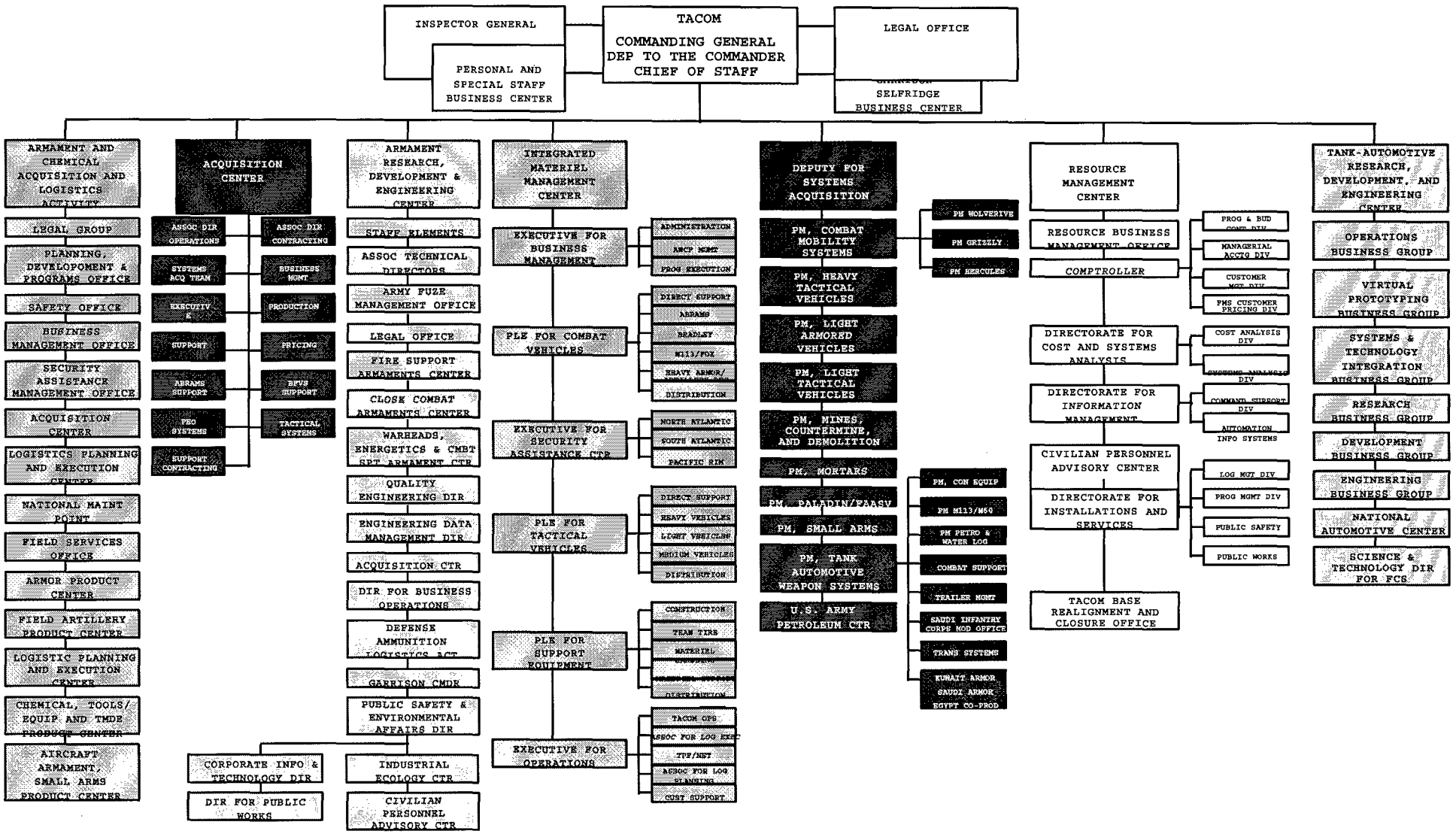


Velocity

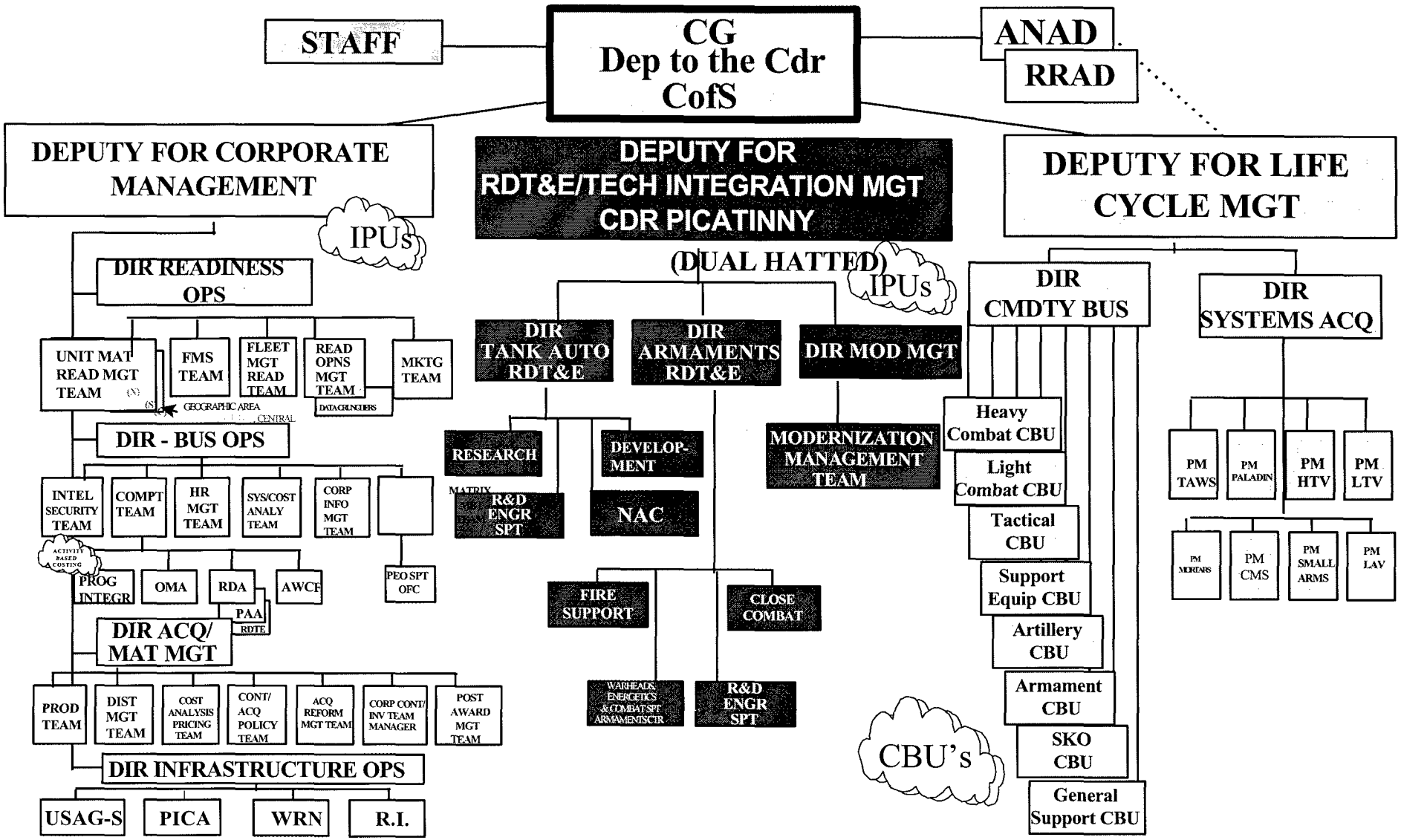


Precision

Tank-automotive and Armaments COMmand



TACOM of the Future (Concept)

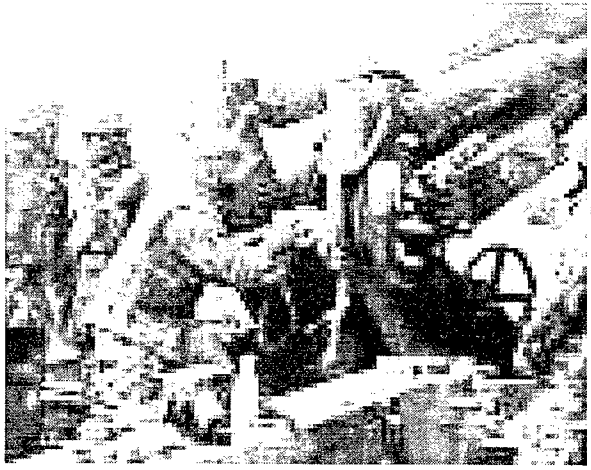


- Change Brings Opportunities For...

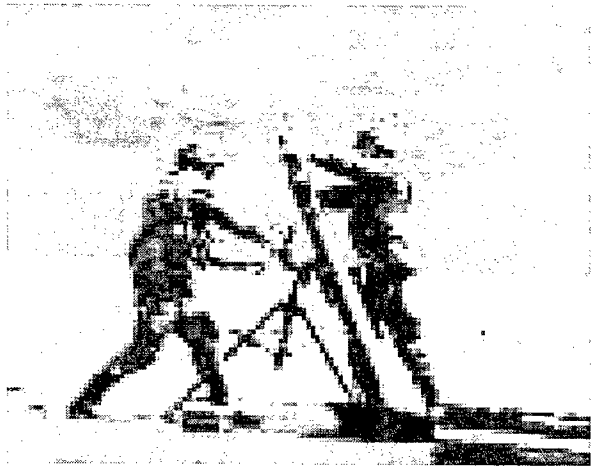


Enhanced Defense Posture & Readiness

RIGHT STUFF……..RIGHT PLACE……..RIGHT TIME



Successful Organizations Will Seize the Opportunities That Change Brings!

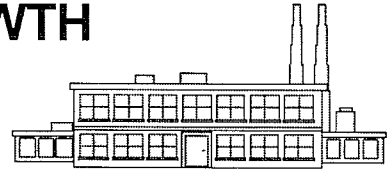


Enhanced Business Growth

LEADER BASED…BUSINESS CENTERED...CUSTOMER-FOCUSED FIRMS



WILL FIND GOOD OPPORTUNITIES FOR GROWTH

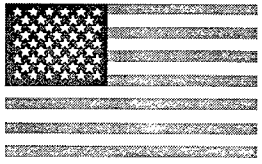


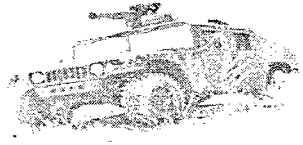
Enhanced Security & Stability for Society

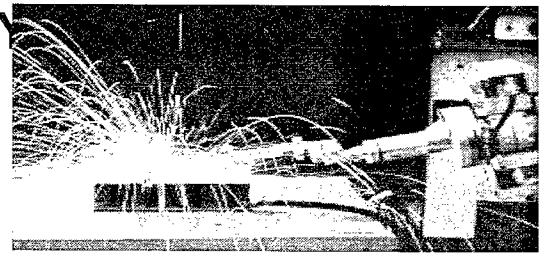
STRONG DEFENSE POSTURE….STRONG INDUSTRIAL BASE….

WILL HELP PROMOTE A STRONG SOCIETY









›bal Security Environment Has Changed

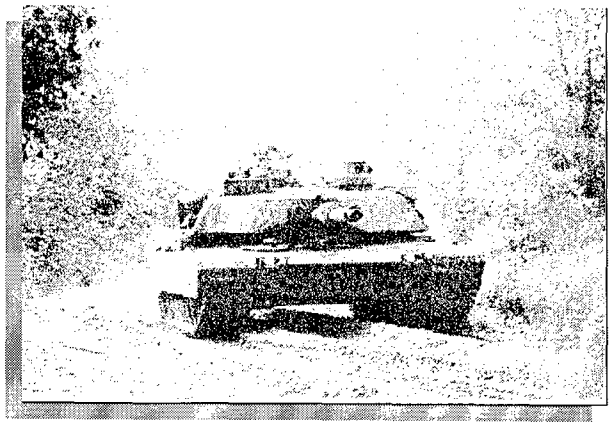
- Regional Instabilities
- Increasing Potential for Asymmetric Threats
- Proliferation of Advanced Technology
- Key Uncertainties (Russia & China)
- Transnational Dangers
- Domestic Threats/Weapons of Mass Destruction
- Complex Human Emergencies

Suggesting Increased Demand for Land Forces

Our Nation's Defense Strategy Has Changed . .

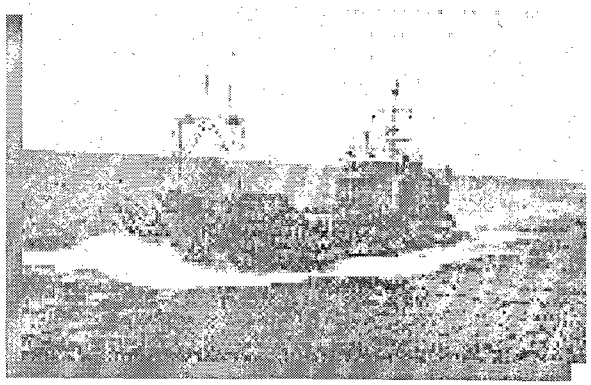
Shape

The International Security Environment



Respond

To the Full Spectrum of Crises



Prepare Now

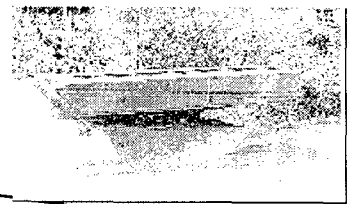
To Meet Future Challenges

In Response to the Changing Global Security Arena

Bottom Line

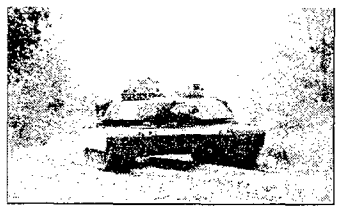


The World Has Changed...

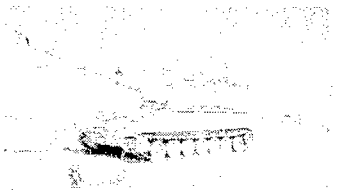


SO

TACOM Must Change....



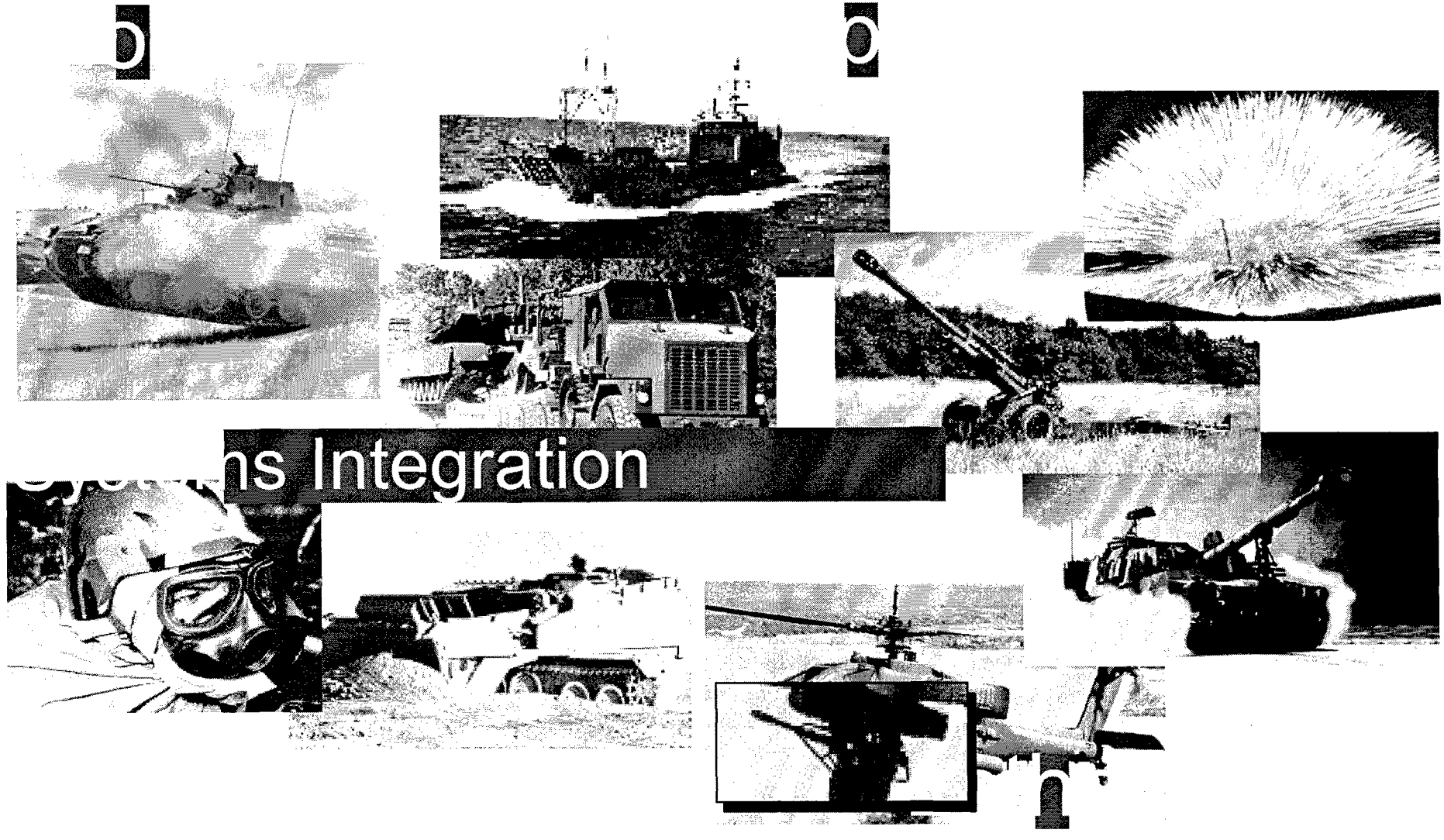
and



We Are Changing!!!

Tank-automotive & Armaments COMmand

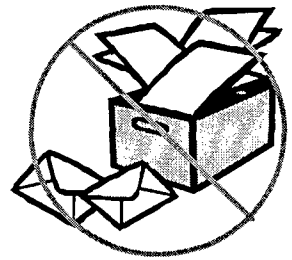
We Are Your Partners In Readiness



How We Can Help

- Production Lead Time Improvements
- Join the Movement Toward Electronic Commerce
- Embrace Quality Reforms at All Levels
- Effective Partnerships Help All of Us Succeed

TACOM



INTEGRATE AND AUTOMATE ALL ACQUISITION PRE- AND POST-AWARD DOCUMENTS AND PROCESSES

ULTIMATE TACOM ALT GOAL 48 HOURS!!!

TACOM STRETCH GOALS FOR FY00 = 190 DAYS:

ALT = 4O DAYS

PLT = 150 DAYS

PRODUCTION LEAD TIME IMPROVEMENTS

SOLDIER



PARTNERSHIPS HELP US ALL SUCCEED

DLA



EMBRACE QUALITY REFORMS AT ALL LEVELS

INDUSTRY

to Expect From This APBI

• Vision

A fully integrated business environment connected by a fully integrated data environment using commercial business processes to integrate business operations within each organization, across major Commands, across Services, across DoD and across Industry.

• Communication

We need your insight to help us improve our business, to discuss emerging strategies and technologies, to resolve problems, to alert us to potential opportunities for growth and to consider possible resources for next year.

• Visibility

Bringing us all together to look inside our processes, to understand our environment, to discuss, debate, and to understand emerging insights that are important to us



nitted To Excellence... Routinely

LINKING BUSINESS PRACTICES...TO WARFIGHTING

AMC

TACOM

Mobility and Firepower for America's Army

TACOM

"Building Partnerships for the 21 st Century"

THE TACOM MARKET: AN OVERVIEW

Advanced Planning Briefing For Industry

Presented by Mr. Daniel G. Mehney
Director of Acquisition Center

27 October 1998

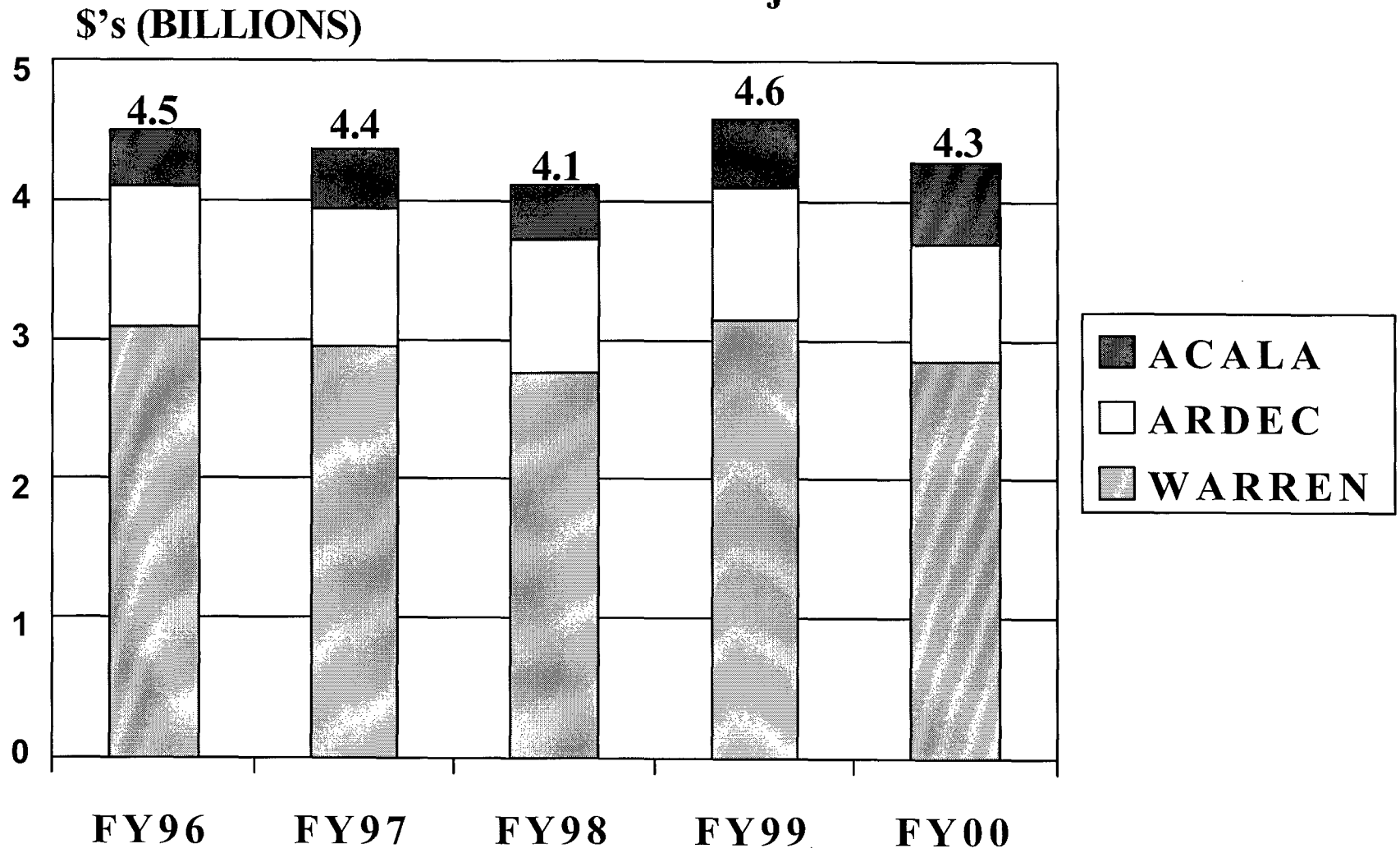
- **CONTRACTING BUDGET**
- **ITEMS FOR PROCUREMENT**
- **REFORM AND STREAMLINING**
- **PROCUREMENT POINTS OF CONTACT**

WHAT WE BUY

ARDEC	WARREN	ACALA
R&D and Initial Production	R&D, Production Sustainment	Production, Sustainmen
MUNITIONS	COMBAT VEHICLES	COMBAT VEHICLE ARMAMENTS
WEAPONS & ARMAMENTS SYS	TACTICAL VEHICLES/TRAILERS	TRAINING DEVICES
FIRE CONTROL SYS	SUPPORT EQUIP	CHEMICAL DEF
FUZES	TACTICAL BRIDGES	RIFLES
WARHEAD MISSLES	FUEL & WATER DISTRIBUTION SYS	MACHINE GUNS
ROCKET MOTORS	WATER CRAFT & RAIL CARS	HANDGUNS
TRAINING ITEMS		AIRCRAFT ARMTS
LOGISTICS AND GENERAL SUPPORT		MORTARS
POLLUTION PREVENTION		RECOVERY VEH
		FIRE CONTROL SYS
		CANNONS 105-165MM

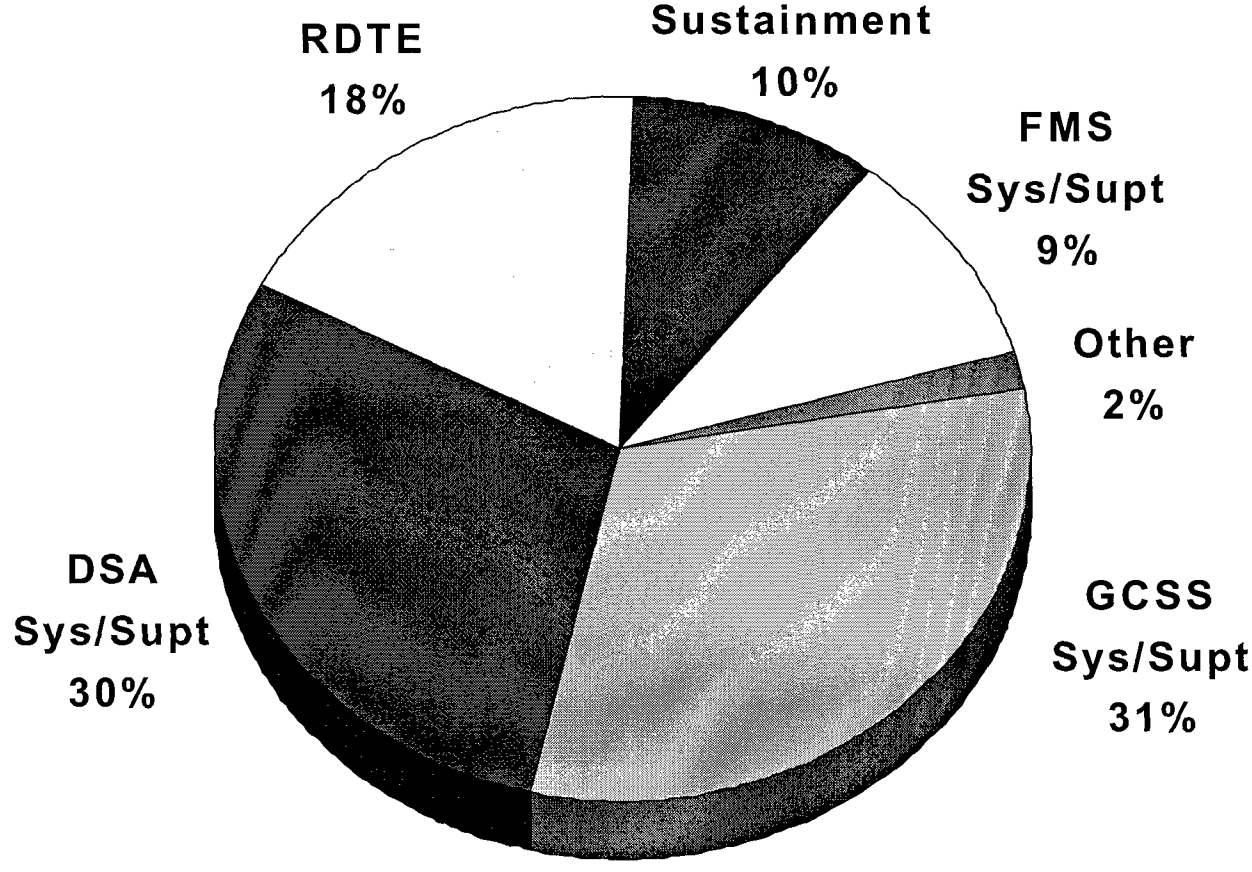
TACOM TOTAL CONTRACTS $'S

Historical and Projected



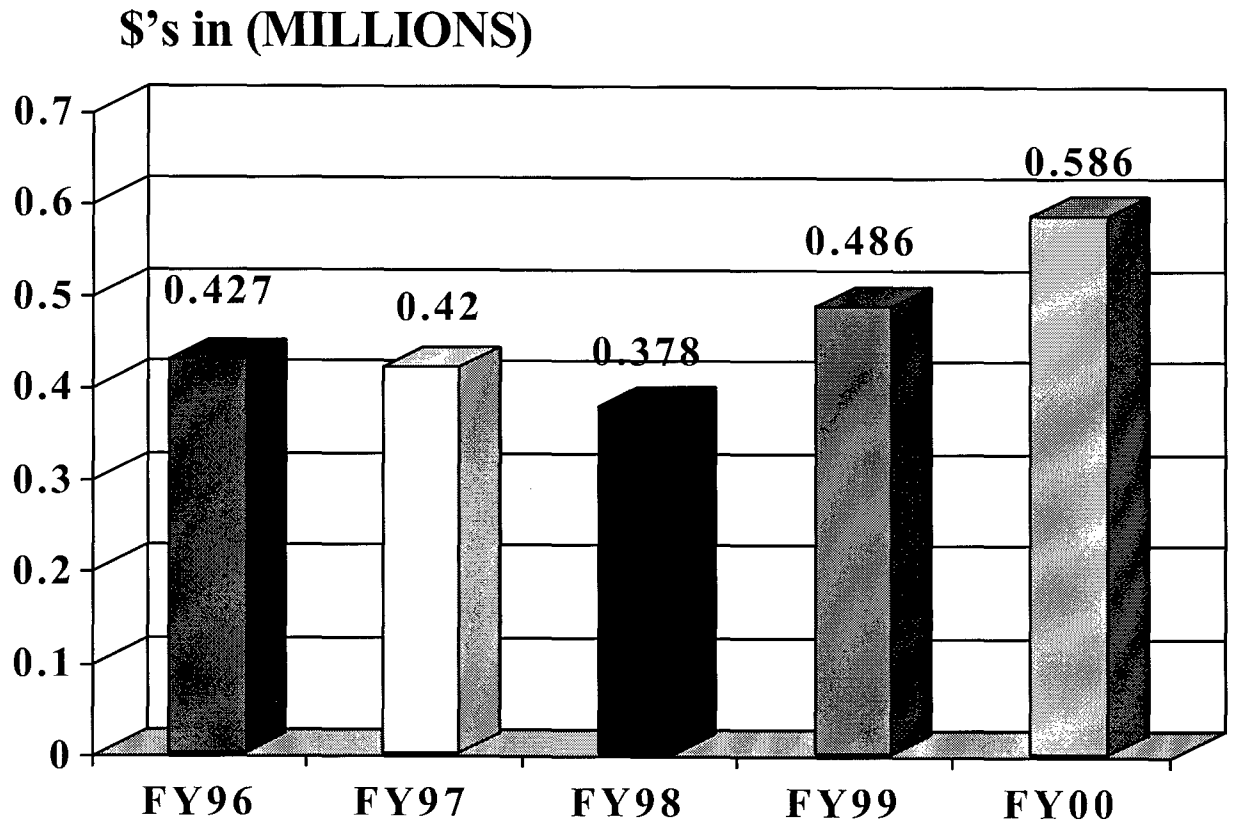
TACOM TOTAL FY99 OBLIGATION PROJECTIONS

Fund by Customer: $4.59 Billion Estimated Obligation



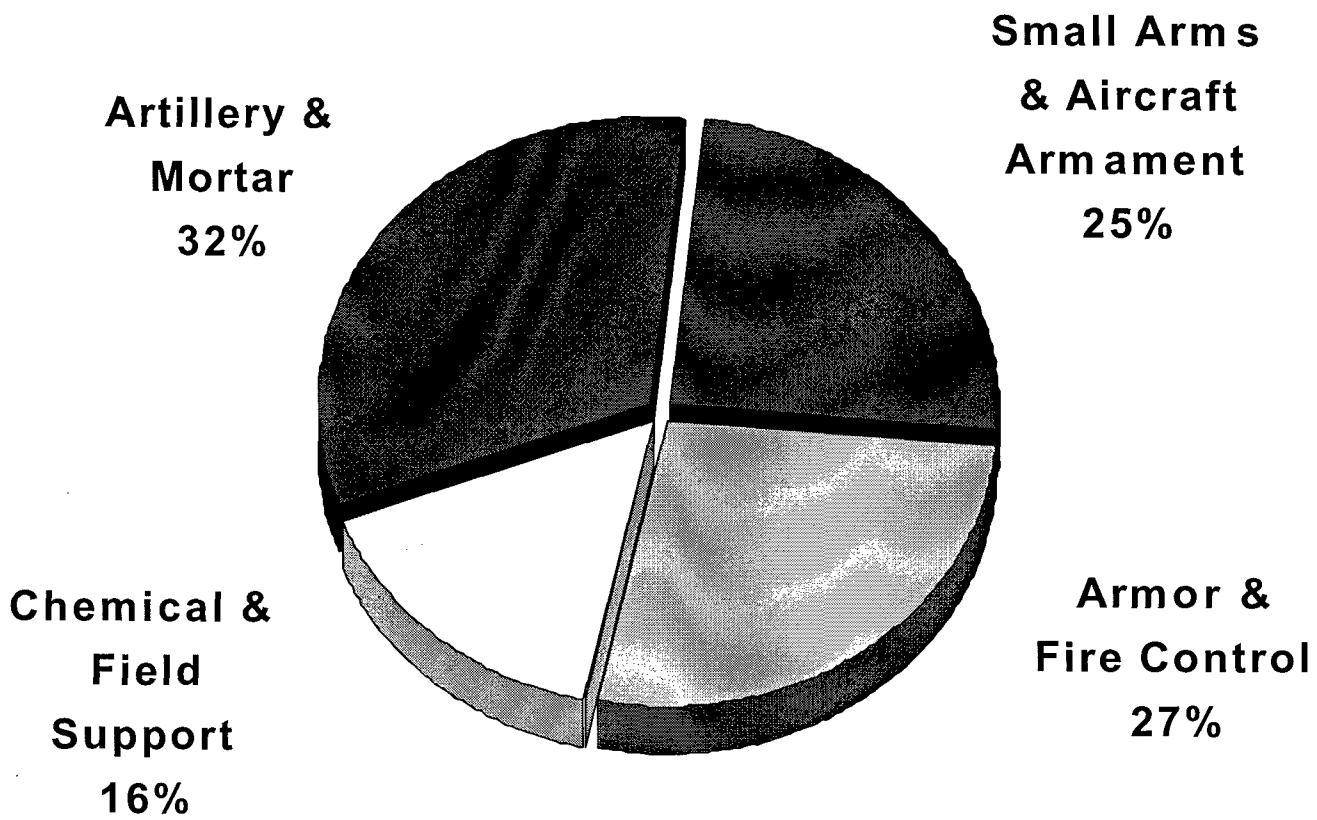
TACOM-ACALA CONTRACT $'S

Historical and Projected



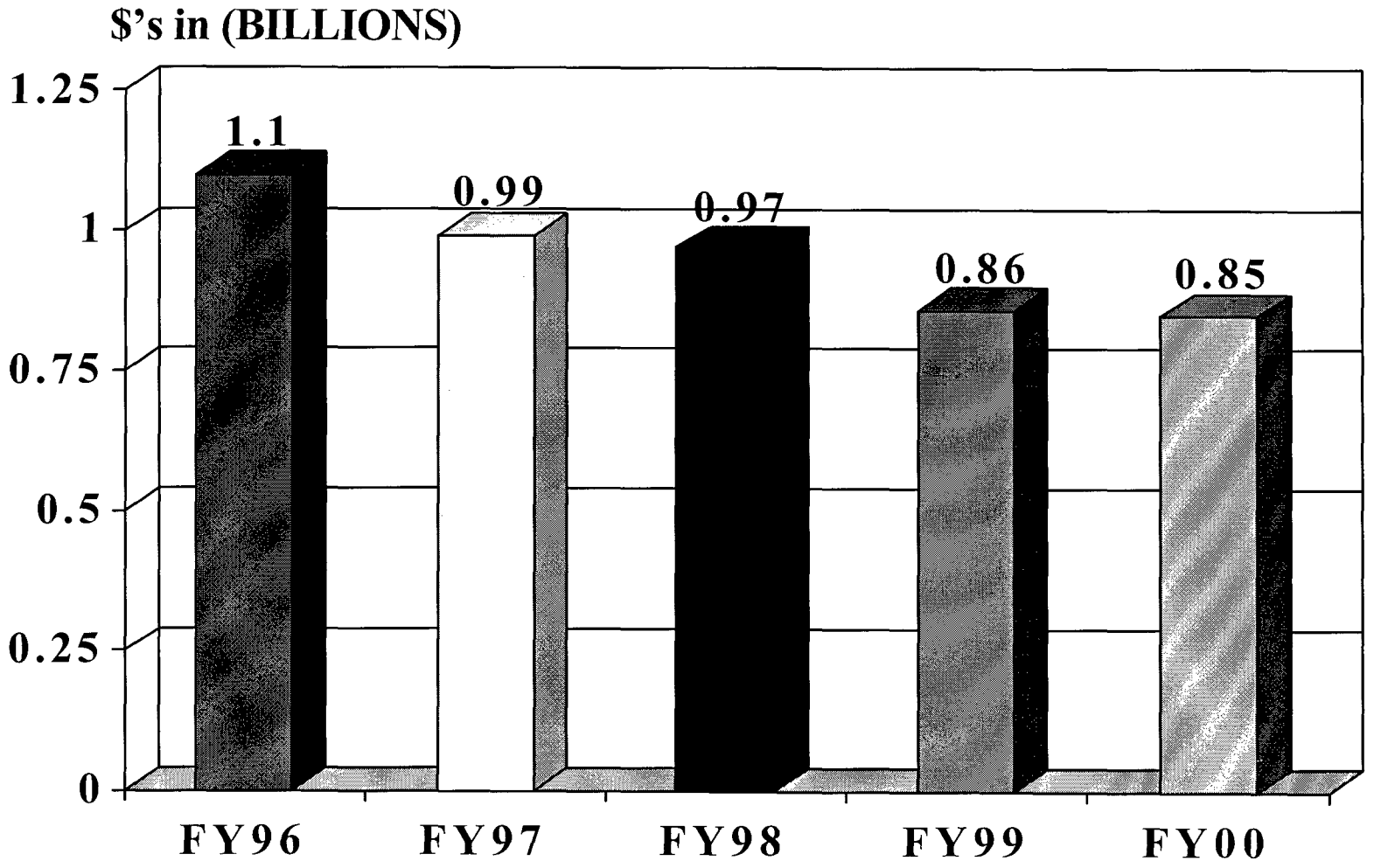
TACOM-ACALA FY99 OBLIGATION PROJECTIONS

Requirements Distribution: $486 Million Estimated Obligation



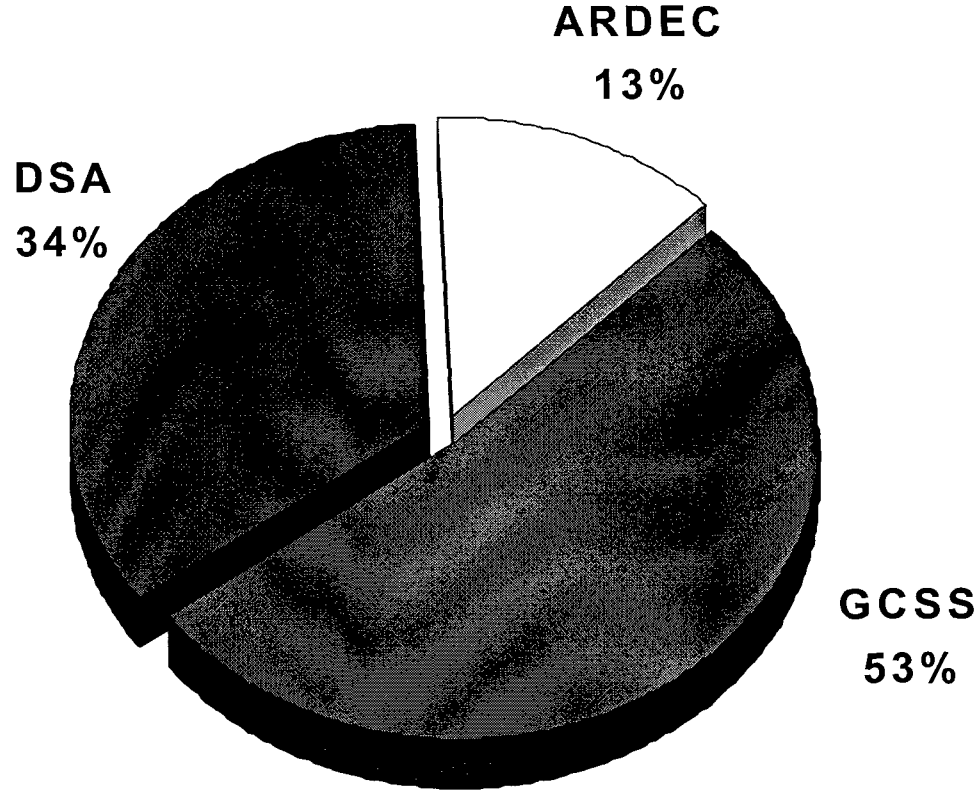
TACOM-ARDEC CONTRACT $'S

Historical and Projected



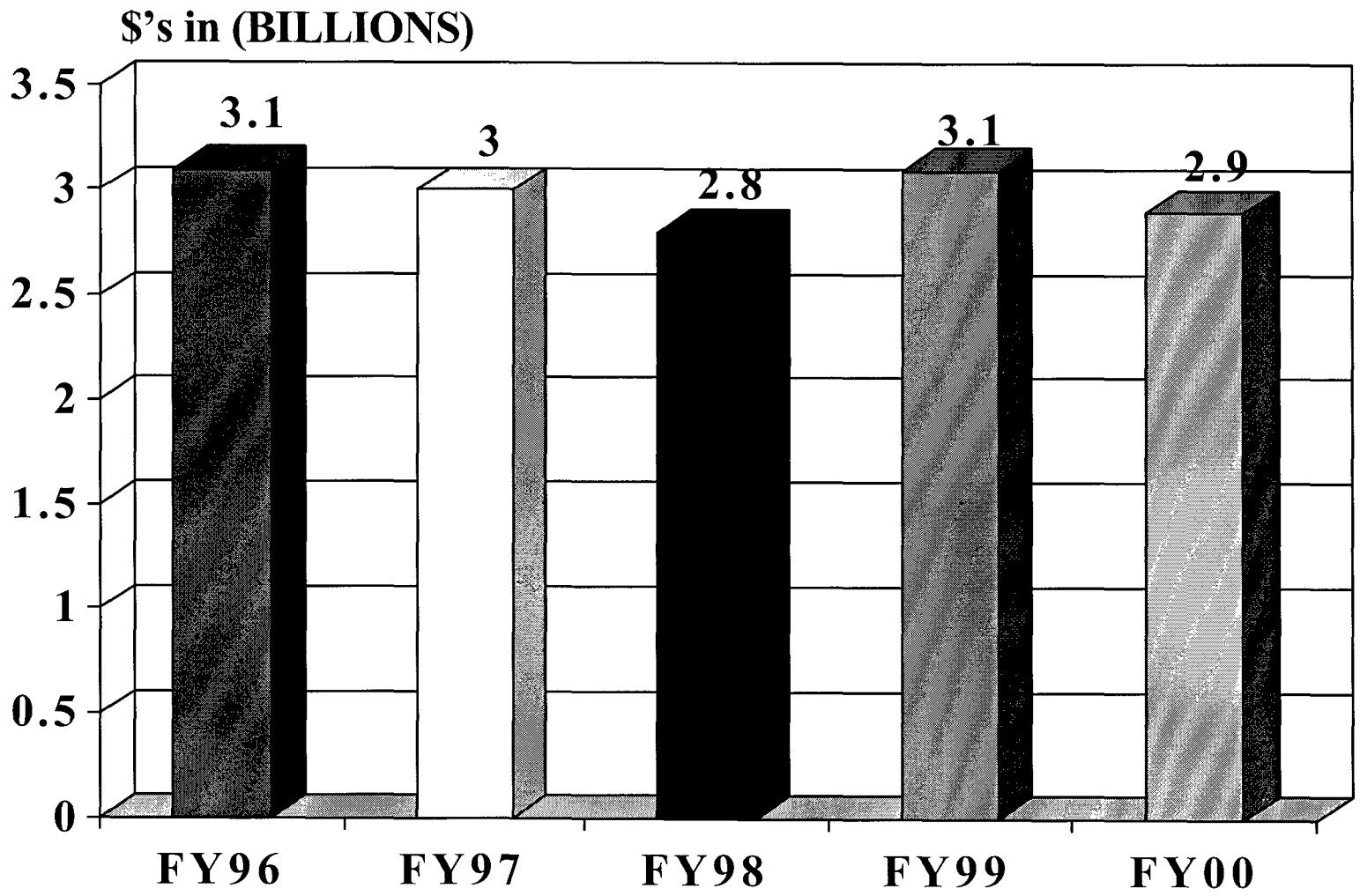
TACOM-ARDEC FY99 OBLIGATION PROJECTIONS

Requirements Distribution: $856 Million Estimated Obligation



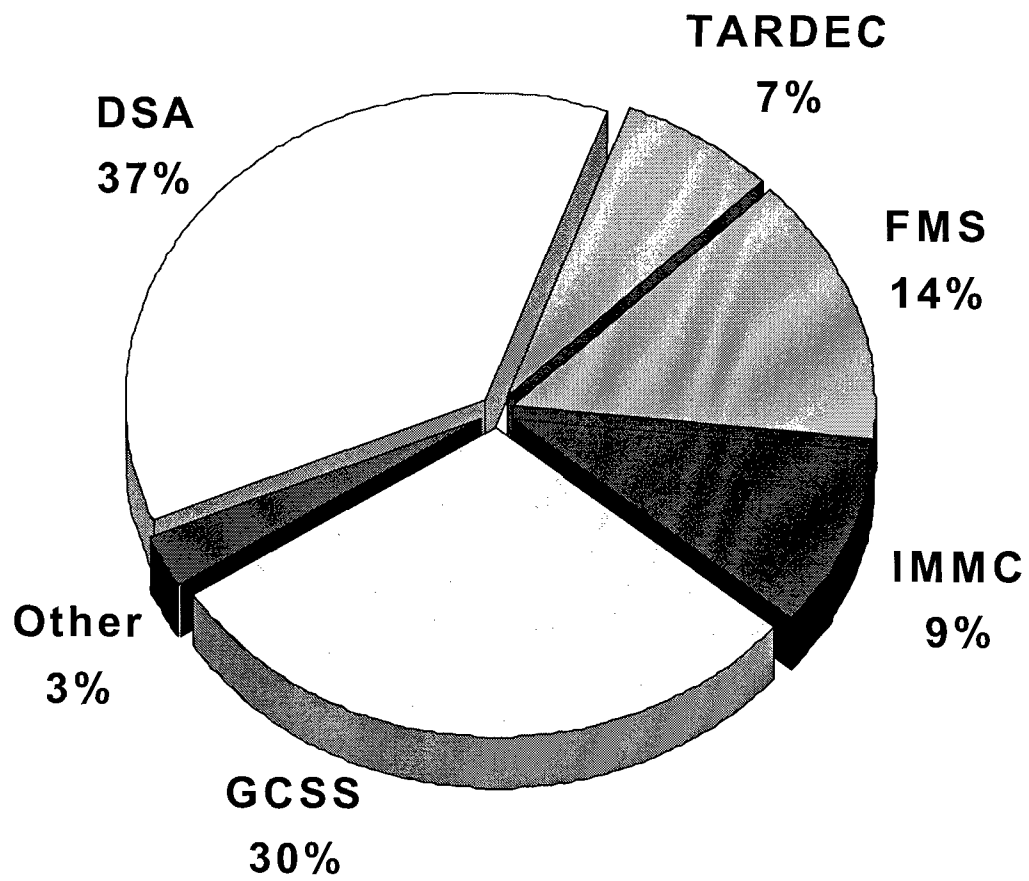
TACOM-WARREN CONTRACT $'S

Historical and Projected



TACOM-WARREN FY99 OBLIGATION PROJECTIONS

Requirements Distribution: $3.1 Billion Estimated Obligation



TACOM Future Buys

Summary listing on the Web

www.tacom.army.mil/acqcen/future_buys/future_buy.htm

Table of Content links to Program of your choice

Available for six (6) months

Requirements are best estimates.

TACOM ACQUISITION CENTER
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•SMALL ARMS & AC ARMAMENT GROUP	11 - 14
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TACOM ACQUISITION CENTER
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• **DEPUTY FOR SYSTEMS ACQUISITION**	
•DSA - PM-Light Tactical Vehicles	67
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• **GROUND COMBAT AND SUPPORT SYSTEMS**	
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•PM Abrams	73 - 74
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•PM Medium Tactical Vehicles	75
• **INSTALLATION SUPPORT**	76

TACOM-ACALA ACQUISITION CENTER
Summary of Estimated Requirements

Nomenclature	FY99	FY00
SMALL ARMS & AIRCRAFT ARMAMENT GROUP (Cont.):		
M203 Bracket (Module Weapons System)	2,200	2,200
M24 Blank Firing	1,440	1,400
M203A1 Mod Kit (M4 Carbine)	4,615	4,615
Butt Stock	1 lot	1 lot
Shotguns	800	800
M122 Tripod Mount	200	200
Barrel Assembly	5,031	5,031
Mount	350	350
Magazine Assembly	251,712	251,712
Receiver	100	100
Barrel Machine Gun	1,750	1,750
Adapter Ammo	12,600	12,600
Bolt Breech	2,186	2,186
9MM Pistol – M11	261	261

See Page No. 12 of Future Buys

TACOM-ARDEC ACQUISITION CENTER

Summary of Estimated Requirements

Nomenclature		FY99	FY00
SGI SW Maint		RDTE	X
Env Tech Verification		RDTE	X
PC Maintenance		RDTE	X
Server SW		RDTE	X
PDN Sys Admin		RDTE	X
Cust PC Spt-B		RDTE	X
Base Level SW-A		RDTE	X
Base Level SW-C		RDTE	X
Base Level SW-D		RDTE	X
Network Mgmt		RDTE	X
CorpComp Mgt-A		RDTE	X
MAAWS		Service	X
30mm Ammo		RDTE	X
30mm Gun Turret		RDTE	X
25mm M919	See Page No. 45 of Future Buys	175,000	X

TACOM-WARREN ACQUISITION CENTER
Summary of Estimated Requirements

Nomenclature	FY99	FY00
DSA - PM-Heavy Tactical Vehicles		
PLS Truck	145	94
PLS Trailer	96	94
PLS Flatracks (CROP)	596	566
PLS Container Handling Unit (CHU)	60	130
Tactical Fire Truck	5	5
HETS	185	178
HEMTT	124	108
HEMTT ESP	0	24
Heavy Dry Support Bridge	0	3
Common Bridge Transporter (CBT)	66	34
Bridge Adapter Pallet (BAP)	84	26
Improved Boat Cradle	34	0
Improved Ribbon Bridge	0	18

See Page No. 59 of Future Buys

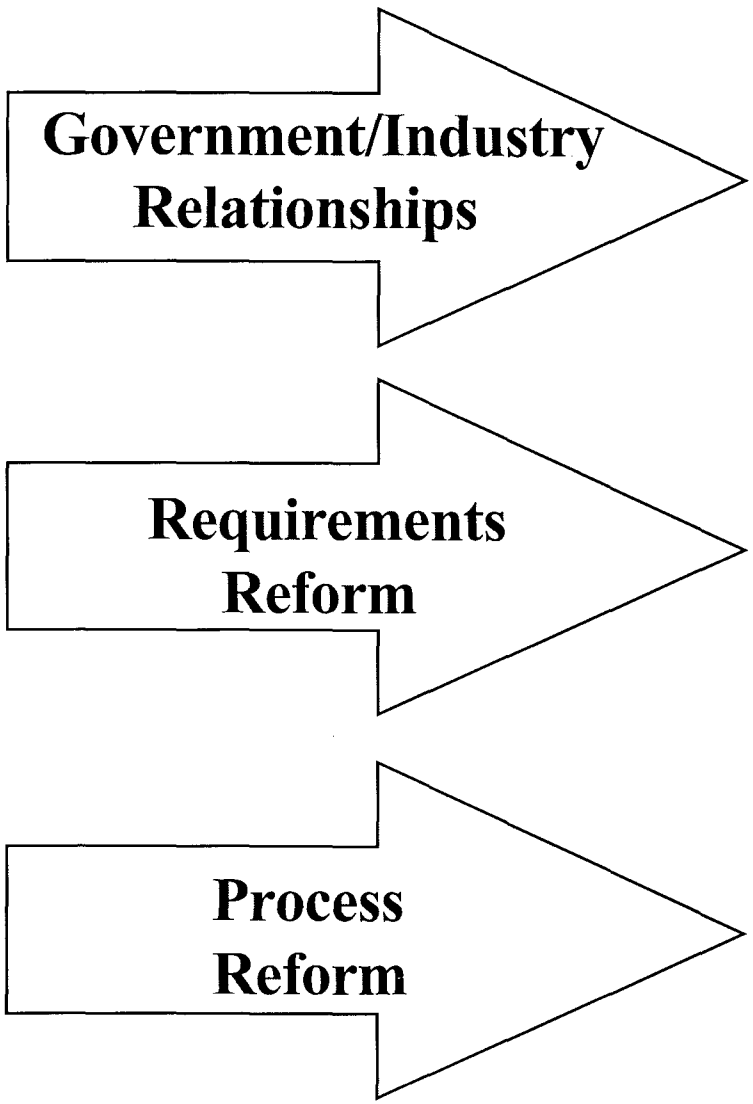
TACOM-WARREN ACQUISITION CENTER
Summary of Estimated Requirements

Nomenclature	FY99	FY00
Ground Combat and Support Systems PM Abrams		
Abrams Tank STS	Service	Service
AIM Production	90	90
T58 Track	18,720	18,720
New Equipment Training	Service	Service
Multi-year IV SEP cut-in	120	120
NBC Fire Fix Mod	90	116
AcqPro Maintenance Services	Service	Service
X1100-3B Transmission STS	Service	Service
AGT 1500 Engine STS	Service	Service
ANAD/AlliedSigneal Partnership (Engines)	132	132
Roadwheel Upgrades	120	120
Final Drive Upgrades	260	260
Battlefield Override Large Hull kit	333	333
Battlefield Override Transmission kit	333	333

See Page No. 73 of Future Buys

Where We Were!

(FY92)

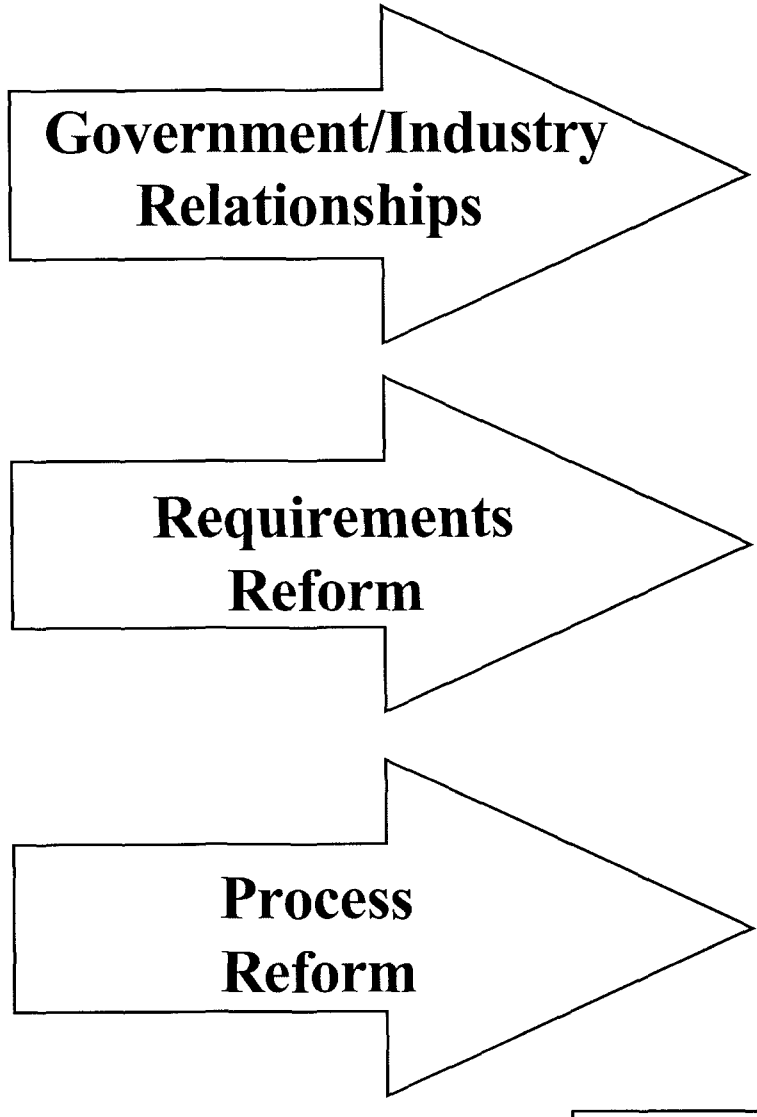


"Arms-length" Often Adversarial
Limited Industry Input
Functionally Segregated;
Consecutive Processing

Design Specifications
Government Configuration Cntl
Extensive, Redundant Testing
Unique Processes and Products
Commercial Items The Exception

Rule Based Process
Paper Process, Drawings &
Aperture Cards
Limited Imprest Fund Auth (<$50)
Low Bid Preferred Approach
Large Inventories

Where We Are!

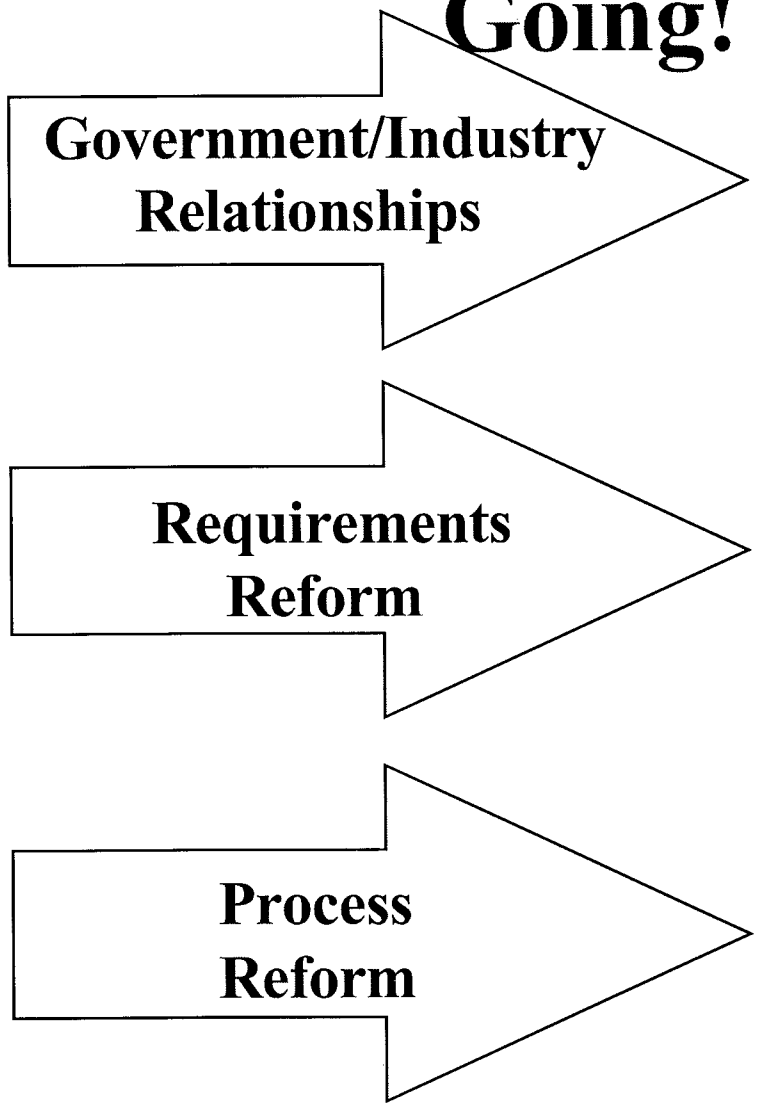


Partnering
Integrated Production Teams
Concurrency in Procurement (ALPHA Contracting)
Alternative Dispute Resolution

Performance Based Requirements
Contractor Configuration Control
Simulation in Lieu of Testing
Single Process Initiative
Commercial Products & Processes

Electronics/WWW/EDI
Credit Cards
Long Term Contracts
Past Performance Evaluation
Direct Vendor Delivery

Where We Going!

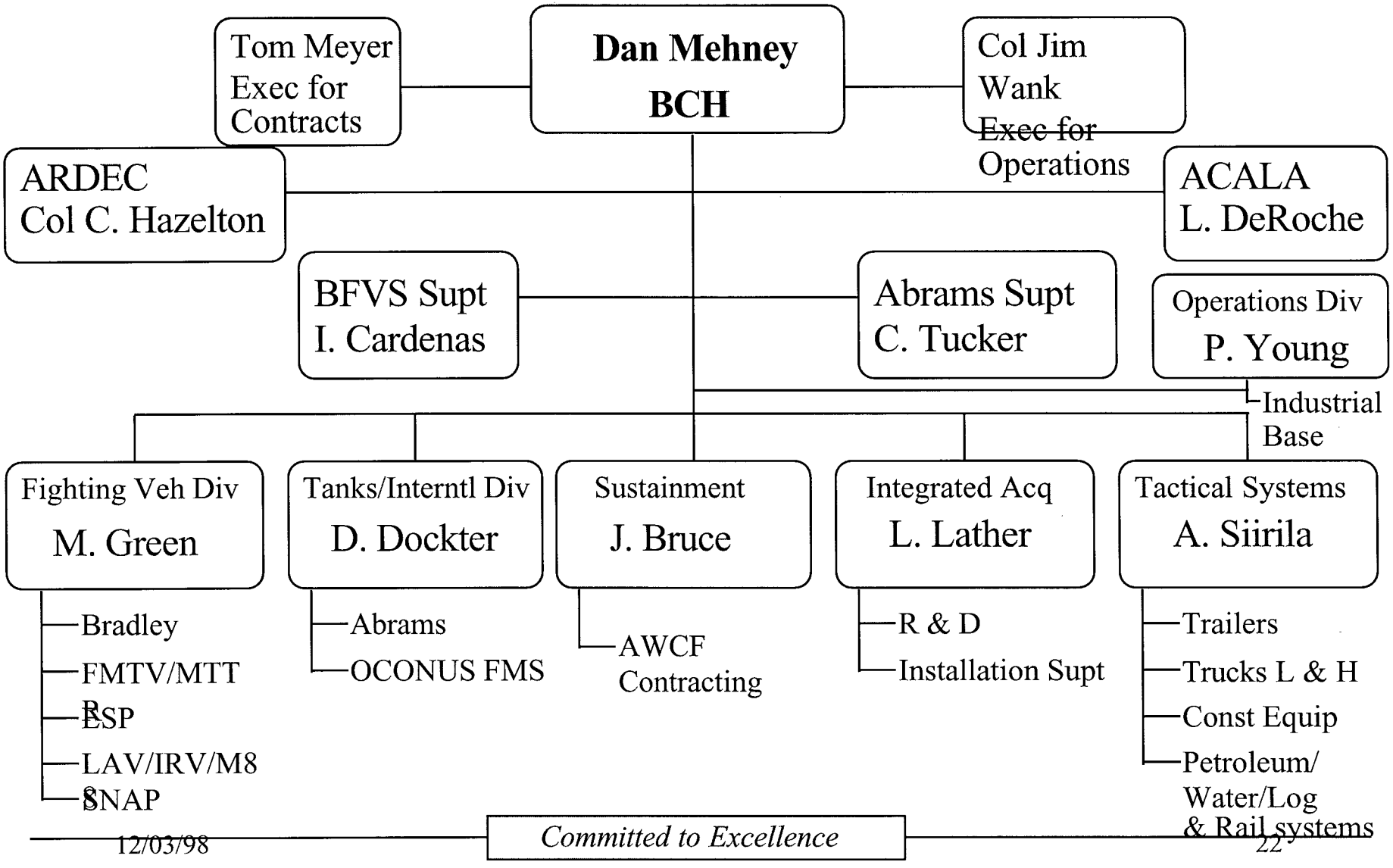


Qualified Supplier List
Leveraged Bus. with DCMC/ DLA & Industry
Prime Vendor
Longer Term, Fewer Contracts
Focus on Small Bus. Participation
Corporate Contracts

Shorter Cycle Times
Logistics Reform & Privatization
Modernization Thru Spares
Commercial Products
Focus On Reducing Cost of Ownership/Life Cycle Cost

Electronic Contracting & Ordering
Electronic Shopping Malls/Virtual Contracting Web Site
Expand Credit Card Use
More Integrated Product Teams

TACOM-WARREN
Points of Contact



AMC

TACOM
Mobility and Firepower
for America's Army

TACOM

"Building Partnerships for the 21 st Century"

THE TACOM MARKET: AN OVERVIEW

Advanced Planning Briefing For Ind

Presented by Mr. Daniel G. Mehney
Director of Acquisition Center

27 October 1998



TACOM

Mobility and Firepower for America's Army



TACOM

Welcome to TACOM's
ced Planning & Briefing for Industry
ng Partnerships for the 21st Century"

by E. Beauchamp, Commanding General

27 October 1998

TACOM Outstanding Partners (TOPS) Award Program

(Name of program tentative at this time.)

Larry Ellena

Contract Management Support Team

AMSTA-AQ-DE

(810) 574-5249

26 OCT 98

Previously Known as:

- TACOM Contractor Excellence Award Program

Why Established?

- TACOM needed a way to show our appreciation to outstanding contractors.
- In a formal ceremony, with an award.

History

- Program established 1989-90 timeframe.
- Awards made to Small and Large Businesses.

Selection Criteria Used

- Superior Product/Service Quality
- On-time Delivery
- Superior Customer Service
- Reliability/Dependability/Consistency
- Contribution beyond Contract
- Innovation
- Cost Savings to TACOM

1997 Awardees

- Litton Laser Systems (Large Business - M1A2 Eyesafe Laser Rangefinder)
- Dimensions, International (Small Business - Support to the Tactical Wheeled Vehicle Fleet)

Litton Laser Systems

- Award based on:
  - Perseverence and commitment to the Abrams Program.
  - Innovative effort on new technology, despite strain during design phase, which put program behind.
  - Dedication to teaming concept.

Litton Laser Systems

- Resulting in:
  - Safer training environment for soldier.
  - Successful First Article Test.
  - Deliveries back on original schedule, due to accelerated deliveries on revised schedule.

Dimensions, Int'l.

- Award based on:
  - Unmatched quality support to all Tactical Wheeled Vehicles systems with Total Package Fielding, and New Equipment Support.
  - Overseas support/60 hours per week.
  - Timely support beyond that required in contract.

Dimensions, Int'l.

- Resulting in:
  - Savings of soldier's lives through timely delivery of armor requirements.
  - DoD cost savings of $18 million.
  - Operational readiness of Tactical Wheeled Vehicles for Operation Joint Endeavor at 93%.
  - Other cost savings.

New Program Established

- This year it was decided to expand scope of program.
- Program now includes more categories, allowing more outstanding contractors chance of award.

Why?

- TACOM recognizes the fact that we have many contractors falling into totally different categories.
- Patterned after a Soldier Systems Command Program.

New Program Established

- Now named (tentatively) the TACOM Out-standing Partners (TOPS) Award Program, which has two phases.
- Involves all three sites: ACALA, ARDEC, and TACOM-Warren.

PROGRAM PHASES

- Phase I: Each site gives their own "Contractor Excellence Award."
- Phase II: All sites submit award nominees to a committee located at TACOM-Warren. Committee includes members from all sites.

PROGRAM PHASES

- Phase I: Winners of this phase are automatically nominated for "Most Valuable" Award.
- Phase II: Nominees taken in all categories with Committee deciding the overall, "Most Valuable" Contractor.

NEW CATEGORIES

- Most Valuable Vendor
- Special Recognition
- Innovative Research
- Educational Excellence
- Research and Development
- Javits Wagner O'Day

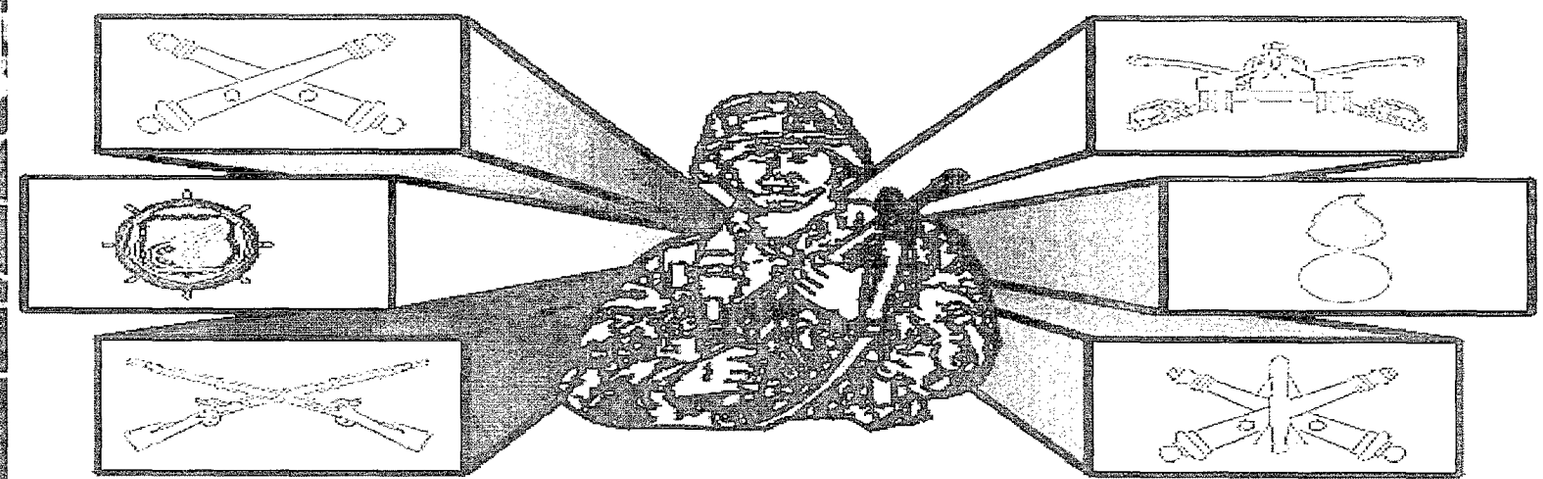
SELECTION CRITERIA

- Include all criteria as shown previously for the Contractor Excellence Award Program, and...
- Additional criteria based on each specific category.

PROGRAM POC's

- Mr. Larry Ellena, (810) 574-5249
- Mr. Prince Young, (810) 574-7216

Ground Combat and Support Systems Opportunities in Partnering 1999 Advance Planning Briefing for Industry



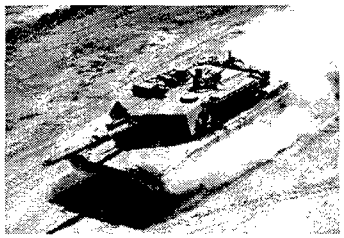
Mr. Albert Puzzuoli
Deputy Program Executive Officer,
Ground Combat & Support Systems

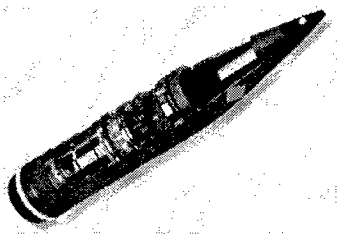
Mission Statement

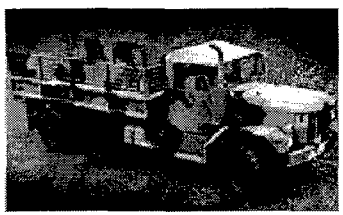
To Maintain a Total Army Perspective in Managing the Development, Acquisition, Testing, Systems Integration, Product Improvement and Fielding That Places the Best Ground Combat and Support Systems in the Hands of our Soldiers

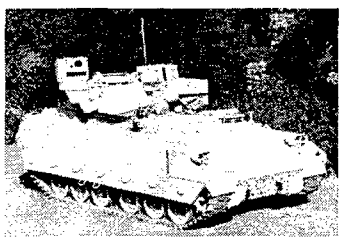
PEO
GCSS

Our Vision

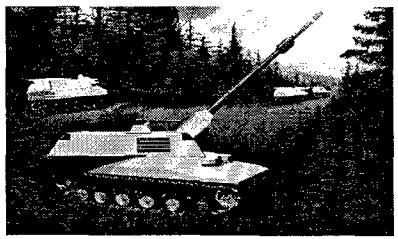


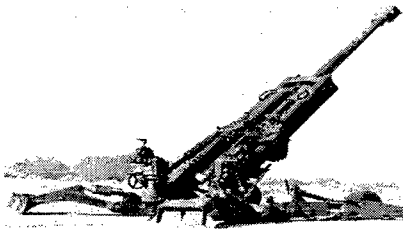




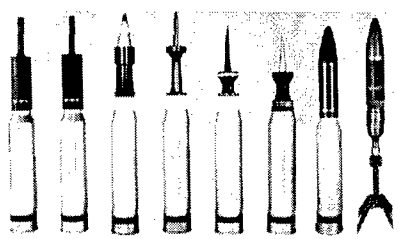


A Flexible and Integrated Team of Highly Trained and Motivated Military and Civilian Acquisition Experts Committed to Ensuring That our Soldiers are Equipped with the World's Finest Ground Combat and Support Systems

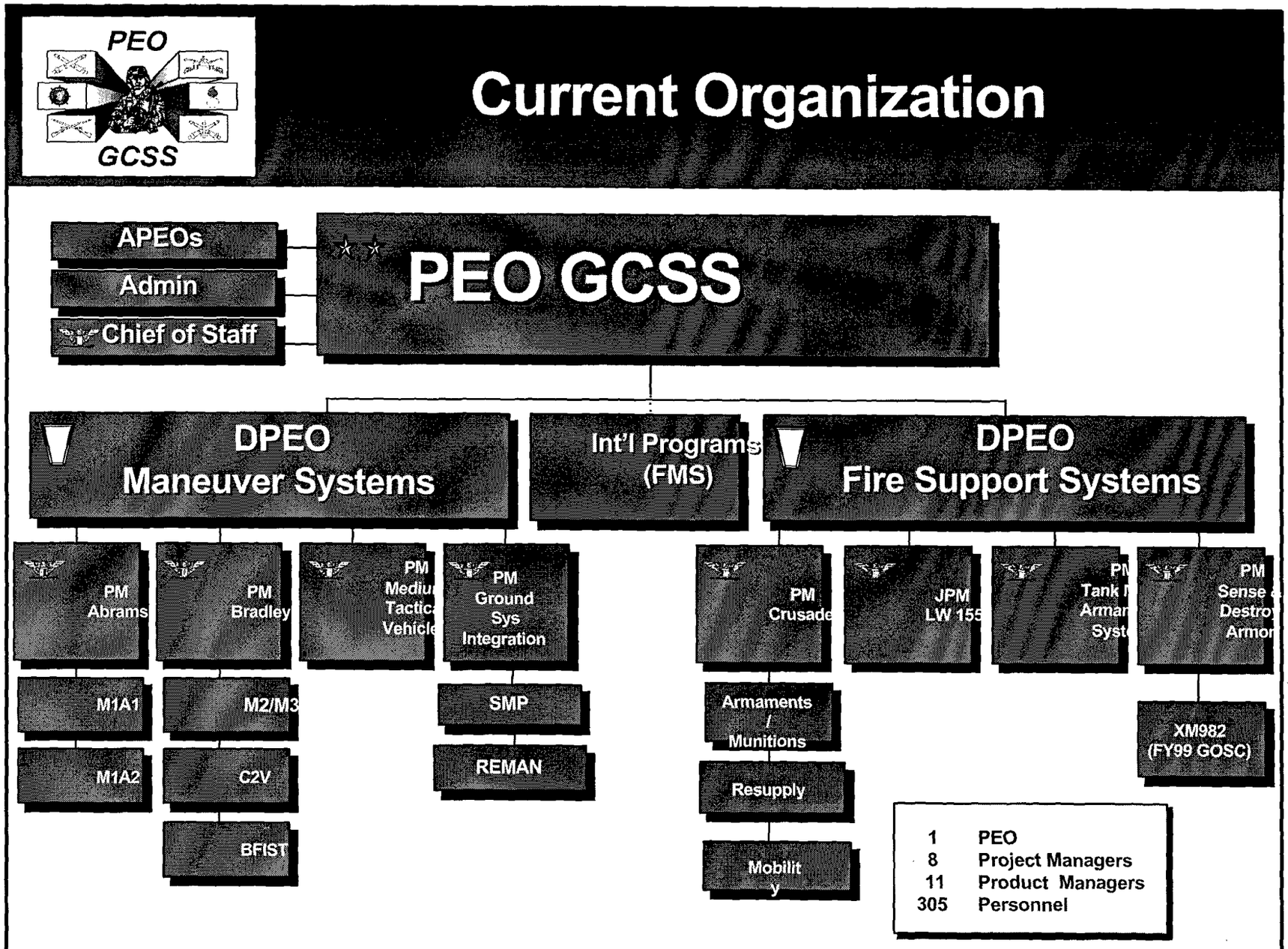






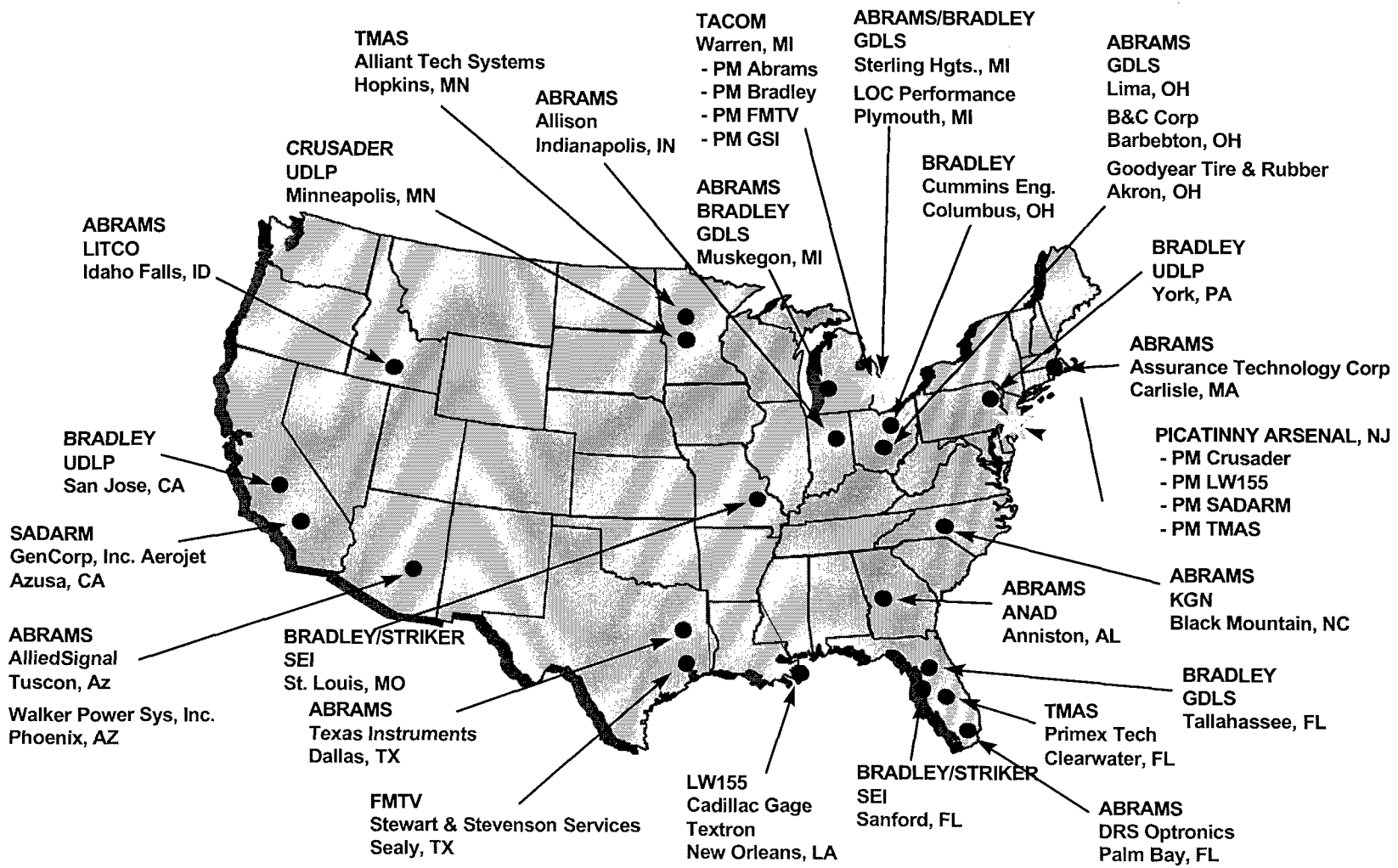


Current Organization

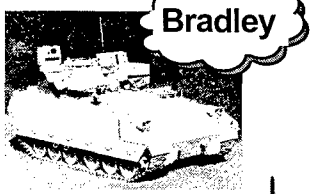


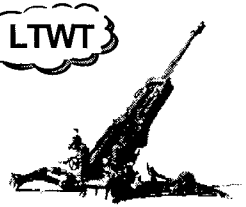
Ground Combat and Support Systems Locations and Prime Contractors

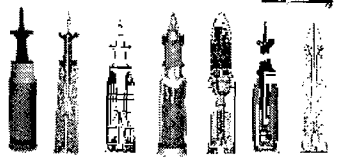
PEO GCSS

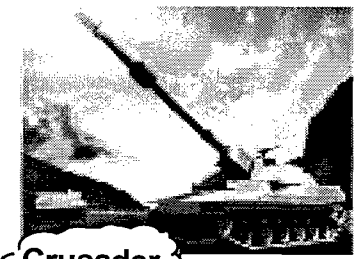


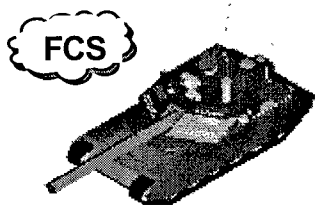
PEO - GCSS Focus

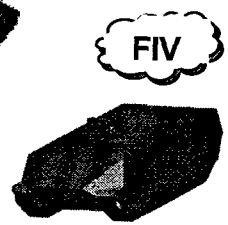








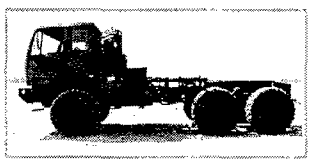




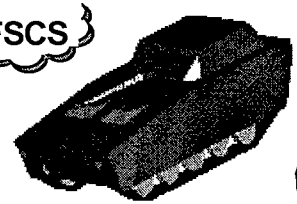
1997 2000 2005 2010

GSI









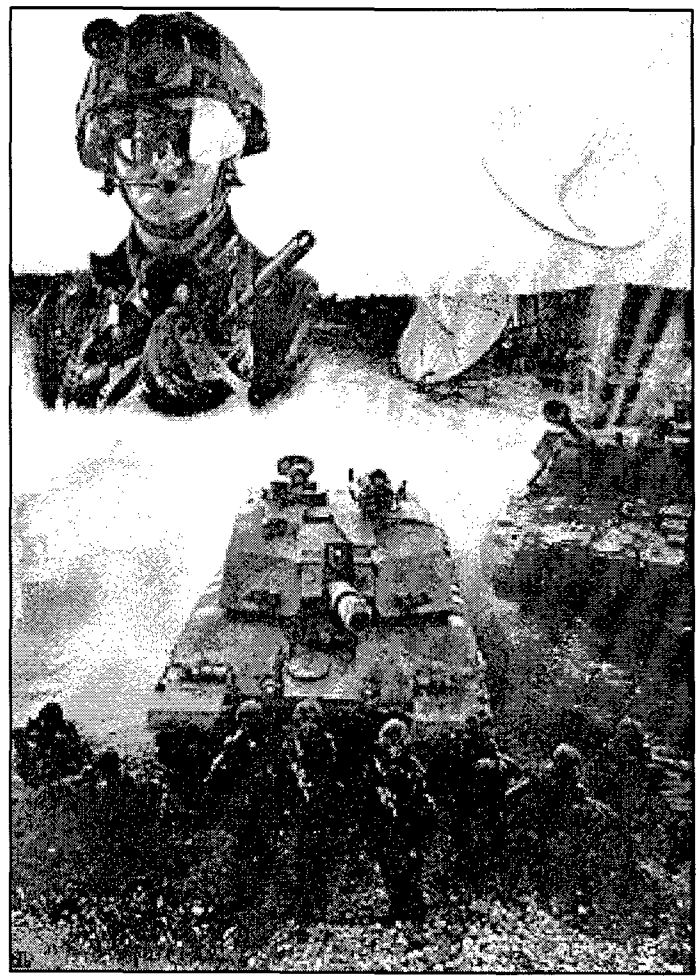




Army After Next
Will Fight
With Both Present
and Future
Major Systems

Total Life Cycle Management Policy & Approach

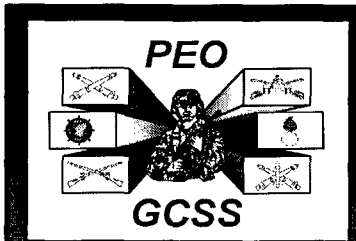
- Why are We Involved in Life Cycle Management?
- PEO GCSS Approach to Life Cycle Management



Management of Total Life Cycle - ACAT Systems

- PEOs and MACOMs Who Manage ACAT Systems are Responsible for the Management of the Total Life Cycle Costs for these Systems
- Minimize Estimated Sustainment Costs of Developmental Systems
- Reduce the Actual Sustainment Costs of Fielded ACAT Systems
- Prepare Sustainment Budgets for Each System





Total Ownership Cost Reduction

- Vital to Realizing Modernization Objectives
- Element of Milestone Decision Review Process
- Top Ten Cost Drivers Identified
- PMs Have Begun Developing Strategies to Manage the Life Cycle Cost

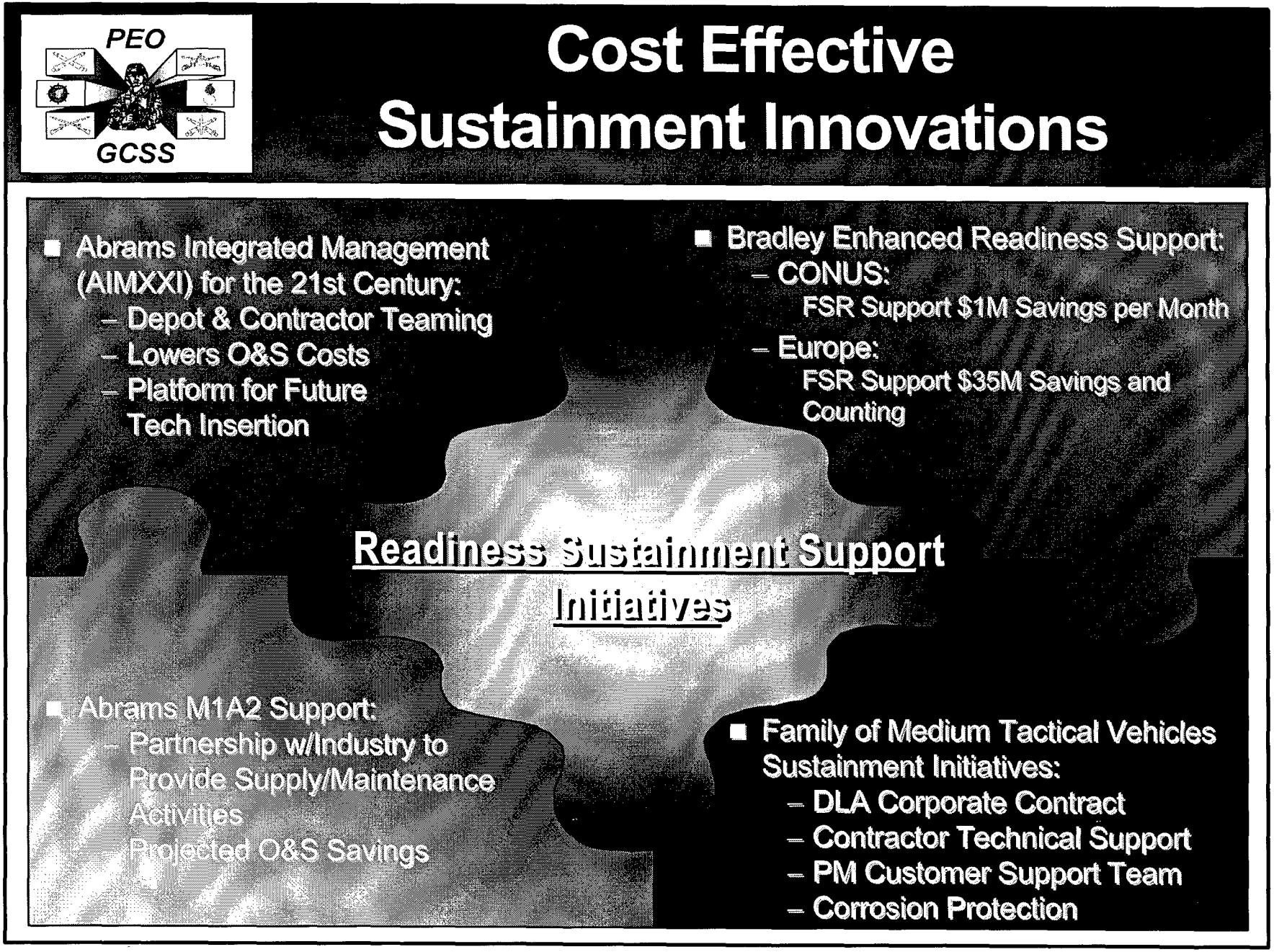
The Challenge is to Reform "Traditional Practices" and Implement Measures to Ensure PMs can Manage the Total LCM of Their Systems

PEO GCSS

What is the Goal?

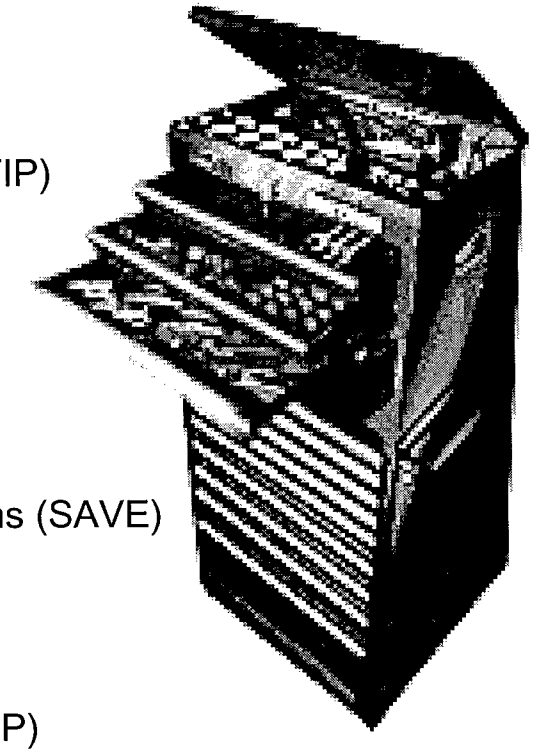
- To Find Economies by Integrating Each Phase of the Life Cycle into One Strategy.
- Use Cost Savings to Promote Modernization.




PEO
GCSS
Cost Effective
Sustainment Innovations
Abrams Integrated Management (AIMXXI) for the 21st Century:
– Depot & Contractor Teaming
– Lowers O&S Costs
– Platform for Future Tech Insertion
Bradley Enhanced Readiness Support:
– CONUS:
FSR Support $1M Savings per Month
– Europe:
FSR Support $35M Savings and Counting
Readiness Sustainment Support Initiatives
Abrams M1A2 Support:
– Partnership w/Industry to Provide Supply/Maintenance Activities
– Projected O&S Savings
Family of Medium Tactical Vehicles Sustainment Initiatives:
– DLA Corporate Contract
– Contractor Technical Support
– PM Customer Support Team
– Corrosion Protection

Sustainment Tool Kit

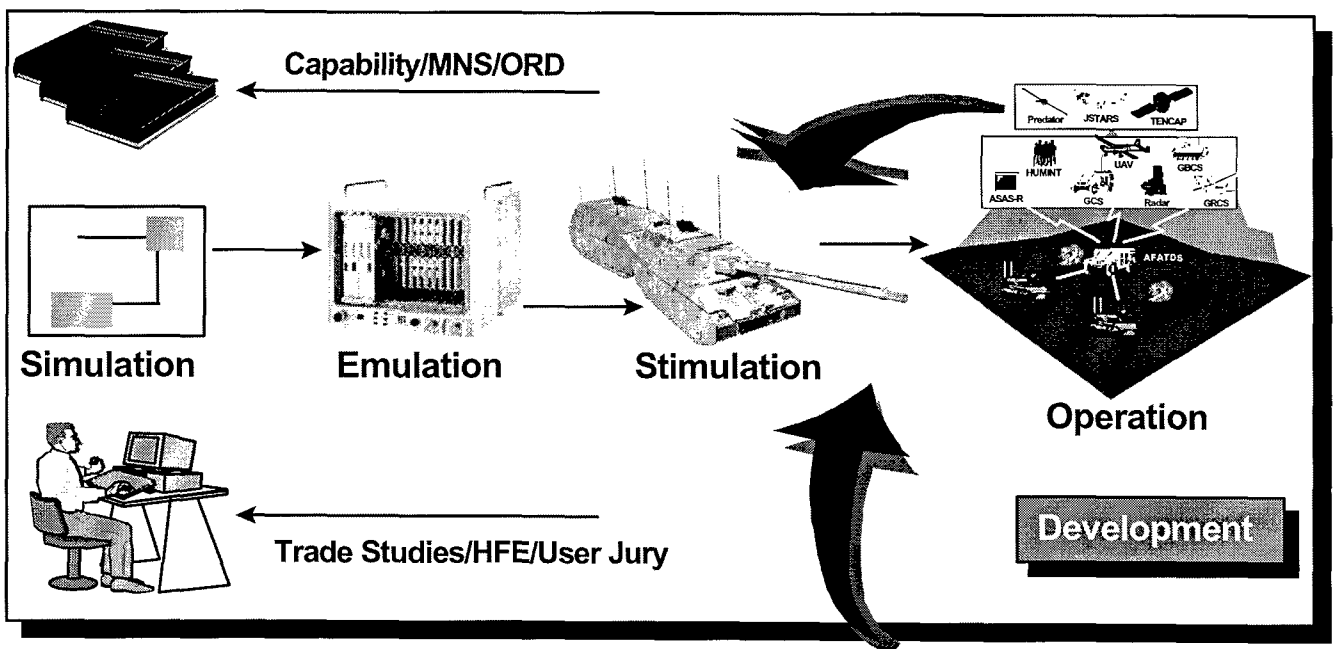
- Logistics Process Improvements
  - Contractor Logistics Support (CLS)
  - Operations and Support Cost Reduction Programs (OSCR)
  - Modernization Through Spares (MTS)
- Acquisition Reform Initiatives
  - Dual use Application Programs (DUAP)
  - Commercial Technology Insertion Programs (CTIP)
  - Simulation Based Acquisition (SBA)
  - Performance Specifications
  - Partnering
  - Cost as an Independent Variable (CAIV)
- Proactive Program Management
  - Savings Through Value Enhancements Programs (SAVE)
  - Value Engineering Programs (VE)
  - Pre-Planned Product Improvements (P3I)
  - Open Systems Architectures
  - Simulation Test and Evaluation Processes (STEP)
  - Horizontal Technology Integration (HTI)

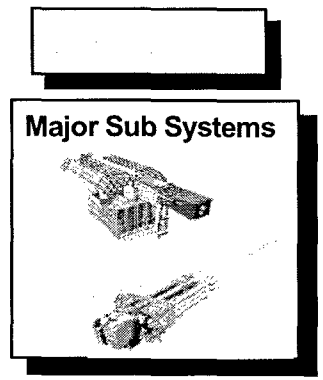


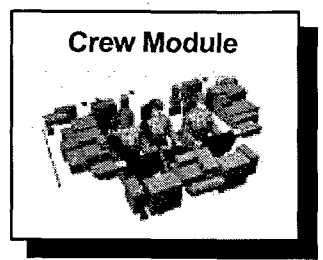
PEO GCSS

Total Life Cycle Support

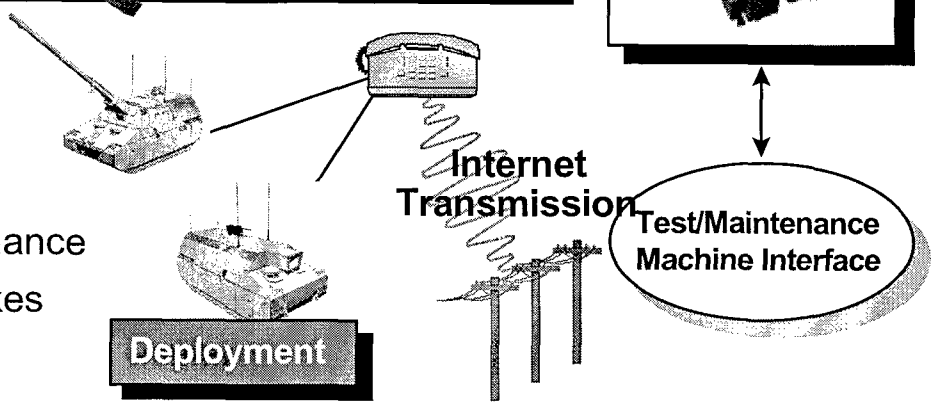
An Example:

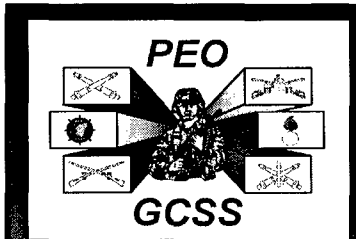






- Requirements Definition and Validation
- Concept Exploration
- Design Optimization
- Integrated Life Cycle Support and Maintenance
  - Remote Problem Identification and Fixes
  - Remote Software Download/Update





Cradle to Grave Partnerships

Concept

Life Cycle Acquisition Strategy for Partnering With Industry to Provide the Functions and Resources Required to Support Army Customers Worldwide.

Objectives

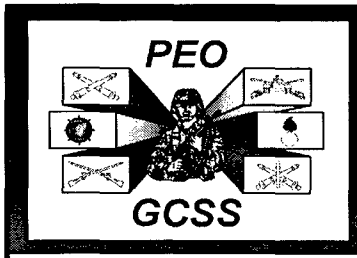
Partnering with Appropriate Gov't-Industry mix at Different Stages of a Program

Reengineering the Sustainment Process

Implementing Innovative Business Processes

Outsourcing Life Cycle Support Functions, Including Fielding, Sustainment, and Disposal

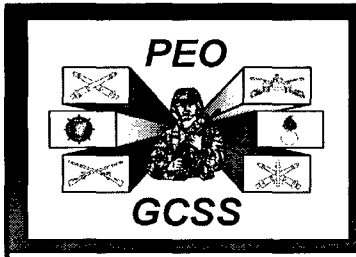
Provide American Soldiers with Quality Supplies and Services, "Cheaper, Faster and Better"



Cradle to Grave

Integrates

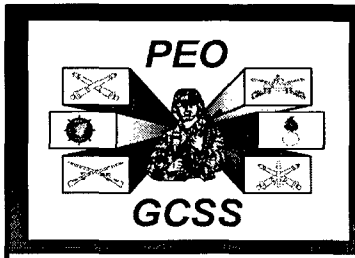
- Design and Development
- Engineering/Modernization Through Spares
- Production
- Training
- Fielding
- Sustainment
- Supply
- Maintenance Life Cycle Support
- Communications and Data Requirements
- Disposal



Cradle to Grave

Opportunities

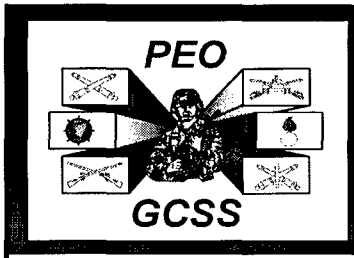
- Cost Savings Through Requirements Stability & Long Range Plan
- Cutting Edge Industry Technologies, Faster That Provide Modernization Through Spares
- Sustains/Improves the Industrial Base and Small Business Opportunities
- More Profit/Fee and Greater Incentives Consistent With Assuming More Risks



Cradle to Grave

Challenges

- Alternate Plan if Contractors Can't or Don't Perform
- Impact on Maneuver Force Structure
- Impact on the Distribution Function
- Integration of an Expanded Contractor's Role
- Solvency of the Army Working Capital Fund
- Legal and Regulatory



Cradle to Grave

Metrics

Readiness

Manpower Impacts

Projected and Actual Savings (RDTE, PROC, O&S)

Fielding Time

System Improvements (MTS, HTI)

Commonality of Parts and Maintenance Procedures

Customer Satisfaction

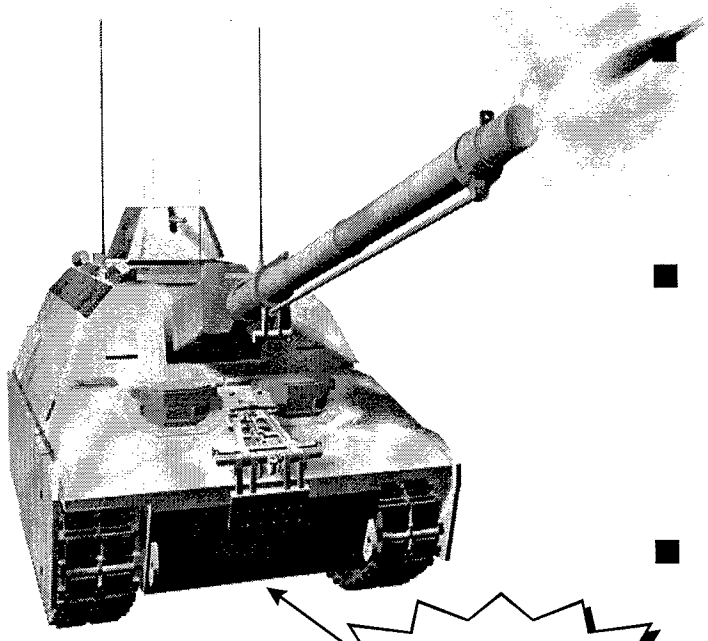
Normal Order-Ship Time and Back Order Time

Support Must Be Effective During Peacetime, Contingency Operations, and War

Army After Next Systems

PEO GCSS

Breakthroughs Required in how Technology & Doctrine are Integrated

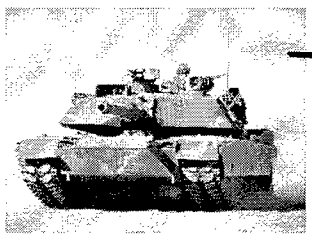


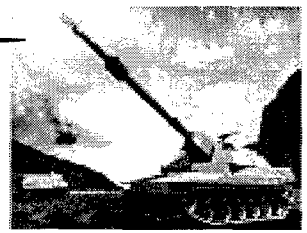
Break the Paradigms

- **Current**
  - Modularity-HTI
  - Simulation Based Acquisition
  - Open Architectures
- **Transitional**
  - Ease of Upgrade/Repair
  - Mission Rehearsal
  - Embedded Diagnostics/Prognostics/Training
- **Future**
  - Survivability w/o Weight Penalties
  - Extended Autonomous Operation
  - Reduced Reliance on Fossil Fuels
  - New Energy Storage Devices
  - Less Demanding Power Requirements

PEO GCSS Digitization Strategy and Goal

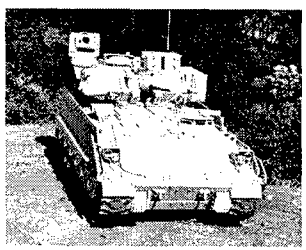
Vehicle Digitization





Vehicle PMs & PM, Appliqué working jointly to build the solution

Embedded Approach: Embedded Battle Command



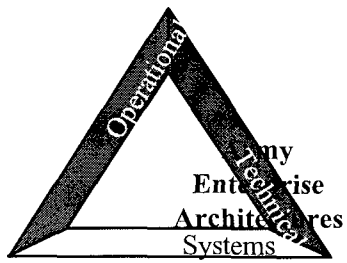
Non-Embedded Approach: Appliqué +

Interface with User



Working closely with the TSMs to refine the solution

Architectures
Warfighting
Experiments
User Juries



Goal

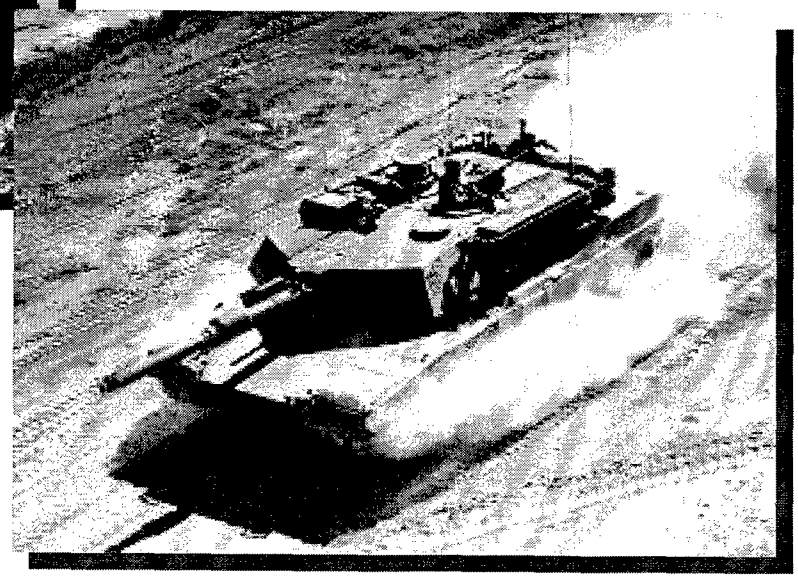
XX 4 *in 00*
DIGITAL

XXX III *in 04*
DIGITAL

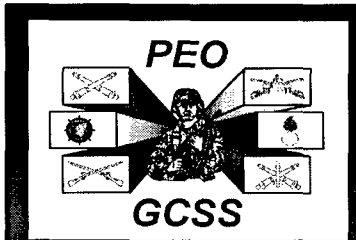
Remainder of Total Army by 10

Abrams Improving on the World's Best Tank





- M1
- M1A1
- M2
- M1A2 (SEP)



Abrams Tank System

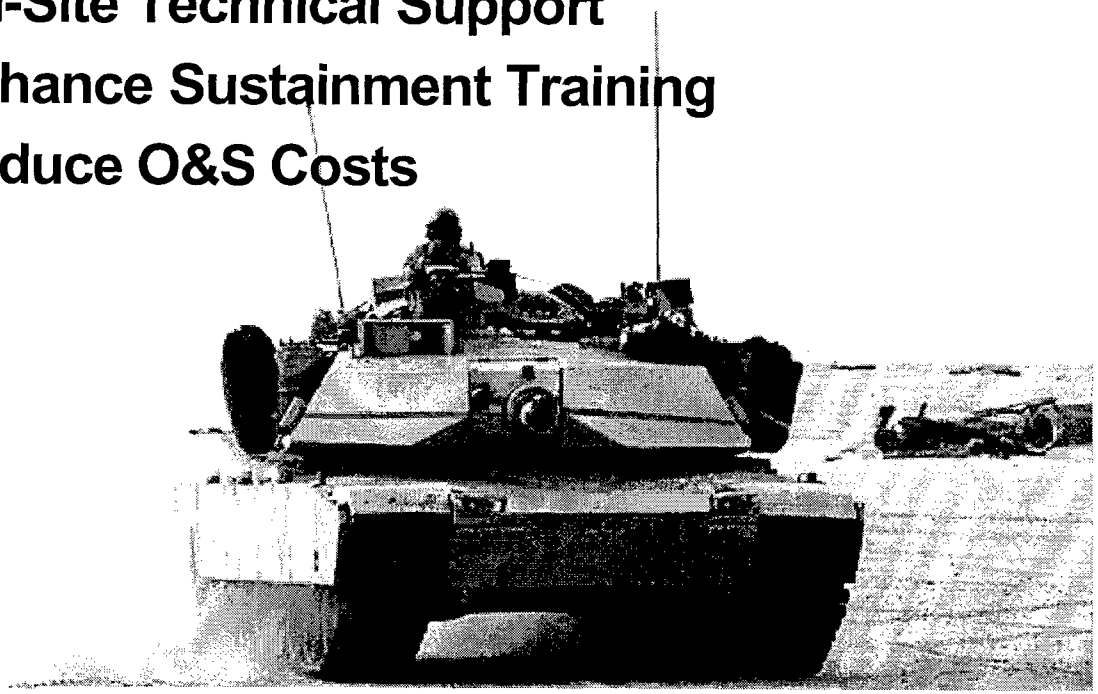
Major On-Going Initiatives

- M1A2 SEP (System Enhancement Program) Production
- Digitization
- Reduce Life Cycle Cost Initiatives
  - AIM (Abrams Integrated Management 21) (ANAD/GDLS Teaming for M1A1 Heavy Armor Fleet)
  - PROSE (Partnership to Reduce Operations and Support Engine Costs) (ANAD and Allied Signal Partnership)
  - Turret Network Box Redesign
  - Electronic Unit Redesign
  - 5000 Mile Life Track

Abrams Tank System

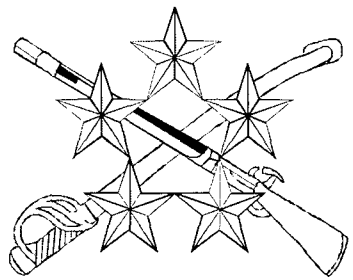
Major On-Going Initiatives (Continued)

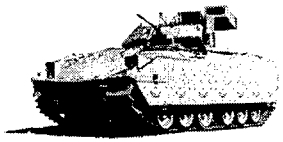
- Modernization Through Spares (MTS)
- Contractor Logistics Support
  - On-Site Technical Support
  - Enhance Sustainment Training
  - Reduce O&S Costs



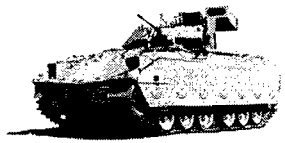
PEO GCSS

Bradley Family of Vehicles





Bradley A0/A2 Sustainment



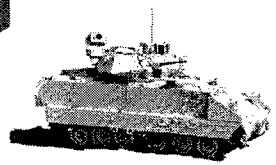
Bradley A2 Operation Desert Storm (ODS) Inf/Cav/Arty/ADA



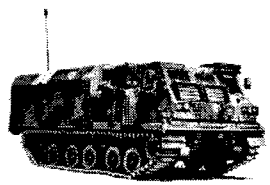
Bradley A3 Infantry



Bradley A3 I
Support Veh
(BFIST)



Bradley A3 Cavalry

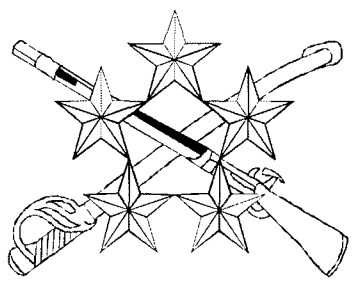


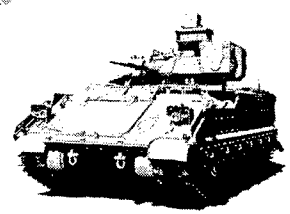
Command and Control Vehicle (C2V)





Multiple Launch Rocket System (MLRS) Chassis



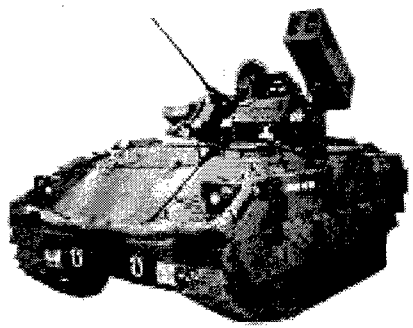


Bradley Fire Support Vehicle (BFIST) M7

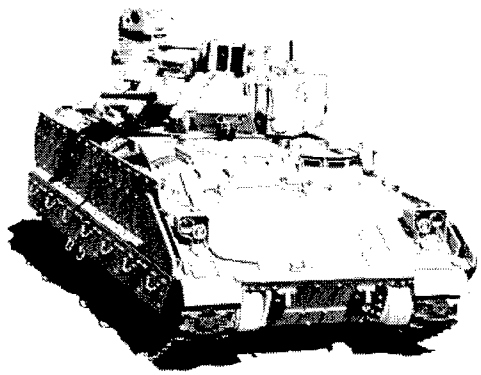
Bradley Fighting Vehicle Systems

Major On-Going Initiatives

- M2A3 Bradley Production
- M2A2 ODS (Operation Desert Storm)
- M4 Bradley C2V
- MLRS Carrier
- Digitization
- Vehicle Variants
  - BFIST
  - Striker
  - Linebacker
  - A3 BFIST

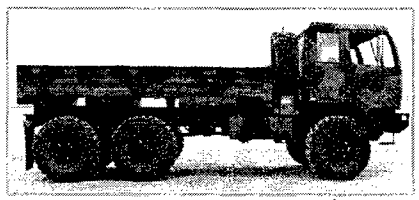




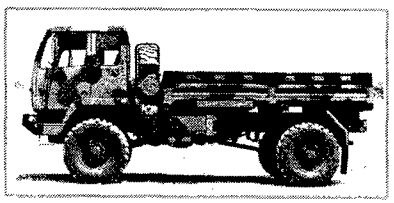


PEO
GCSS

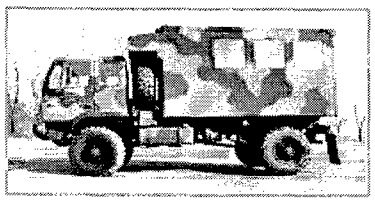
Family of Medium Tactical Vehicles (FMTV)



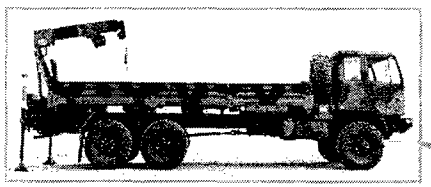
MTV CARGO



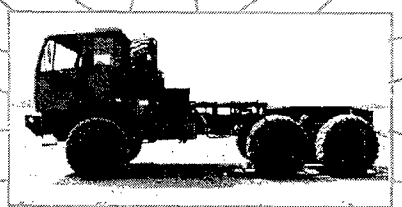
LMTV CARGO



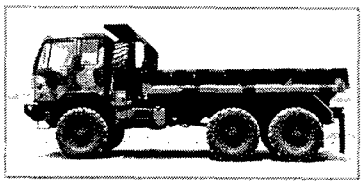
LMTV VAN



MTV LWB CARGO W/MHE



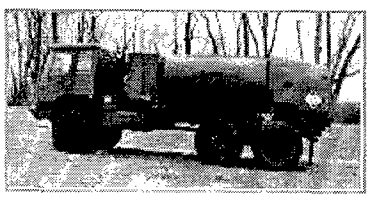
BASE CHASSIS



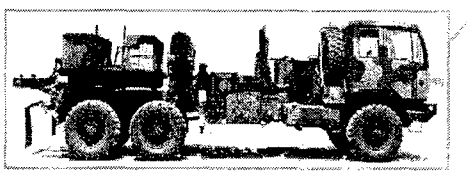
MTV DUMP TRUCK



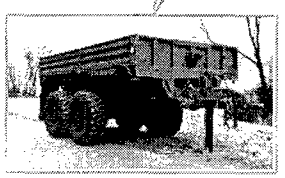
MTV EXPANSIBLE VAN



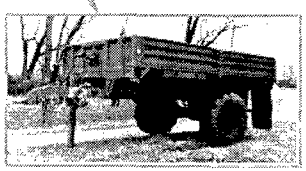
MTV TANKER



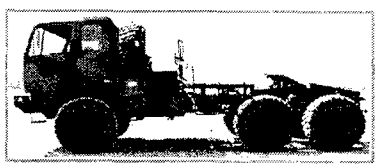
MTV WRECKER



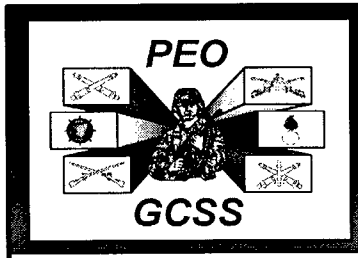
MTV TRAILER



LMTV TRAILER



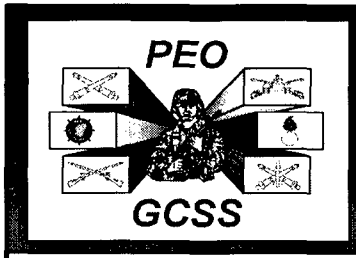
MTV TRACTOR



PM Medium Tactical Vehicle (MTV)

Major On-Going Initiatives

- Light Medium Tactical Vehicle (LMTV) 4x4
- Medium Tactical Vehicle (MTV) 6x6
- Trailer Cargo LMTV
- Trailer Cargo MTV
- Component/Support Initiatives
  - Integrating Interactive Electronic Tech Manuals for Next Multi-Year Contract
  - Electronic Controlled Engine to Meet '98 EPA Emissions
  - Interlock Brakes
  - Adding Data Bus Compatible With SAE Draft J1939 (Four Components With Electronic ECUs)
    - Engine
    - Transmission
    - ABS Axles
    - CTIS Tire Inflation System



PM Medium Tactical Vehicle (MTV)

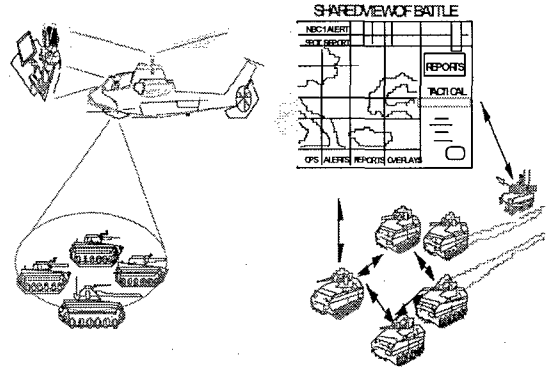
Major On-Going Initiatives (Continued)

- Accelerated Corrosion Test
  - First of its Kind Ever to be Built at Aberdeen Test Center and Demonstrated in DoD
  - Accelerated Test to Cover 22 Years Which will be Accomplished in 10 Months
  - Test to Help Determine Corrosion Maintenance Procedures and the Next Generation of Corrosion Upgrades to the FMTV Hardware

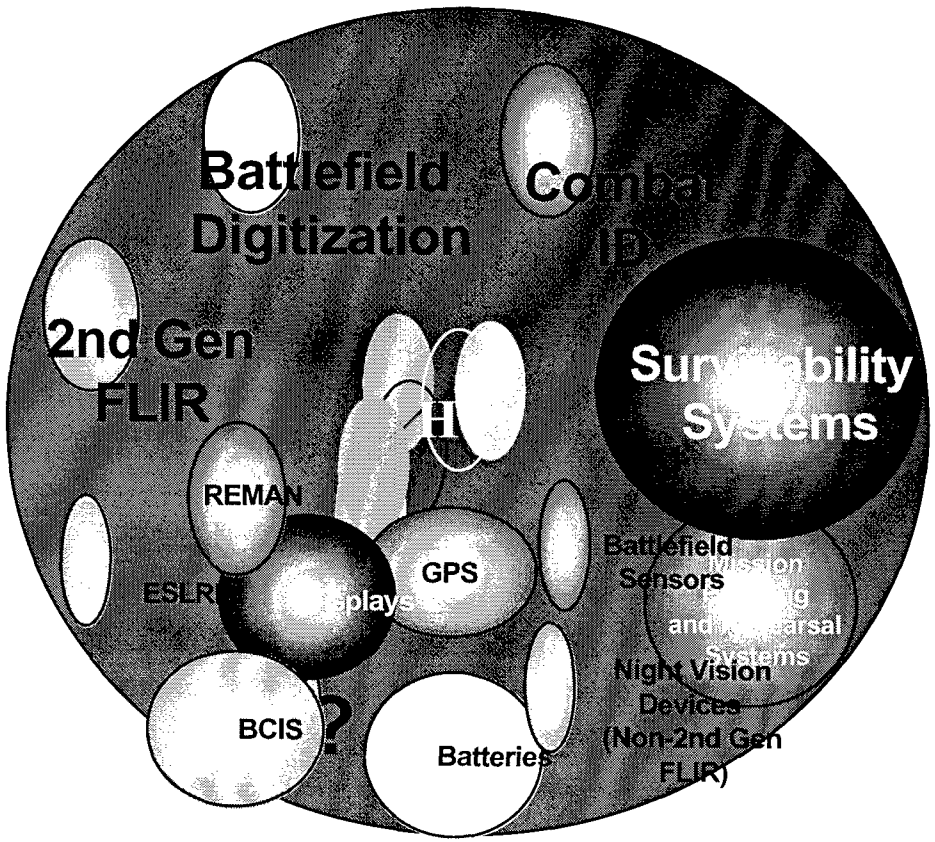
PEO GCSS

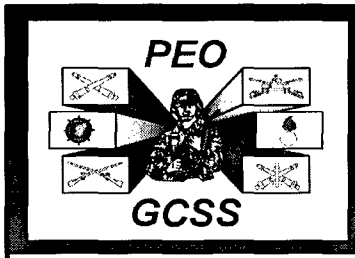
Ground Systems Integration (GSI)

The application of common technologies across multiple systems to improve the war fighting capability of the force.



- Survivability
- Combat Identification
- Shared View of Battle
- Dominate Maneuver
- Own the Night





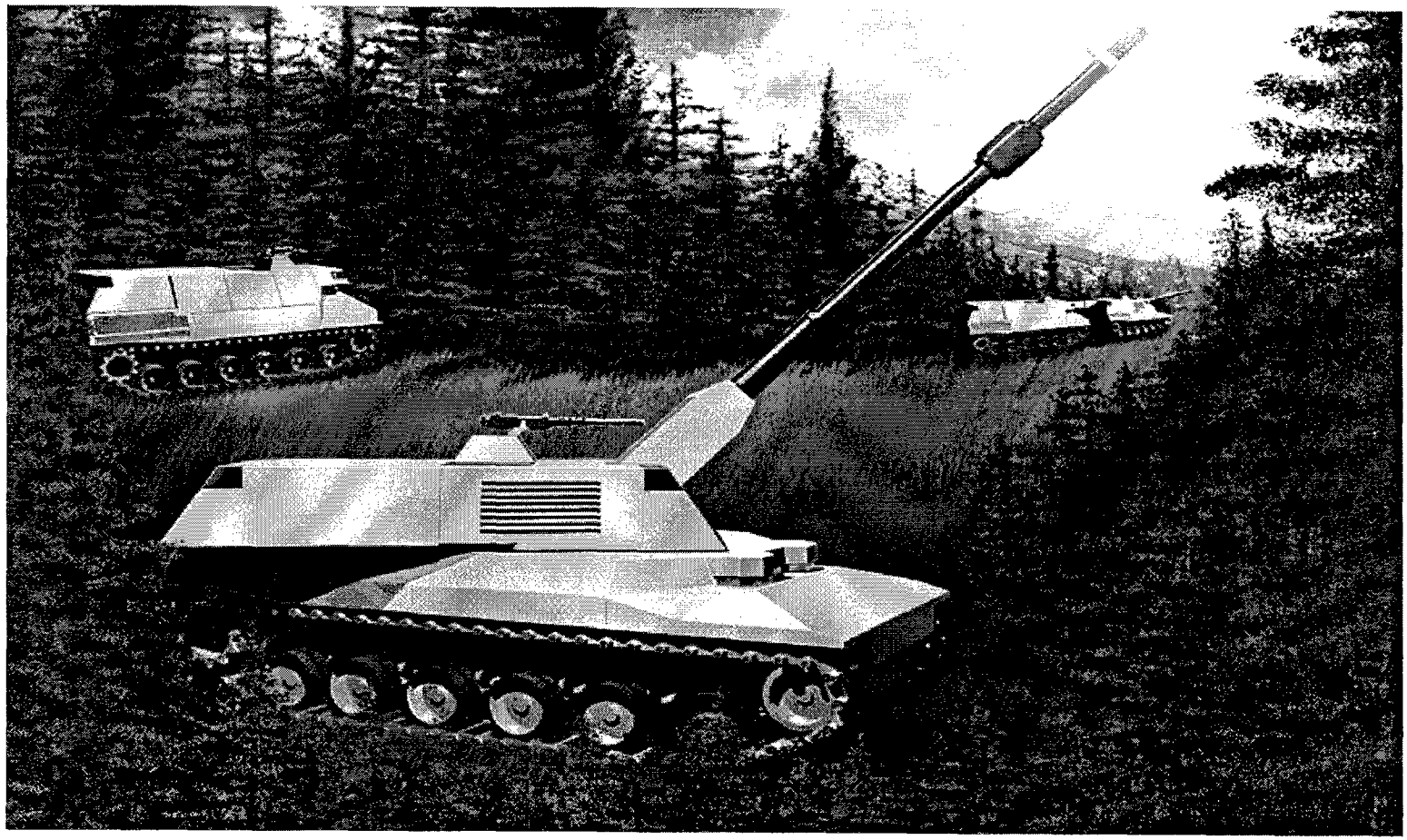
PM GSI

Major On-Going Initiatives

- Suite of Survivability Enhancements Systems (SSES)
- Signature Management Program
- PEO Ground Vehicle Digitization Management
- Armor and Kill Avoidance Programs
- Horizontal Technology Integration
- Special Access Program Administration
- REMAN Program
  - 2 1/2 Ton Truck Extended Service Program (ESP)
  - Medium Tactical Vehicle Replacement Program (MTVR)

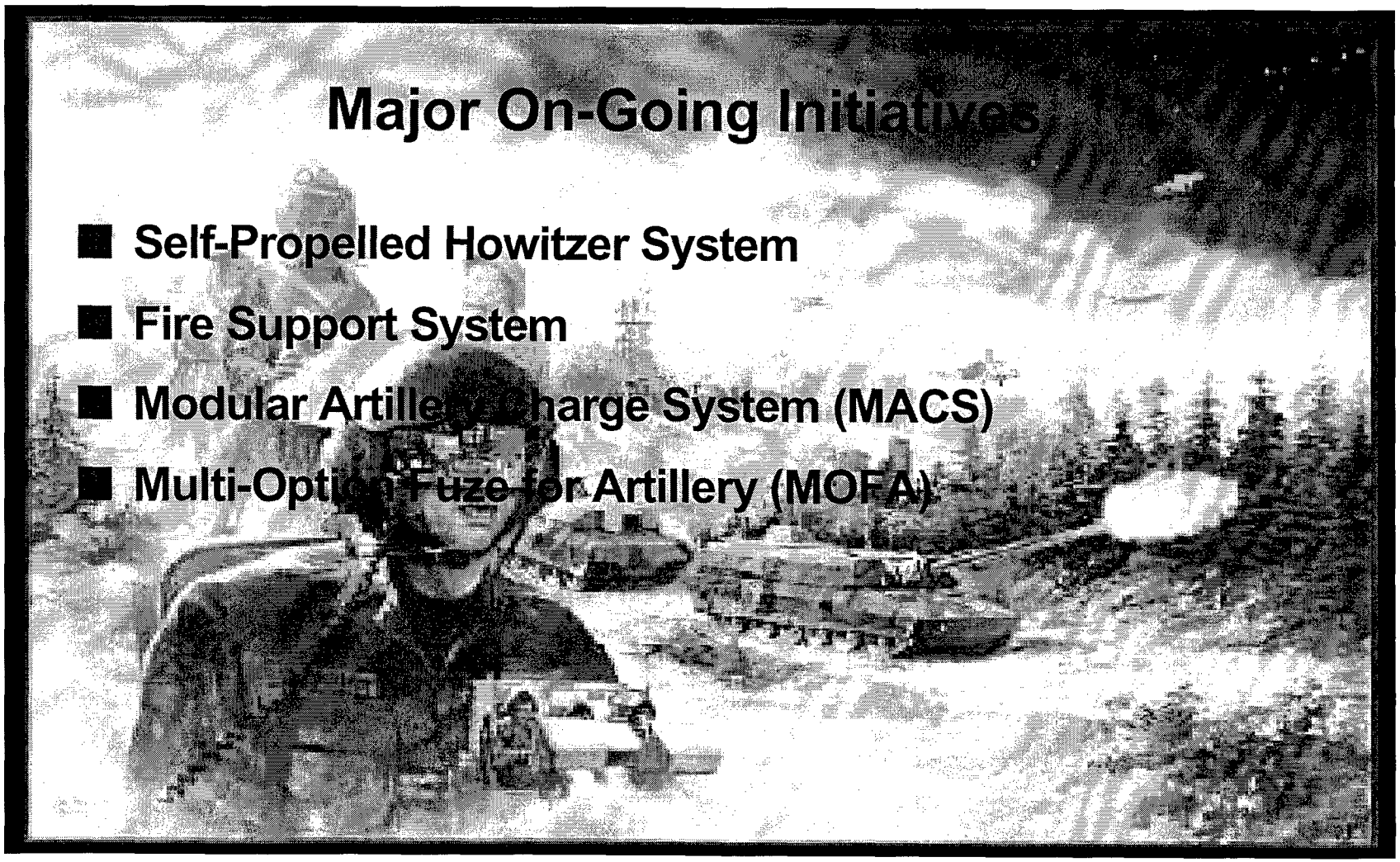
PEO GCSS

Crusader



PEO GCSS

PM Crusader



Major On-Going Initiatives

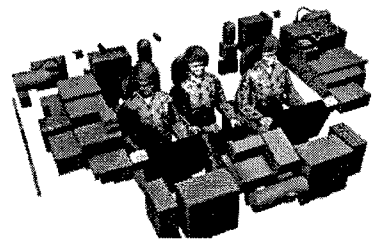
- Self-Propelled Howitzer System
- Fire Support System
- Modular Artillery Charge System (MACS)
- Multi-Option Fuze for Artillery (MOFA)

Crusader - A System for the 21st Century

PEO GCSS

Lethal Firepower

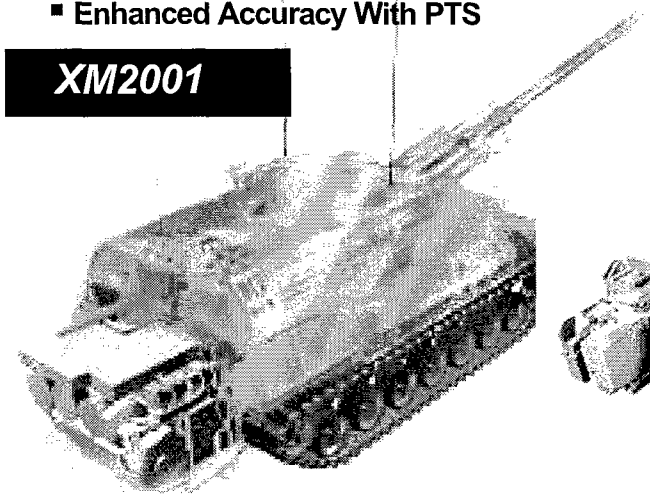
- Cooled Cannon for Continuous Fires
- 10-12 Rnds/Minute out to 40-50 km
- Enhanced Accuracy With PTS

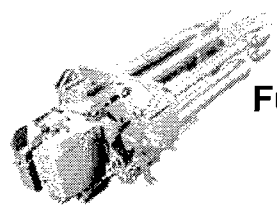


Crew Cockpit Enables Information Dominated Warfare

- Mission Planning
- Situational Awareness
- Decision Aids

XM2001

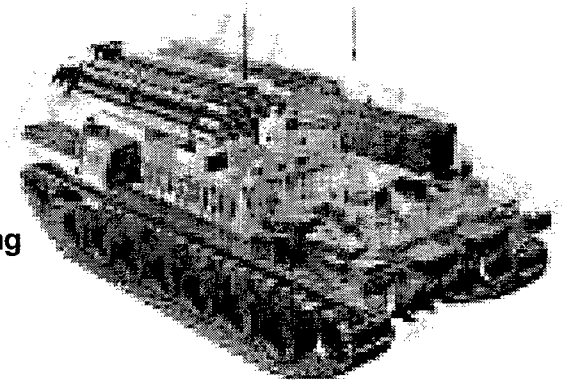


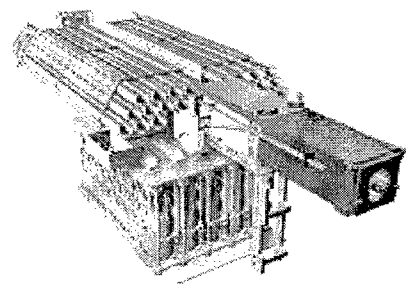


Fully Automated

- Resupply
- Ammunition Handling
- Aiming
- Loading & Firing

XM2002





Highly Mobile

- 1500 HP to Meet & Exceed M1/M2
- First Drive-by-Wire Ground Combat Vehicle
- Ride Quality Better Than M1/M2

Unmatched Survivability

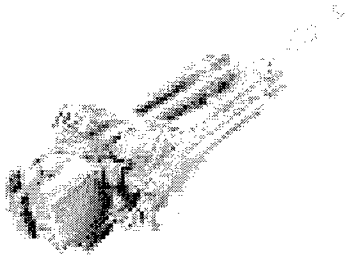
- Separate Crew & Weapon Stations
- Composite Armor
- Ballistic & Non-Ballistic Protection

Crusader Is Not Just Another Howitzer

Crusader Subsystems: The Key To Leap-Ahead Performance

PEO GCSS

Automated Cannon



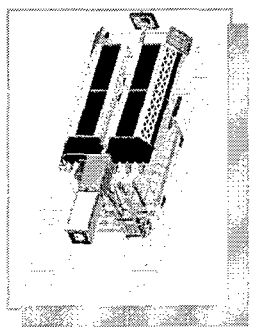
- Automatic Loading
- Active Thermal Cooling
- Laser Charge Ignition
- Inductive Fuzing

Achieved Multiple 15 Rd Auto Burst (Demonstrated 8.6 RPM)

Demo Structural Integrity of the Thermal System

Mount & Cannon in Fabrication

Demo 1 Battlefield Day Firing With Laser Ignition System



Automated Resupply/ Ammunition Handling

- Inventory Management
- Storage
- Selection
- Transfer

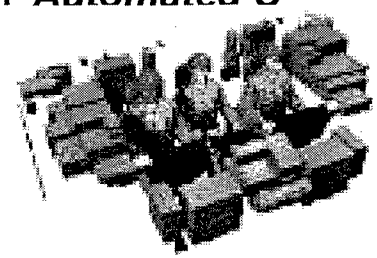
Detailed Design & Fabrication of Objective Hardware

Conveyor Brass Board

Solid Modeling

Propellant & Projectile Brass Board Fabricated

Automated C^3



- Fire control
- Weapon Control
- Positioning
- Embedded Training
- Situational Awareness

Hardware in Detailed Design

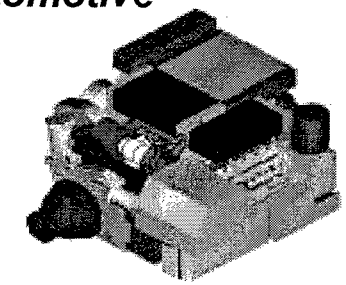
Software in Preliminary Design

Lo-Fidelity Modeling

Crusader Subsystems (Con't): The Key To Leap-Ahead Performance

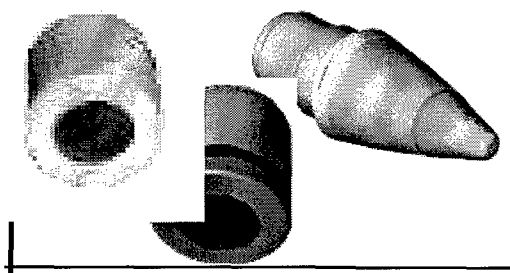
PEO GCSS

Automotive



- 1500 Horse Power
- Variable Geometry Turbochargers
- Self Cleaning Air Filter
- Roll-Out/In Power Pack
- External Hydropneumatic Suspension
- Drive-by-Wire
- Composite Armored Hull

Engines & Transmissions # 1 - 3 Delivered
Engine Full Power Demo'd
Max Transmission Tractive Effort Demo'd
Power Pack Integration Ongoing in Propulsion Test L

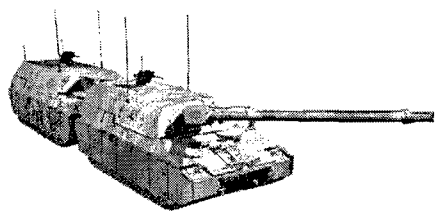


Complete Zoning Solution
Supports 10-12 rd/min Rate of Fire
Significantly Reduces Logistics Tail

MACS & MOFA Qualification Testing Ongoing

Type Classification Complete within 24 months

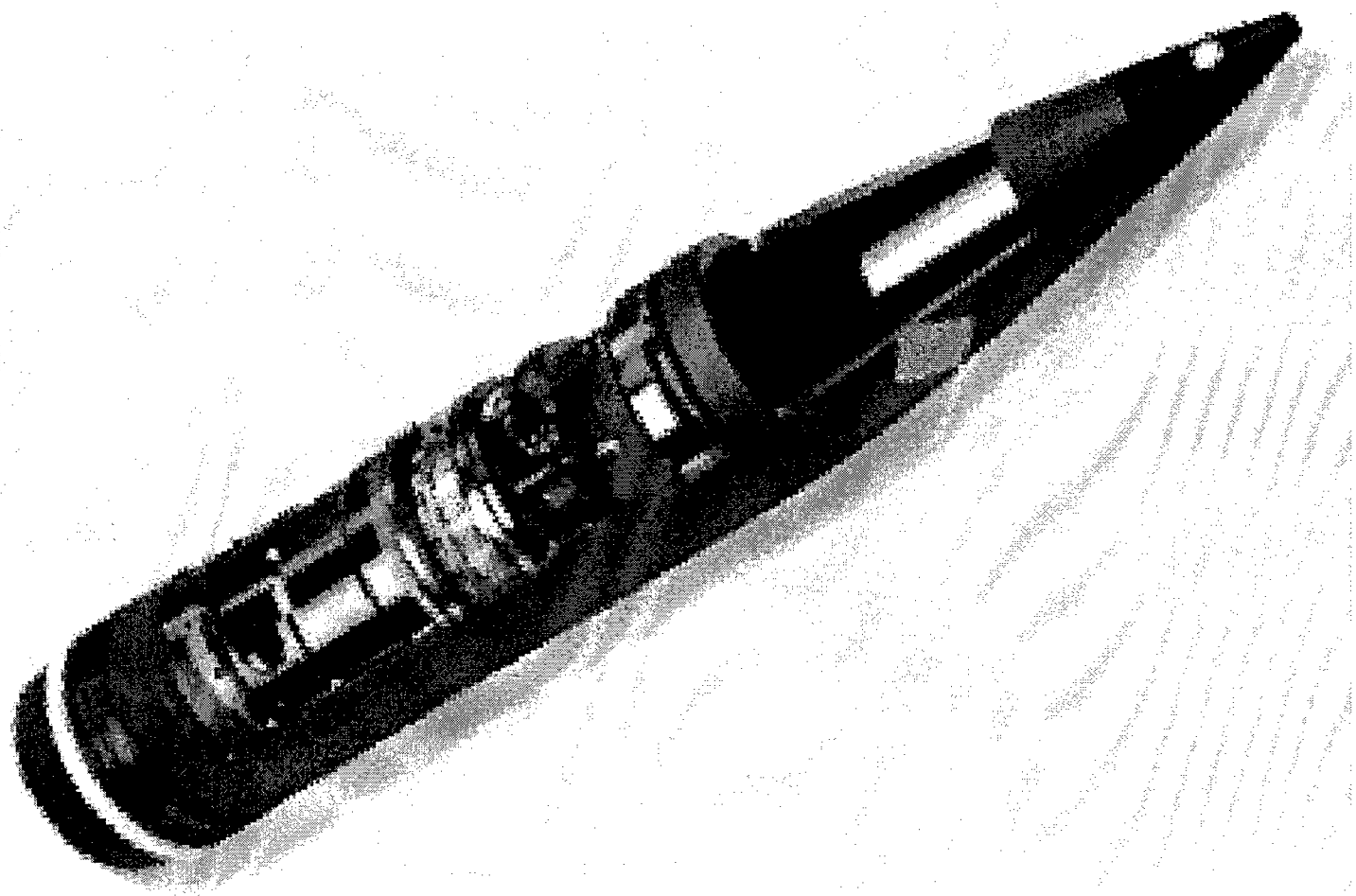
Survivability

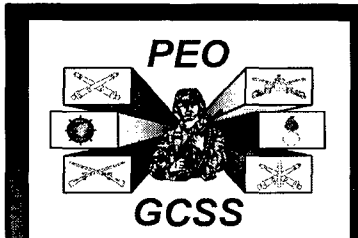


- Protect Crew, System and Mission
- Composite Armor Ballistic Protection
- Ammo & Fuel Compartmentation
- Susceptibility Reduction Features
- NBC Collective Protection With Shirt Sleeve Environment
- Automated Fire Suppression

Detailed Design Armor & Compartmentation Testing Ongoing

Sense and Destroy Armor (SADARM)





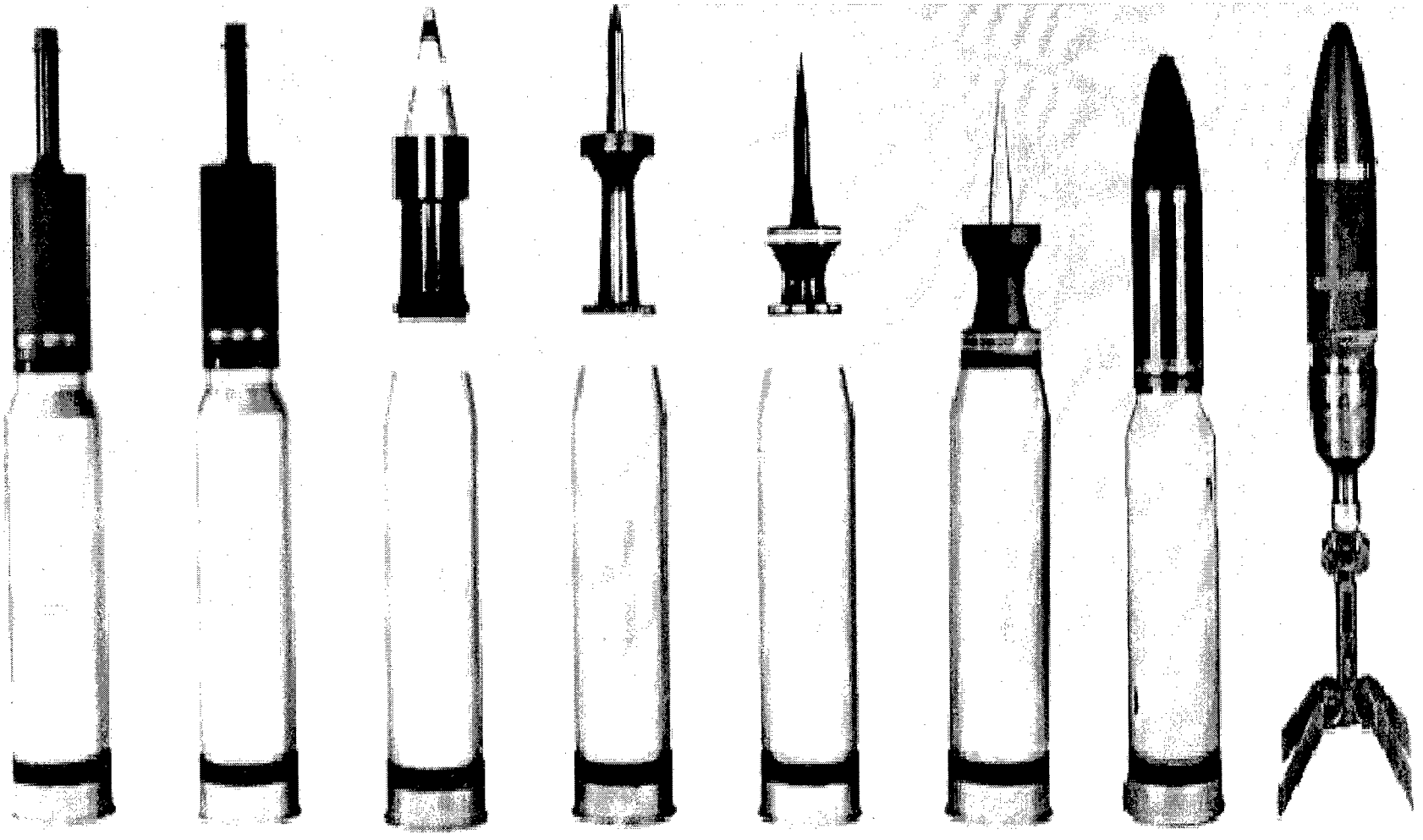
PM SADARM

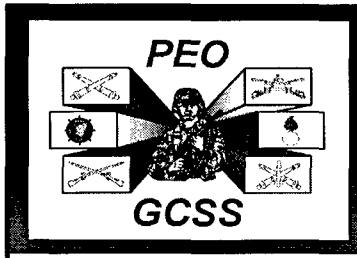
Major On-Going Initiatives

- 155mm, M898 SADARM
- 155mm, M795 High Explosive
- 155mm, XM982 Extended Range Dual Purpose Improved Conventional Munition

PEO GCSS

Tank Main Armament Systems (TMAS)



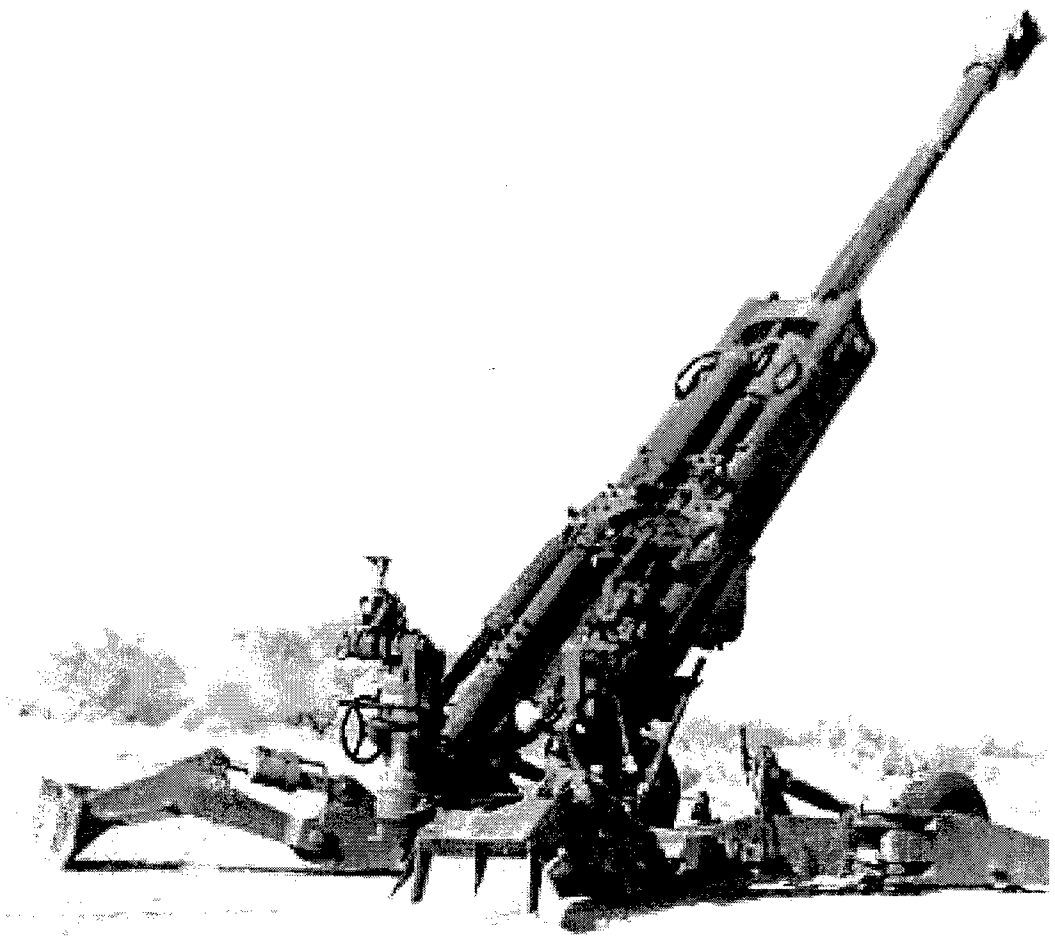


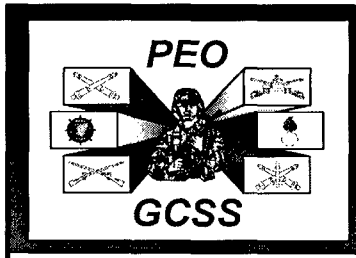
PM TMAS

Major On-Going Initiatives

- 120mm, M829A2 APFSDS-T
- 120mm, M829E3
- 120mm, M830A1 High Explosive Anti-Tank Multi-Purpose (Heat-MP)
- 120mm, Anti-Personnel With Tracer (APERS)
- Advanced Tank Armament System (ATAS)
- XM1007 Tank Extended Range Munitions (TERM-KE)
- 25mm, M919 APFSDS-T

Joint Lightweight 155mm Howitzer (Joint LWH)





JPM LW 155

Major On-Going Initiatives

- XM777 Lightweight 155mm Howitzer
- Towed Artillery Digitization
  - XM777 P3I (Pre-Planned Product Improvement) for Digitized Fire Control
  - M198 Digitized Fire Control
  - Digital Fire Control for Direct Support (DS) Artillery (Existing and Future)

PEO GCSS

XM777 Lightweight 155mm Howitzer

RAPID RESPONSE ARTILLERY

- DESIGNED FOR 21st CENTURY RAPID RESPONSE CONTINGENCY
  - 24 HOURS A DAY *ALL-WEATHER* FIRE SUPPORT
  - ENTIRE 155MM FAMILY OF ADVANCED MUNITIONS

REPLACES M198

- 7000 LBS LIGHTER
- MORE RELIABLE
- MORE SURVIVABLE
- EMPLACES FASTER
- SHOOTS AS FAR
- SHOOTS FASTER

LW155 FEATURES

- AUTOMATIC PRIMER FEEDING
- HYDROPNEUMATIC LOADING AND RAMMING
- DESIGNED FOR DIGITIZED FIRE CONTROL

KEY REQUIREMENTS

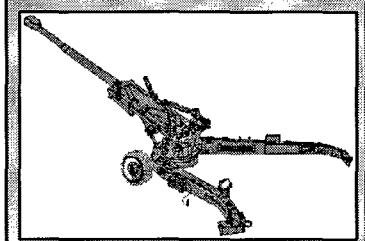
- Weight 9000 Lbs or Less
- Range 30-40 KM
- Rate of Fire
  - Max 5-8 Rds/Min For 2 Min
  - Sustained 2 Rds/Min
- Emplacement Time < 3 Min
- Displacement Time < 2 Min
- Bold Shift in 2-3 Min
- 800-900 Rounds Between Systems Abort



PEO GCSS

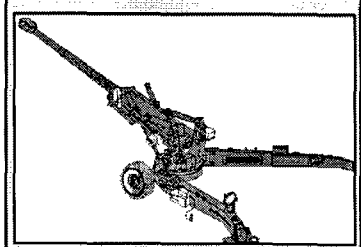
Joint Towed Artillery Digitization

155 TAD Gen 1



USA Warrior Focus
USMC Hunter Warrior

155 TAD Gen 2



RFPI Field Experiment

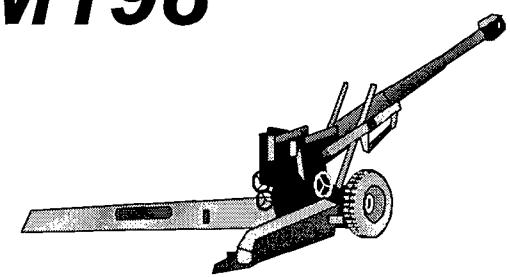
Technical/Operational

Lessons Learned

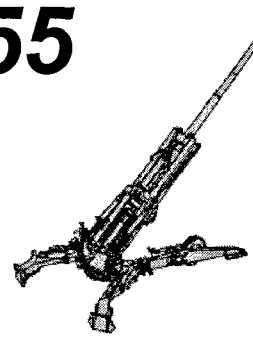
EMD / Production

TAD Gen 3

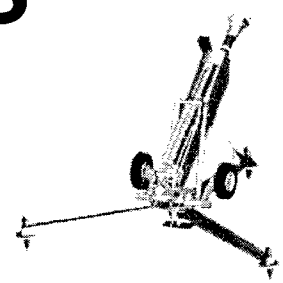
M198



LW155

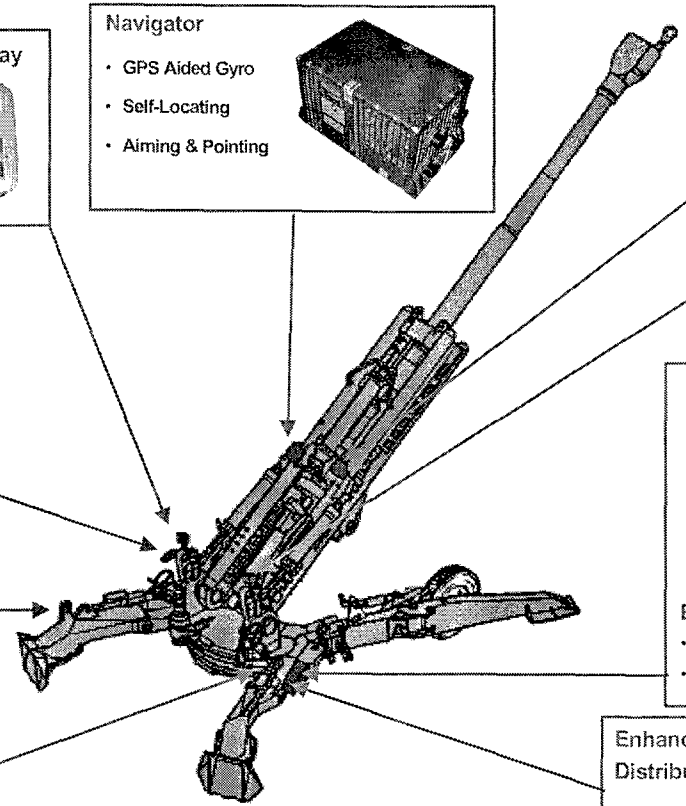


DS

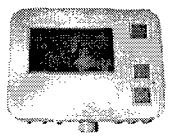


PEO GCSS

XM777 Digital Fire Control Concept



Gunner's Display



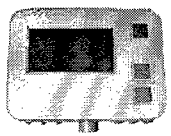
Navigator

- GPS Aided Gyro
- Self-Locating
- Aiming & Pointing

Muzzle Velocity System (MVS)



Assistant Gunner's Display

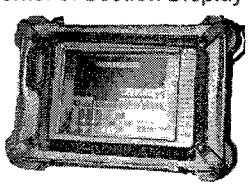


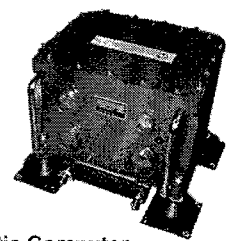
Digital Direct Fire Sight

- Laser Range Finder
- Night Vision Capability



Chief of Section Display



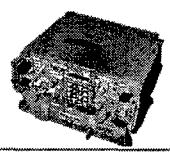


Ballistic Computer

- Stores & Applies Gun Data
- *Output To Displays (COS , Gunner, AG)*

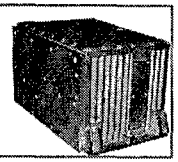
Radio

- Voice
- Data



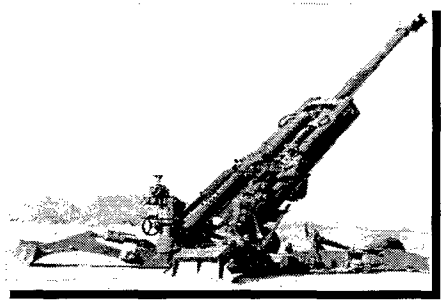
Enhanced Power Supply Distribution Unit

- Battery Onboard
- External Source Capable



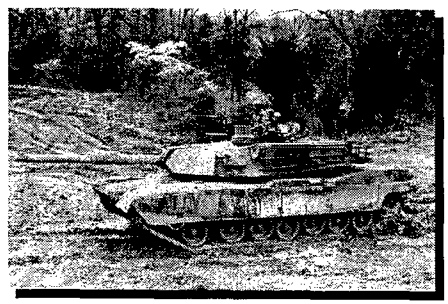
Designed for *Army XXI* and Marine Corps *OMFTS*

Summary of PEO GCSS Contracted Obligations



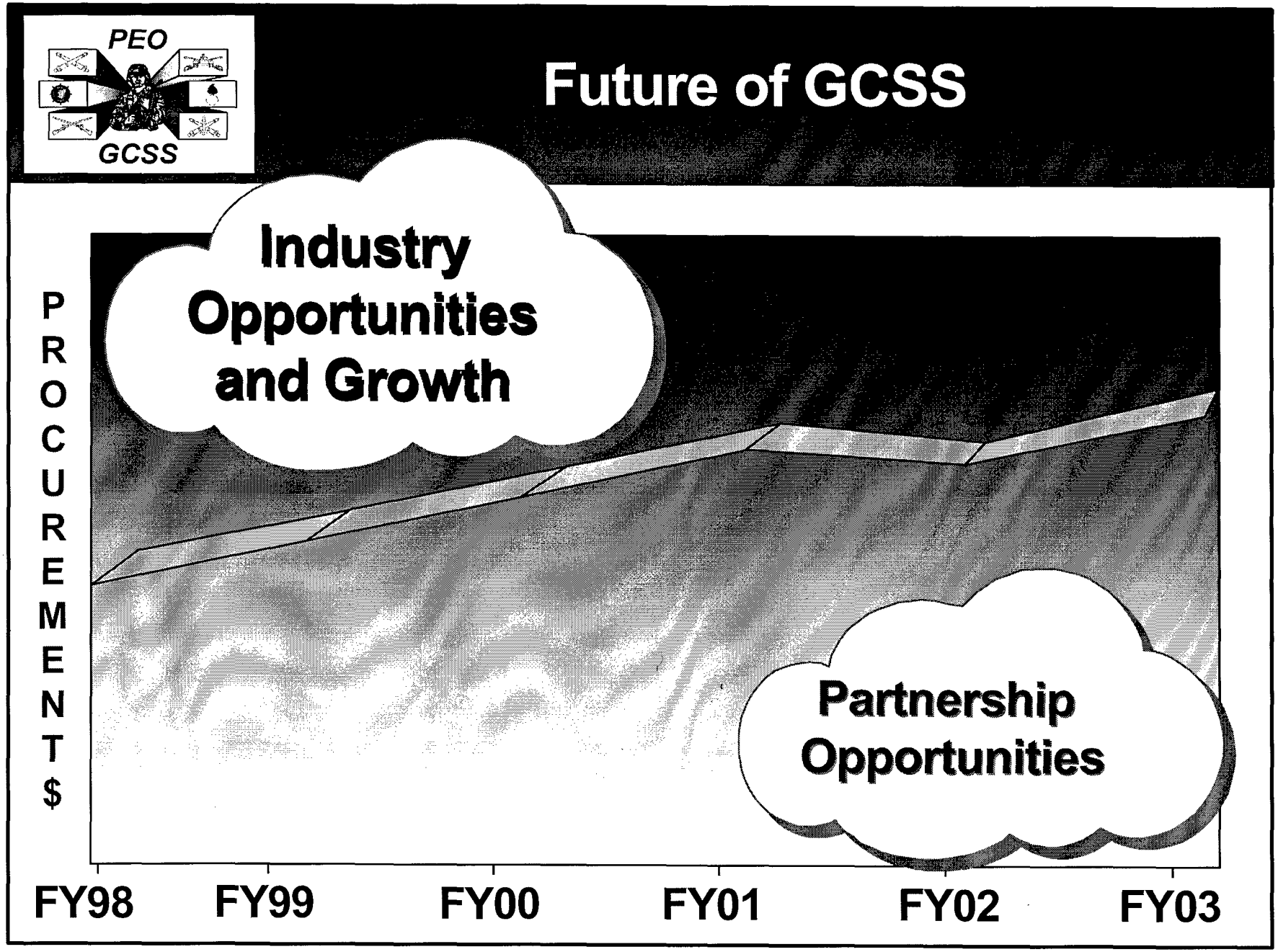
FY99 - $1,745,027,000

FY00 - $1,763,343,000

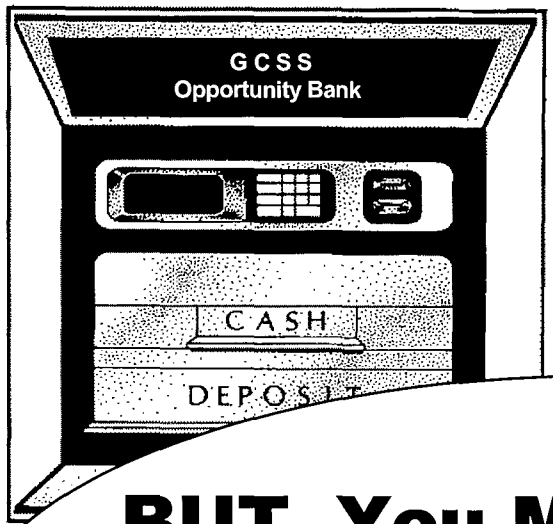


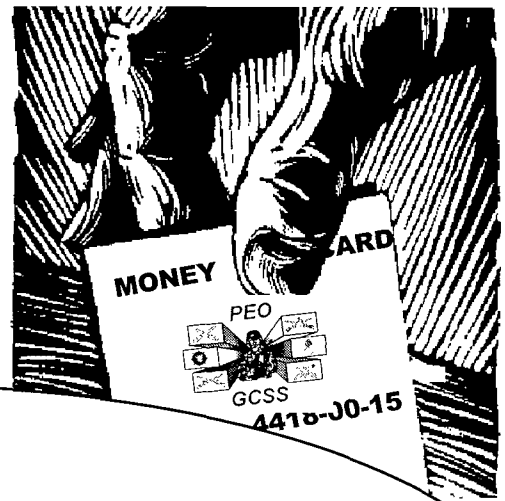
These numbers are broken down as follows:	FY99	FY00
PM, Remanufacture	$ 86,000,000	$ 100,000,000
PM, Ground Systems Integration	$ 5,600,000	$ 250,000
PM, Medium Tactical Vehicles	$ 323,894,000	$ 408,821,000
PM, Bradley Fighting Vehicles	$ 385,091,000	$ 285,100,000
PM, Abrams Tank Systems	$ 590,100,000	$ 496,420,000
PM, Crusader	$ 253,735,000	$ 342,871,000
PM, SADARM	$ 55,300,000	$ 67,674,000
MOFA Program	$ 850,000	$ 400,000
XM982 Program	$ 3,150,000	$ 6,880,000
PM TMAS	$ 25,307,000	$ 42,207,000
PM LWH	$ 16,000,000	$ 12,720,000

Future of GCSS



There are Plenty of Opportunities . . .

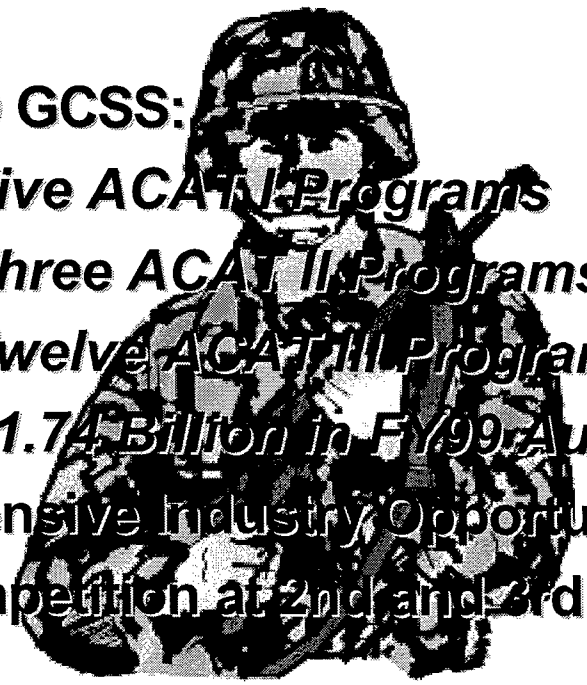




BUT, You Must Deliver . . .

- Quality
- Cost As An Independent Variable (CAIV)
- System Performance/Effectiveness
- On-Time

Summary



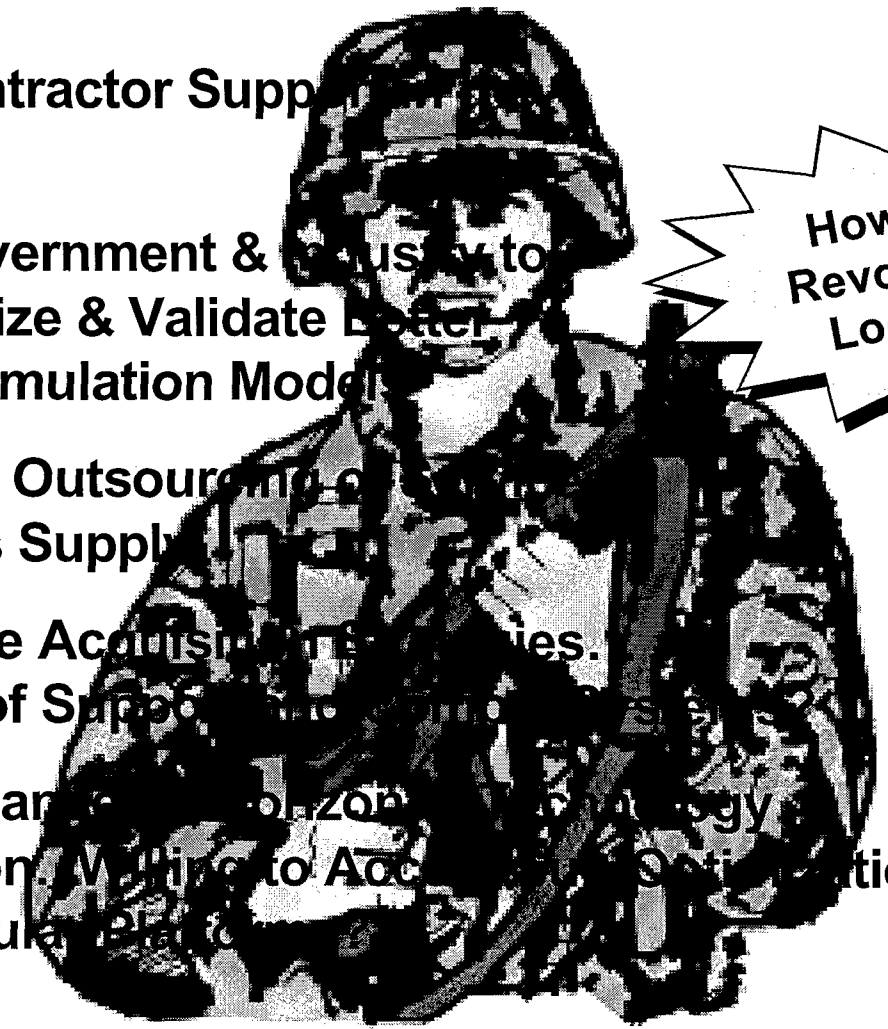
- PEO GCSS:
  - *Five ACAT I Programs*
  - *Three ACAT II Programs*
  - *Twelve ACAT III Programs*
  - *$1.74 Billion in FY99 Authority*
- Extensive Industry Opportunities
- Competition at 2nd and 3rd Tier

LAND FORCE DOMINANCE . . .

FOR THE 21st CENTURY!

Thoughts I Want to Leave With You

- More Contractor Supp… Field
- Need Government & … to Standardize & Validate … Cost & Simulation Mode…
- See More Outsourc… and Parts Suppl…
- Innovative Acquisi… ies. Leasing of Supp…
- More Relian… Integration … to Acc… tion on Particul…

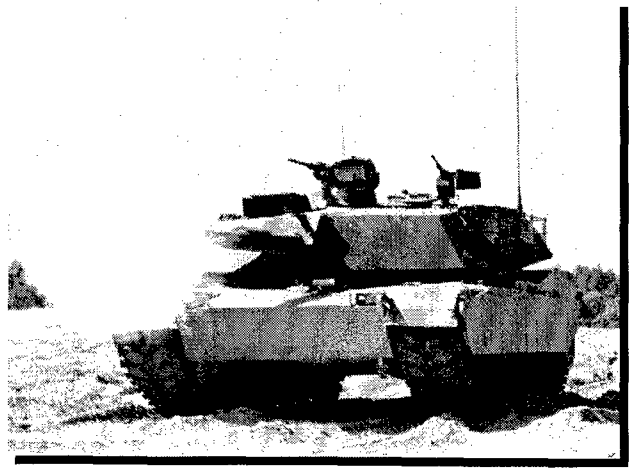


How do we Revolutionize Logistics?

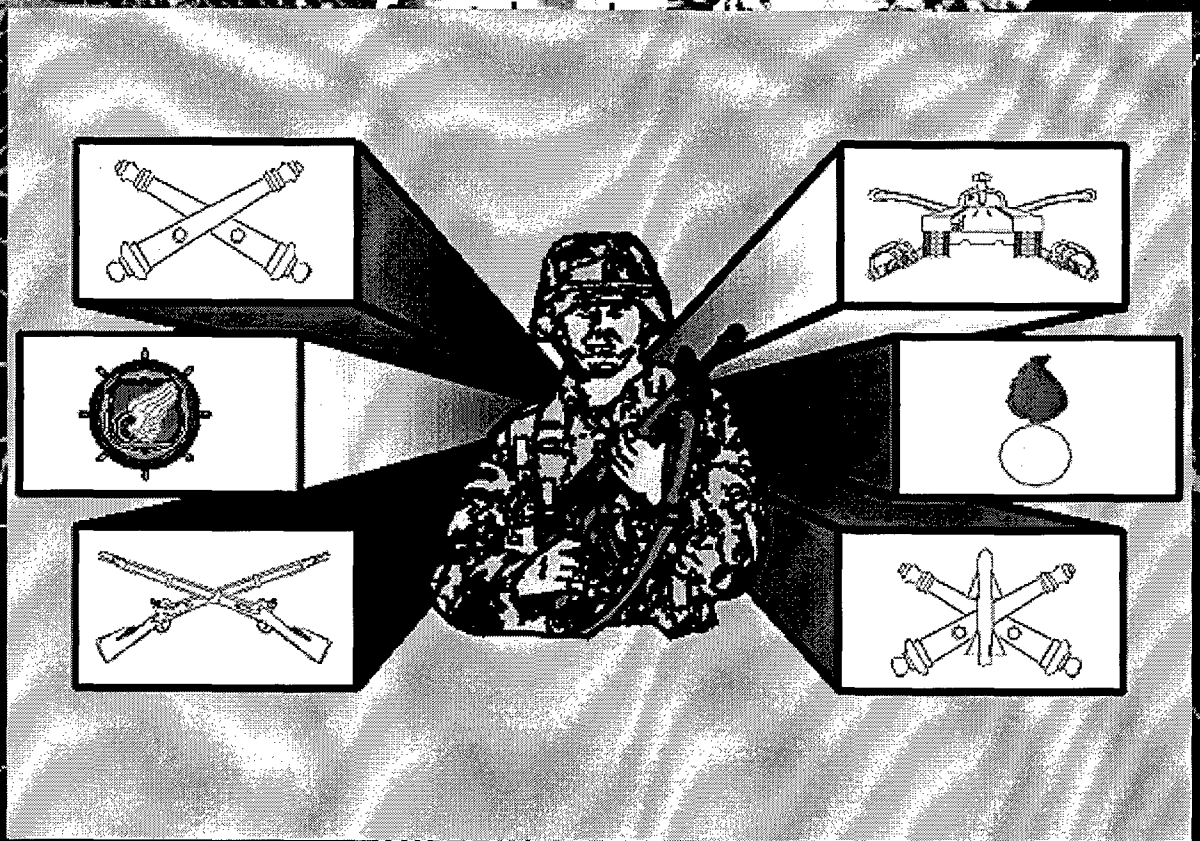
Thoughts I Want to Leave With You

- PEO GCSS [illegible] mitted to Life Cycle Ma[illegible]
  - Provi[illegible] est, Most Letha[illegible] mmuni[illegible]ion to the Soldier
  - Using the Sa[illegible] More Ammuni[illegible]
- Fin[illegible] Effi[illegible]cies [illegible]ugh Improving G[illegible]n [illegible]tering [illegible] [illegible]m Now [illegible]ce to P[illegible]
  - [illegible]d to [illegible]
  - [illegible]mmuni[illegible]





Ground Combat and Support Systems
Opportunities in Partnering 1999
Advance Planning Briefing



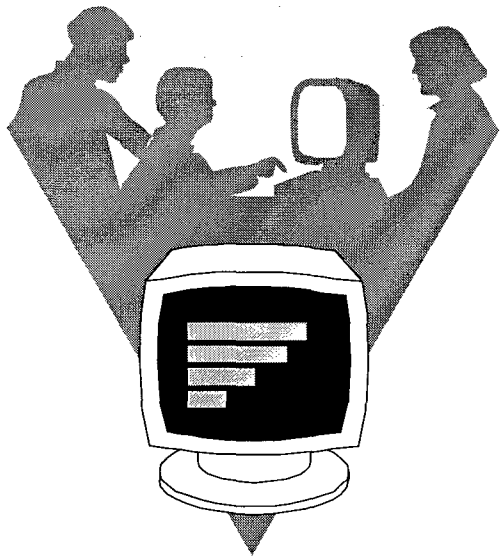
Deputy Program Executive Officer,
Ground Combat & Support Systems

TACOM

TACOM

Mobility and Firepower
for America's Army

ELECTRONIC COMMERCE



Sandy McCarroll
mccarros@tacom.army.mil
810-574-8139

TACOM

ELECTRONIC COMMERCE

DOD Goal for Paperless Contracting



MOVE TO A PAPERFREE CONTRACTING PROCESS BY JANUARY 1, 2000 PER MANAGEMENT REFORM MEMORANDUM #2

ACQUISITION CENTER GOAL

IMPLEMENT A PAPERLESS CONTRACTING PROCESS BY 14 JUNE 1999

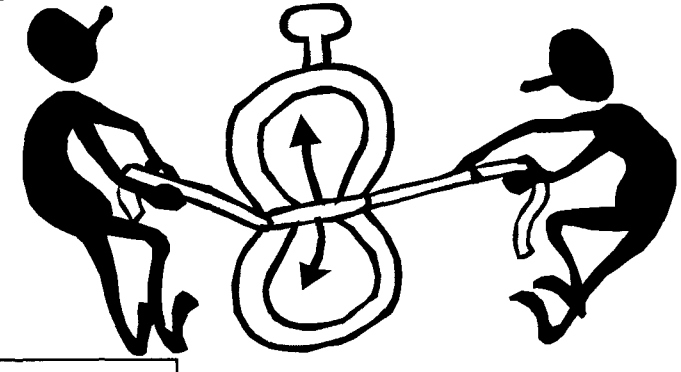


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ELECTRONIC COMMERCE

YEAR 2000 (Y2K)

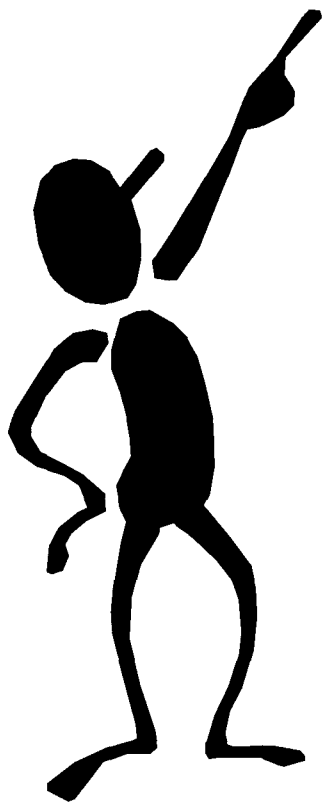
-Hard Coding of Dates (2 positions)
-Potential Problems: Erroneous Data or System Failure
-Impacts: Databases, files, screens, reports,
COTS software, operating systems,
printer software, interfaces
-Commanding General Memorandum dated 30 June 98
- Identify any impact on delivery of products or services



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CENTRAL CONTRACTOR REGISTRATION (CCR)



-Deadline 1 June 98 for Registration

-Not eligible for Awards

-Ways to Register:

- Internet On-line Registration
- VAN
- Procurement Technical Asst. Centers
- Electronic Commerce Resource Centers

TACOM

ELECTRONIC COMMERCE

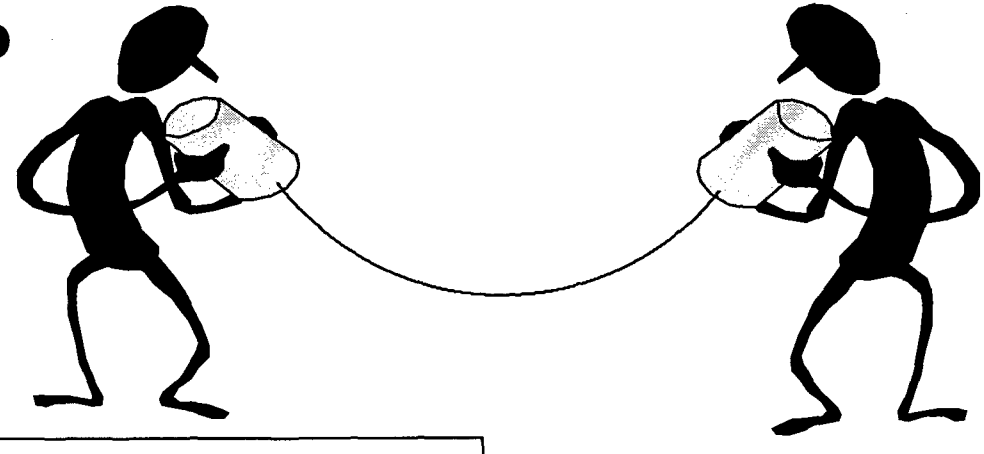
ELECTRONIC DATA INTERCHANGE (EDI)

- PADDS EDI - Weapon System Spare Parts (ACALA)
  Long Term Contracts (Warren)

- DVD - High volume (tires/batteries)

- Expansion from VAN to Internet

- Web Catalogs



TACOM

ELECTRONIC COMMERCE

Qualified Supplier List (QSL)



- List of Suppliers Facilities
- Acceptable = quality, manufacturing or design process
- Remove Weak Suppliers
- QS01 - Idler Arms, Road Arms, Sprockets
- QS02 - Handle Handgrips, Buttstocks, Heat Shields
- QSL Commodities = QSL Suppliers
- Implementation Goal January 99

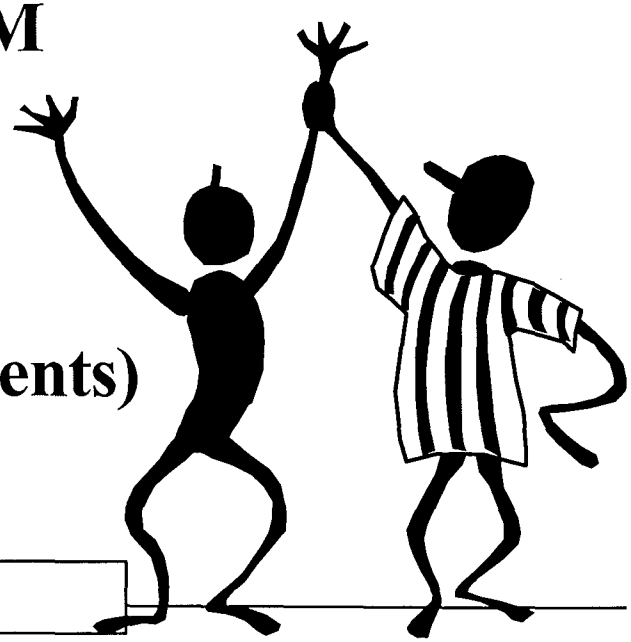
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Past Performance Information Management System (PPIMS)

- Army System
- DoD Developing overarching Architecture
- Collection of Contractor Past Performance
- Systems/Spares - $5M; Services - $1M
- Source Selection Sensitive
- Five point rating system from
  Poor to Exceptional

(Satisfactory = met contract requirements)

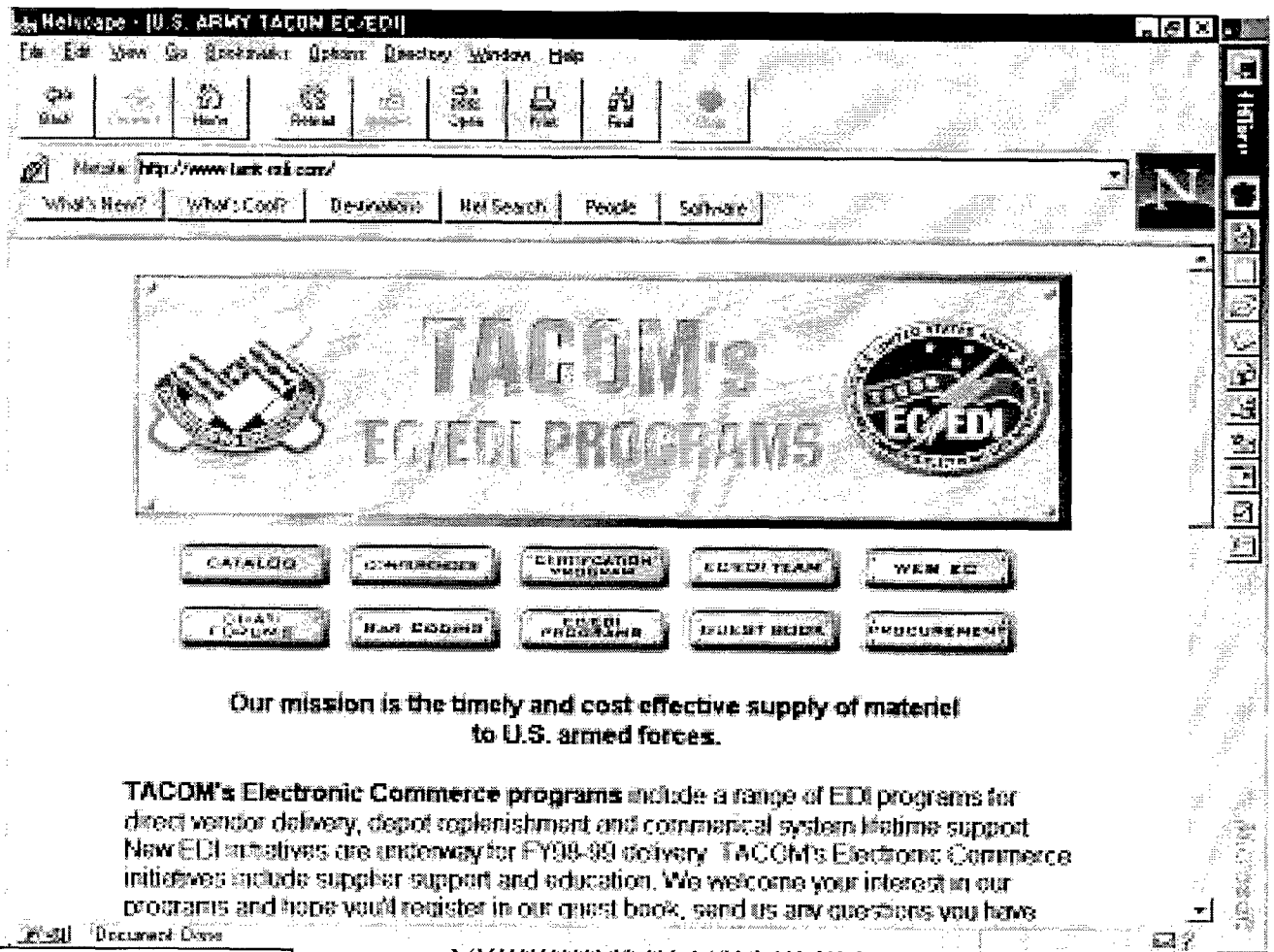


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ELECTRONIC COMMERCE
INTERNET TODAY

EC/EDI Home Page

http://www.tank-edi.com



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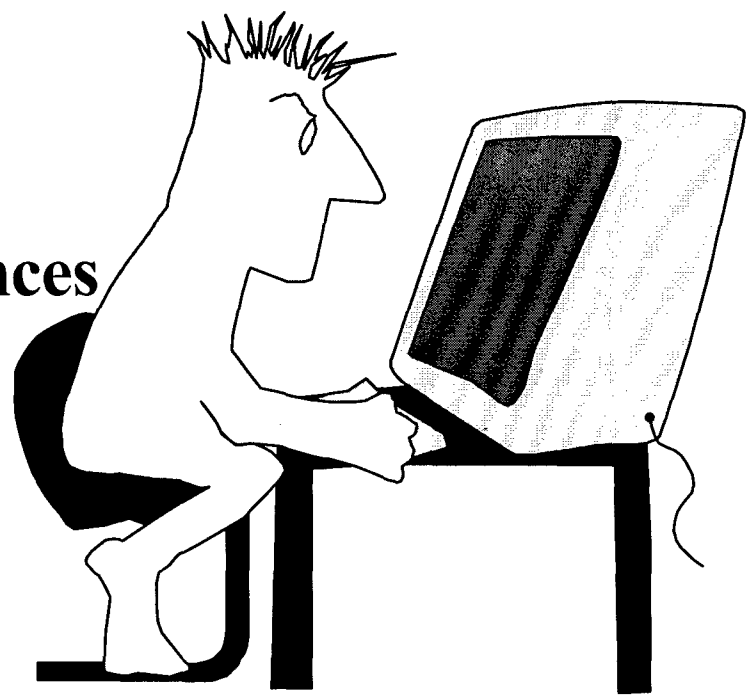
ELECTRONIC COMMERCE

INTERNET TODAY

Acquisition Center Home Page

http://www.tacom.army.mil/acqcen

-Competitive & Non-competitive Solicitations
-Distribution A TDPs
-CCR Information/link
-Master Solicitation
-Links to CBD, Procurement References & other Government Sites
-Acquisition Reform
-BAA/Market Surveys
-Procurement History
-AND MORE



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Army One Face to Industry

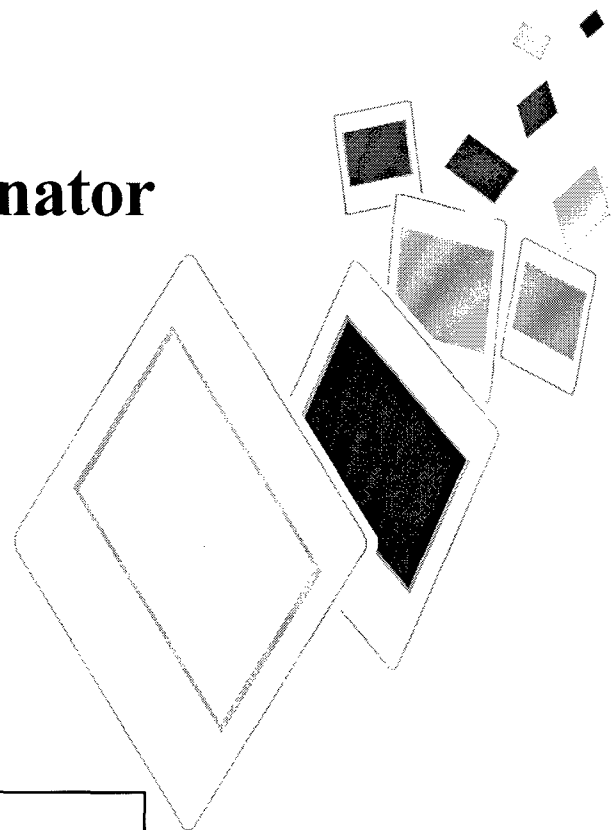
- www.army-acquisition.net

- input from appx. 60 locations

- core information with link to originator

- search capabilities

- Enhancements to include:
  - Electronic Bidders Notice
  - Bid Modules



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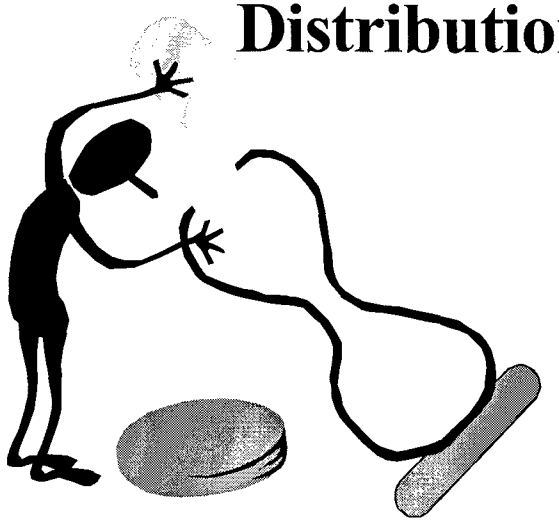
ELECTRONIC COMMERCE
INTERNET TOMMORROW:

Long Term Contracts via EDI

Vendor Response Module via the WWW

Electronic BML via the WWW

Distribution of Awards/Modifications via the WWW





Performance Specifications

vs.

Technical Data Packages

Presented by :

Marta Tomkiw- Team Leader,
Blueprint for Change

Susan Budrys- Acquisition Center,
Chief of Tactical Vehicle
Construction Equipment

What is a Performance Spec ?

- Form, Fit, Function and interface
- Users needs
- Interfaces
- Supportability
- Operating environment
- Criteria to verify compliance

Oct 27, 1998

What makes up a TDP

- Drawings (and associated lists)
  - Conceptual
  - Developmental
  - Product
  - Commercial
- Special inspection equipment drawings
- Specifications
- Software documentation
- Verification requirements (QA)
- Packaging data

Oct 27, 1998

Detail Requirements Example

• The surface treatment of exposed aluminum shall be chemical film per MIL-C-5541 or cadmium plate followed by clear irridite or dichromate and finished with one coat of epoxy paint primer and one coat gray epoxy paint, color 36440 per FED-STD-595.

•

• The hose shall be non-metallic, single fabric braid reinforcement with an oil and mildew resistant textile braid cover. It shall be compatible with fuel, oil, air and water, and shall withstand pressures up to 200 PSI.

•

• The 5.56 mm cartridge shall not release more than one bubble of air when subjected to a positive internal pressure of 7.5 pounds per square inch for 30 seconds minimum. The pressure indicator shall be subjected to a temperature of 85' $\pm$ 5'C for 2 hours then the face of the cover grass shall be immediately immersed in an ice bath for 3 minutes. There shall be no evidence of moisture or oil fog inside the cover glass.

Oct 27, 1998

Performance Requirement Example

The sight glass assembly shall be constructed of materials of the contractor's choosing, provided the materials meet all of the operational and environmental criteria specified herein. Dissimilar metals should not be used in contact with each other. Where such contact is unavoidable, the metal shall be protected against galvanic corrosion.

The heater shall operate on 24 to 28 volt DC current and shall not exceed 15 amps at 28 volts.

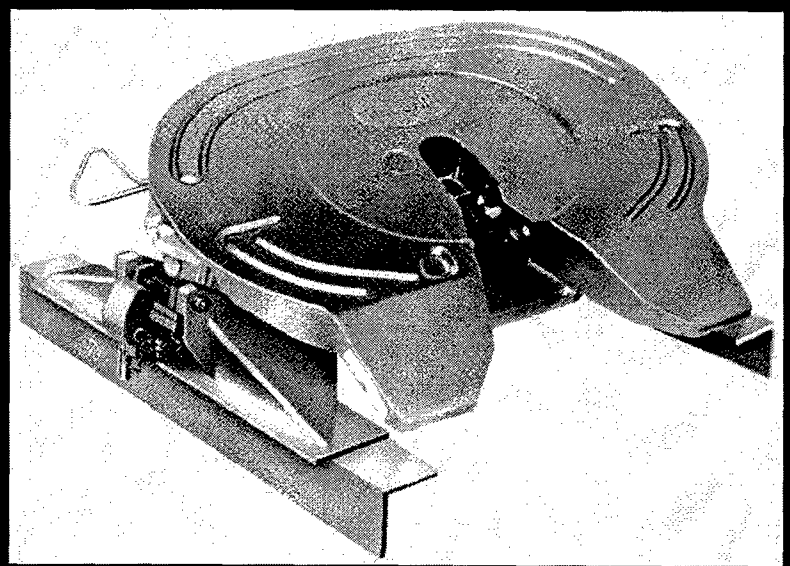
The Smoke Generator set shall have a mean time between operation mission failures of 50 hours with an 80% confidence level.

The weight of the actuator shall be no greater that 4 pounds .

•

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Fifth Wheel Assembly



- Manufacturer of the existing fifth wheel is no longer in the fifth wheel business!
- Market research has identified three new fifth wheel suppliers.

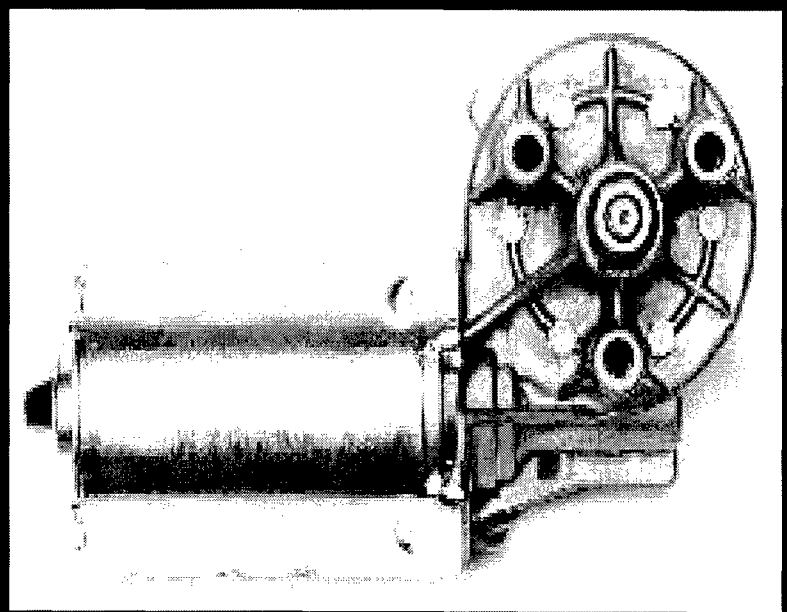
Oct 27, 1998

Benefits to this conversion :

- Anticipated 11% reduction in price
- Industry common and readily available
- No modification to the truck chassis
- Can be used on 95% of the Army's semi trailers
- Can be used on other military trucks (FMTV)
-
-
-

Oct 27, 1998

Pneumatic Wiper Motor
Wiper Control Valve



- Pneumatic wiper system is ranked number 20 in the Top 40 cost drivers of class IX consumables
- Manufacturer has discontinued production
- Current design is obsolete
- Has not been used in the automotive industry since the 1950's

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Additional research has identified:

- Two new design alternatives
  - Electric (7 manufacturers for the motor)
    (4 manufacturers for the switches)
  - Hydraulic (also considered obsolete)
- Electric motor specification already exists
- Test requirements for an electric motor system are available through SAE, UL and NEMA.
- Modernization of design will result in only minor modifications.
  - New Power source
  - Cap existing pneumatic supply

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Benefits to this conversion :

- Anticipated 45 % reduction in price
- Lower operation & support costs
- Improved performance and reliability
  - Electric motor will result in 35% more torque
  - Variable speed and auto park
  - Electric motor operation is quieter
- Electric wiper system parts are industry common thus readily available.
-

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- Conversion can theoretically be implemented in most cases.
-
- Problem items are prime candidates
-
- Logistics and technical criteria are used as identifiers.
-

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Performance Based Scopes Of Work Change The Way We Buy.

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Award Decision

- Not Based on Low Price Alone.
-
- Contracting Options:
  - Technically Acceptable/Low Price
  - Best Value Source Selection

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Technically Acceptable/ Low Price

- Appropriate If Requirement Isn't Complex.
-
- Technical and Performance Risks Minimal.
-
- Requirements Well Defined But Discussions May Be Necessary.

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Best Value-What Is It?

- A Process Used in Competitive Negotiated Procurements.
-
- Evaluates and Compares Factors In Addition To Cost Or Price.
-
- Selects The Most Advantageous Offer.

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When Do We Use Best Value?

When Measurable Differences Are Expected In the Design, Performance, Quality, Reliability, Or Supportability of the Proposed Item;

Or

When Differences Are Likely In The Capability/Risk of Performance of the Offerors;

And

When the Differences Are Worth Paying For.

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Best Value-What It Isn't?

- Authority To Pay Any Price.
-
- Basis To Select Any Offeror You Want:
  - Must Follow The Criteria And Relative Weights Established in the RFP.
  - Must Be Supportable.

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Evaluation Factors

- Are Structured To Reflect The Government's Need.
-
- Are Limited To Areas Which Will Reveal Significant Differences Or Risk Levels Among Competing Offers.
-
- Are Developed Specifically For Each Acquisition.

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Examples of Non-Price Areas Evaluated

- Technical Approach
- Performance
- Reliability
- Maintainability
- Life Cycle Costs
- Logistics Support
- Past Performance
- Small Business Participation

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Relative Importance Areas/Elements/Factors

- Significantly More Important
-
- More Important
-
- Approximately Equal

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Price

- Always An Evaluation Factor
- More Significant As Evaluation Of The Non-Price Areas Become Closer.
- May Be The Controlling Factor:
  - Where 2 Or More Proposals Are Considered Equal.
  - When A Superior Proposal Is Unaffordable.
  - When Advantages Of A Higher Rated, Higher Priced Proposal Are Not Considered Worth The Price Premium.

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Past Performance

- Required To Evaluate Past Performance On All Buys Over $100,000.
- Makes Sense *Not* To Award To A Contractor That We Don't Think Will Successfully Perform The Contract.
- Puts Emphasis On Doing Good Work Rather Than Writing Good Proposals.
- Allows Us To Reward Good Performers.

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Past Performance Evaluation Process

- Offeror Identifies Recent And Relevant Contracts.
- Government Evaluators Collect Independent Information From Historical Contract Administration Sources.
- We Review The Prime and Major Subcontractors' Performance.

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Small Business Participation

- Required To Be Evaluated Whenever The Small Business Clause(s) Are In the RFP And We Evaluate Past Performance.
- We Evaluate Your Proposed Small Business Plan.
- We Evaluate Your Small Business Subcontracting Performance Over The Past 3 Years.
-

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The Best Value Decision

- Is A Reasonable Business Judgement of the SSA;
- Based On a Comparative Analysis Of The Proposals;
- Must Be Consistent With The Stated Evaluation Criteria;
- Must Reflect Whether Or Not Perceived Benefits Are Worth The Price Premium;
- Is Subjective-But Must Include Objective Analysis Where Appropriate.

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Other Acquisition Reform Initiatives

- Commercial Item Solicitation (FAR Part 12)
- Oral Proposals
- Long Term Contracts
- Partnering
- Alpha Contracting (Sole Source Contracts)
- Cost As An Independent Variable (CAIV)
-

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Impact on Contractors

- Process shortened - Prepared to Play
  - Simplified Acquisition Procedures to $5M (Test)
  - CBD Synopsis and Solicitation
- Commercial Contracts
  - SF 1449
  - FAR 12.301 Five Provisions (Block 27a on SF 1449)
  - Should include customary commercial terms and conditions for specific marketplace

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Impact on Contractors

- FAR 12.301

  - Instructions to Offerors (FAR 52.212-1)
  - Evaluation (FAR 52.212-2)
  - Offeror Representations (FAR 52.212-3)
  - Contract Terms and Conditions (FAR 52.212-4)
  - Contract Terms Required to Implement Statutes or Executive Orders (FAR 52.212-5)

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Impact on Contractors

- Commercial Items purchased in conjunction with FAR Part 13, Part 14, and Part 15

- Proposals should utilize commercial product literature to maximum extent possible for support

- Firm Fixed Price or Fixed Price (EPA) only

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Impact on Contractors

- Certified Cost and Pricing Data generally not required, but adequate support is needed
  - Price must be determined fair and reasonable (many techniques)
  - Price not considered reasonable just because on published price list
  - Price supported by data regularly maintained by contractor (sales data, invoices to other customers, comparison to similar items, etc.)

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Impact on Contractors

- Reliance on Contractor's QA System in most cases

- Warranties
  - Merchantability - Fitness for ordinary purpose
  - Implied - Fitness for particular Government use
  - Express

- Reliance on Contractor for all resources required to produce

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Impact on Contractors

- Commercial type Financing (FAR 32.2)
  - Exceeds Simplified Acquisition Threshold
  - Customary in specific marketplace
  - Best interests of Government
  - Adequate Security
  - Not Exceed 15 Percent of contract price

- For Solicitations late is late

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Impact on Contractors

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- Termination for Cause in lieu of Termination for Default
  - Contractor required to notify PCO ASAP for excusable delay
  - Based upon principles in UCC

- Termination for Convenience
  - Percentage of contract price based on percentage complete and other reasonable costs resulting from the termination
  - Based upon standard accounting practices not FAR Part 31 Cost Principles

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Conclusions

- Contractor's product line determine extent of impact

- Implementation evolving as all parties gain experience

- Important that we get it right

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Mobility and Firepower for America's Army

TACOM ACQUISITION CENTER

A FOUNDATION OF CONTINUED QUALITY

ACALA WARREN ARDEC

APBI -1998
What's Next in Acquisition Reform

Presented by: Ms. Celeste Aaron

Acquisition Reform & Streamlining Group

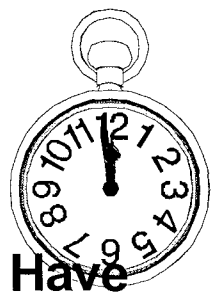
OUTLINE

1. Aggressively pursue and implement acquisitions reforms

2. Bring about greater civilian/military industry integration

3. Shift major share of resources from support to modernization

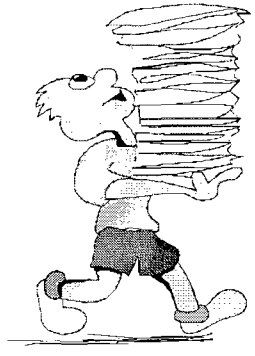
4. Reengineering the logistics system



Times Have Changed....

ACQUISITION REFORM
Year 2000 Goals

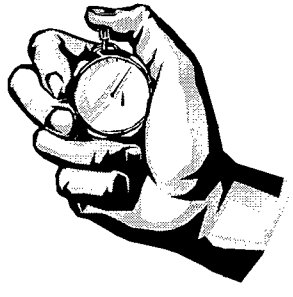
Decrease Paper Transactions





Increase Purchase Card Use

Reduce Cycle Times



Visibility of Assets



Aggressively Pursuing & Implementing Acquisition Reforms

FAR Part 15 Rewrite - Major Changes

Source Selection Processes

- best value continuum
- tradeoff process
- lowest price technically acceptable
- oral presentations

Market Research

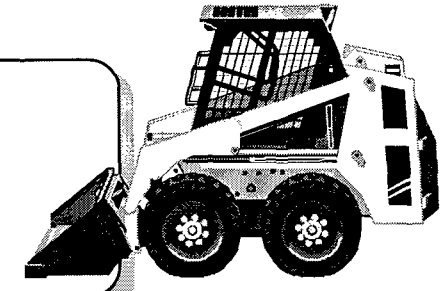
Past Performance Evaluation

Pre-solicitation Communications



We Are Aggressively Pursue and Implement Acquisition Reforms

- How We Build Requirements and Budget

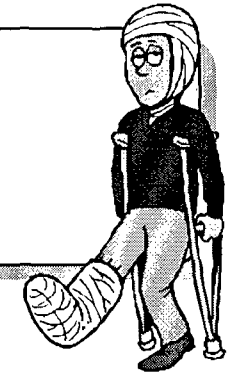


- How We Buy
  - FAR Part 12 Streamlining
  - FAR Part 15 Rewrite





- How We Support
  - Supply to Service Shift



Buying a Home or Building an Addition



We:

Define our Requirements
- Purpose and Performance
- Funding and Schedule

Conduct Market Research
- Supplier Capabilities
- Past performance

Evaluate Several Proposals
- Differing approaches
- Differing materials
- Differing costs

Select Best Value for our Need

Acquisition reforms now allow us to take the same good business actions we would in our own lives! (See the FAR Part 15 rewrite)



Keeping Your Car Running...



From Supply to Service Dominated

" I need 6 plugs, an oil filter, a carburetor kit, and some brake shoes. "

1978

1998



"The car has been running rough, and I'm getting a squealing noise when I stop. How long will it take to fix?"

Performance Based Services Initiatives

Aggressively Pursuing & Implementing Acquisition Reforms

Move To Paperless Acquisition

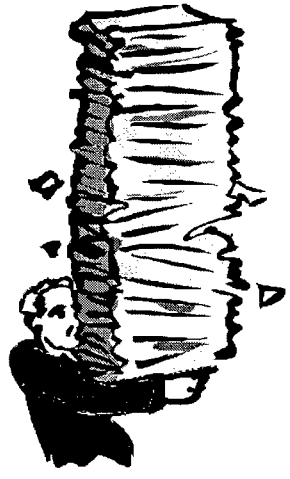
- Electronic Data/Finance Integration With Suppliers Being Established

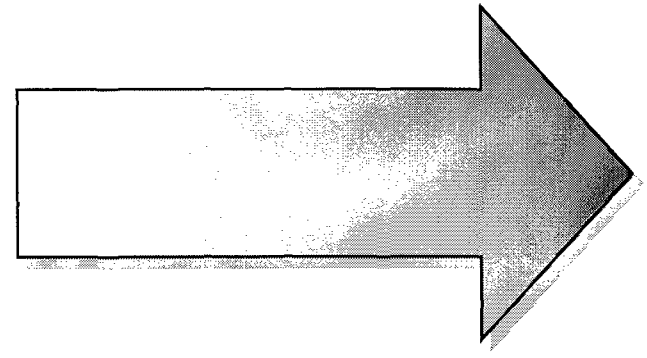
- Expanding Credit Card Use

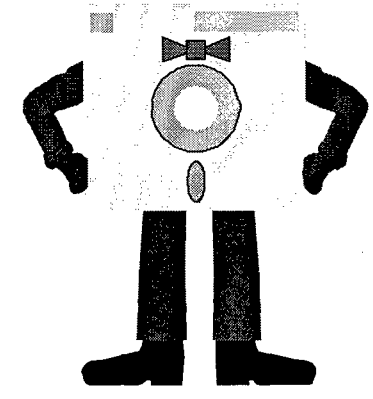
- Standard Procurement System

- Electronic Contracting and Ordering

- Electronic Shopping Malls & Virtual Contracting Web sites



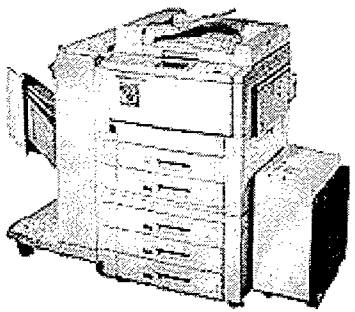




Think In Performance Terms

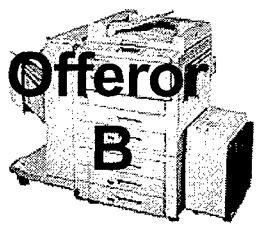
Yesterday	Today	Tomorrow
Detailed SPEC or SOW *On an Item or service*	**Performance SPEC or PBWS** *On an Item or service*	**Performance Requirement** *On the Outcome*

In the past, we bought copiers.



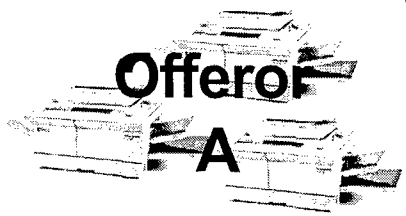
- Select Capacity & Features
- Buy Hardware
- Buy a Maintenance Contract
- Later make rebuy decision
- Pay disposal costs

But we never *really* wanted *copiers,* we want <u>copies</u> !



?

Offeror C



- Select number of copies and time requirements
- Specify customers
- Select best contractor

Output contracting

A Revolution In Business Affairs Is required.....

We Are Modernize Despite the Budget

- Decreasing reliability, increasing O&S costs
- Potential adversaries access to advanced technology
- Must Retain Technological Superiority

"We have put off force modernization over the last decade -- allowing procurement to fall by over 70%. "
Honorable Dr. Jacques S. Gansler



Chinese T-65-iii Tank

TWV Inventory	250,000
Avg Svc Life	17 years
Annual Procurement	5,000

50 years to renew the fleet!

"...Equal to US M1 or German Leopard..."

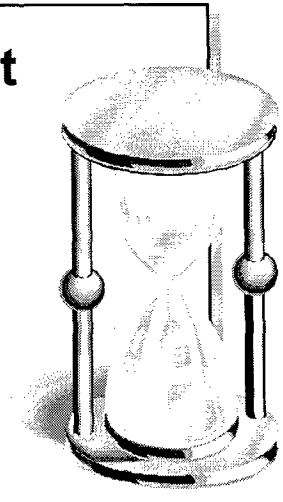
Direction and Emphasis: From Here to the Future

Sources:
National Performance Review
Defense Reform Initiatives

A Revolution In Military Affairs.....

Requires tailored forces:

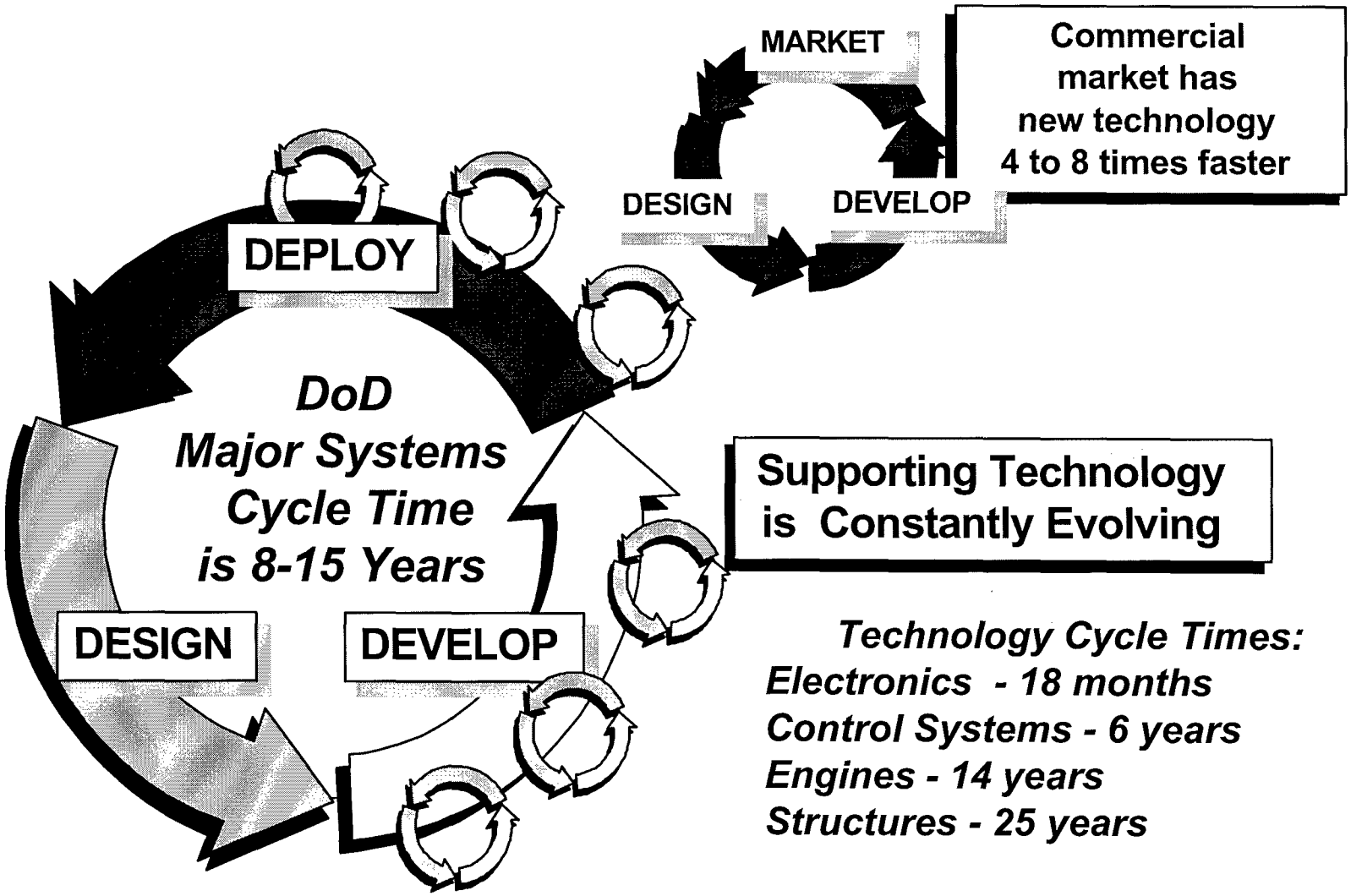
- High-Tech Weapons Available in the Commercial market
- Long-range, "brilliant" weapons
- Unknown threats require flexibility & global reach



- Information Dominated Battlefield
- Achieve Interoperability with our Allies

Times Have Changed...

We Are bring about greater Civilian/Military Industry Integration



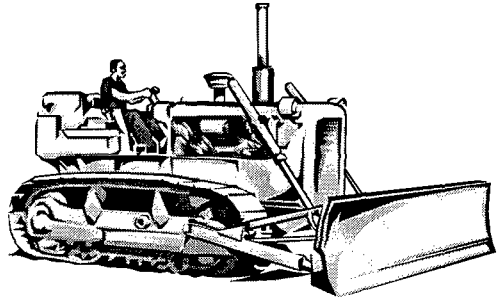
Commercial market has new technology 4 to 8 times faster

DoD Major Systems Cycle Time is 8-15 Years

Supporting Technology is Constantly Evolving

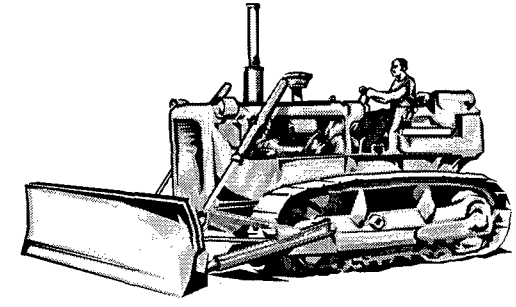
Technology Cycle Times:
Electronics - 18 months
Control Systems - 6 years
Engines - 14 years
Structures - 25 years

Are We *Always* Different?



Commercial Customer

Same Equipment,
Same Supplier



US Army

We need the same parts...

Commercial Delivery Lead-Time			US Army Delivery Lead-Time	
Domestic:	2 Days	Why?	Domestic:	30 Days
Overseas:	3 Days		Overseas:	50 Days

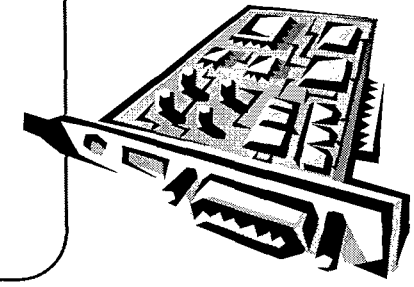
We developed costly infrastructure to support this difference...

And we can't afford that anymore!

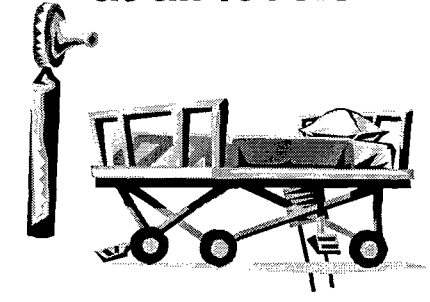
Take Advantage Of The Commercial Market

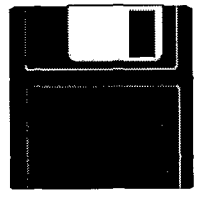
Use Commercial Items & Services

- Leverage industry investment
- Leverage industry strength in technology turn-over

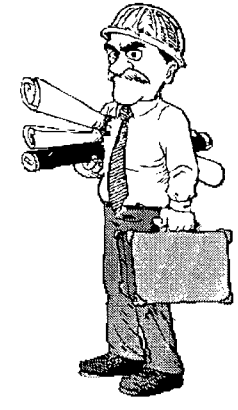


Commercial Items can work at all levels





Consider past performance data from variety of sources



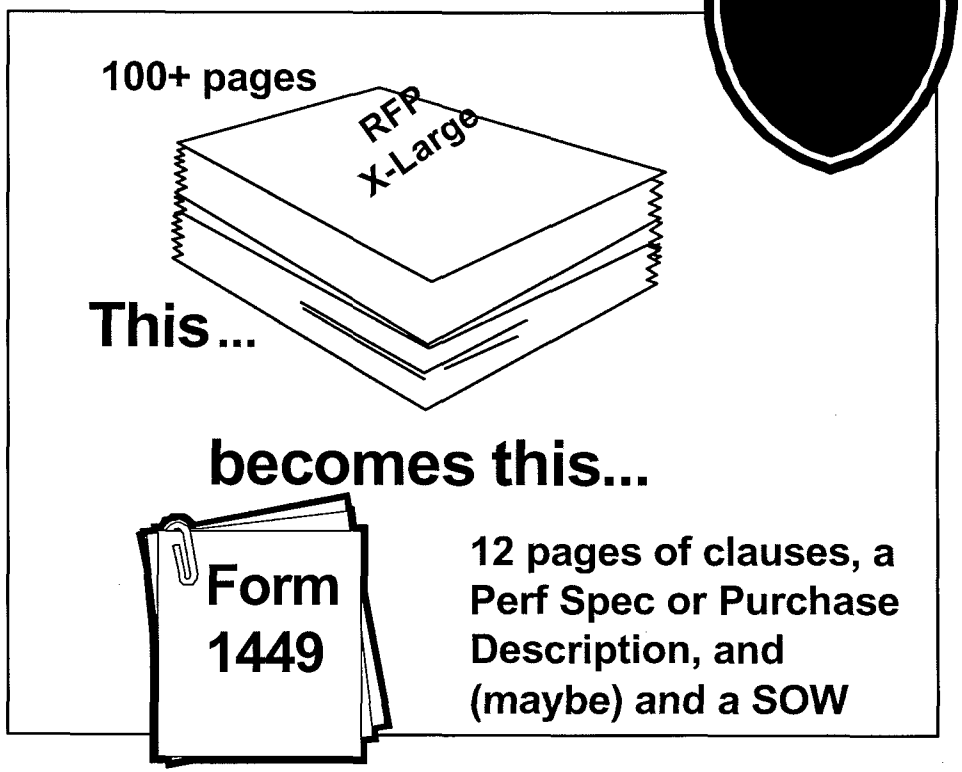
Rely on Contractor's Existing Quality Processes

Rely on Contractor's logistics support

Commercial Item Procurement Benefits

- Increased industry play
- FAR Part 12 Reduces paperwork & time
- Streamlined process
- Catalog Prices
- Empowerment



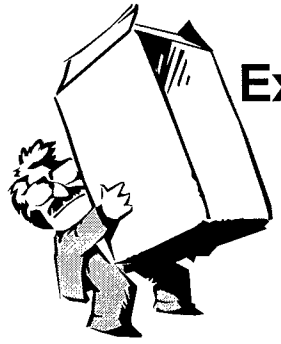


Commercial Items and Services may have more of a track record, as well as a wider market base - more stability!

Why Buy Commercial?

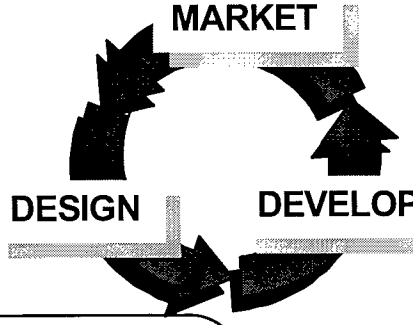


COMMERCIAL ITEMS & SERVICES



Existing Contractor's logistics support, warranties, & training,

Commercial market has new technology 4 to 8 times faster



Existing Contractor's Configuration Management, Testing & Quality Process

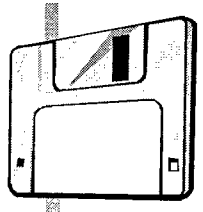




DON'T REINVENT THE WHEEL!

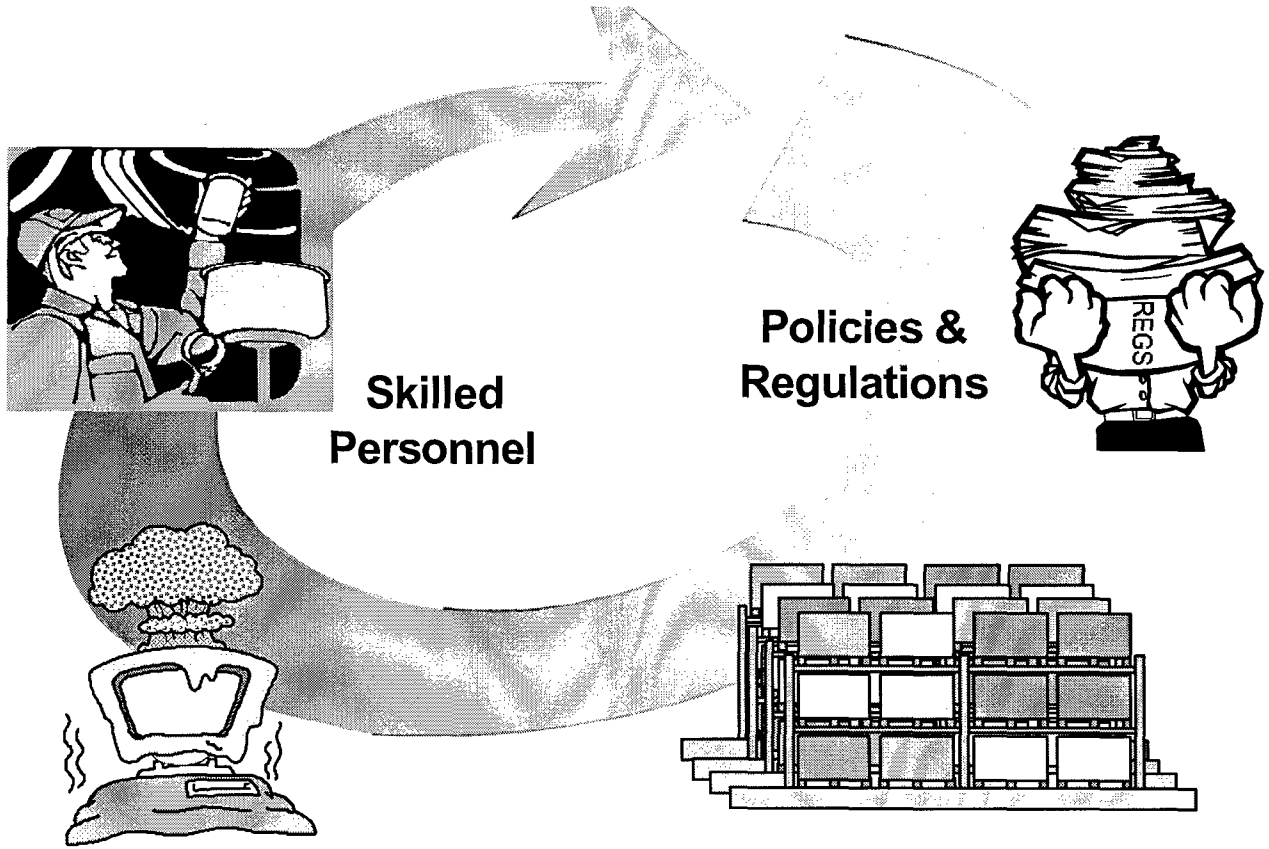
Neither the Design nor the Infrastructure

Past performance data from wide variety of sources



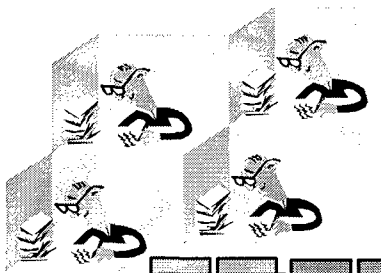
Reengineering to Reduce Infrastructure Costs

"We must totally reengineer our DoD logistics system... a 1950's system... no longer affordable, nor does it provide acceptable performance." Honorable Dr. Gansler

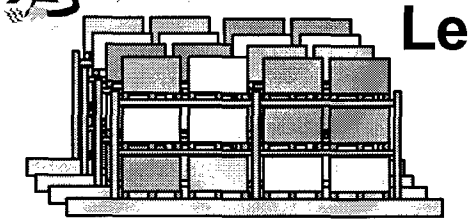


Shifting From Supply to Service Emphasis

1990



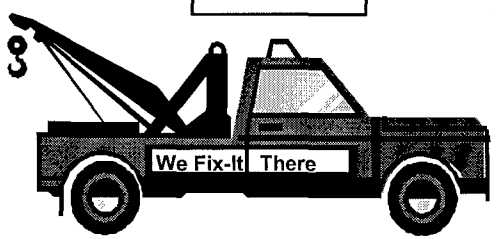
Large Workforce

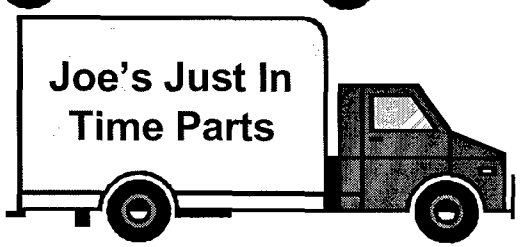


Lengthy Delivery Times

Numerous, Large Depots

2000?





Reengineering The Logistics System

Two Related Sustainment Cost Drivers

Readiness and Inventory



How do we control inventory cost while meeting readiness requirements?

FOCUSED SUSTAINMENT

WHAT IS FOCUSED SUSTAINMENT?

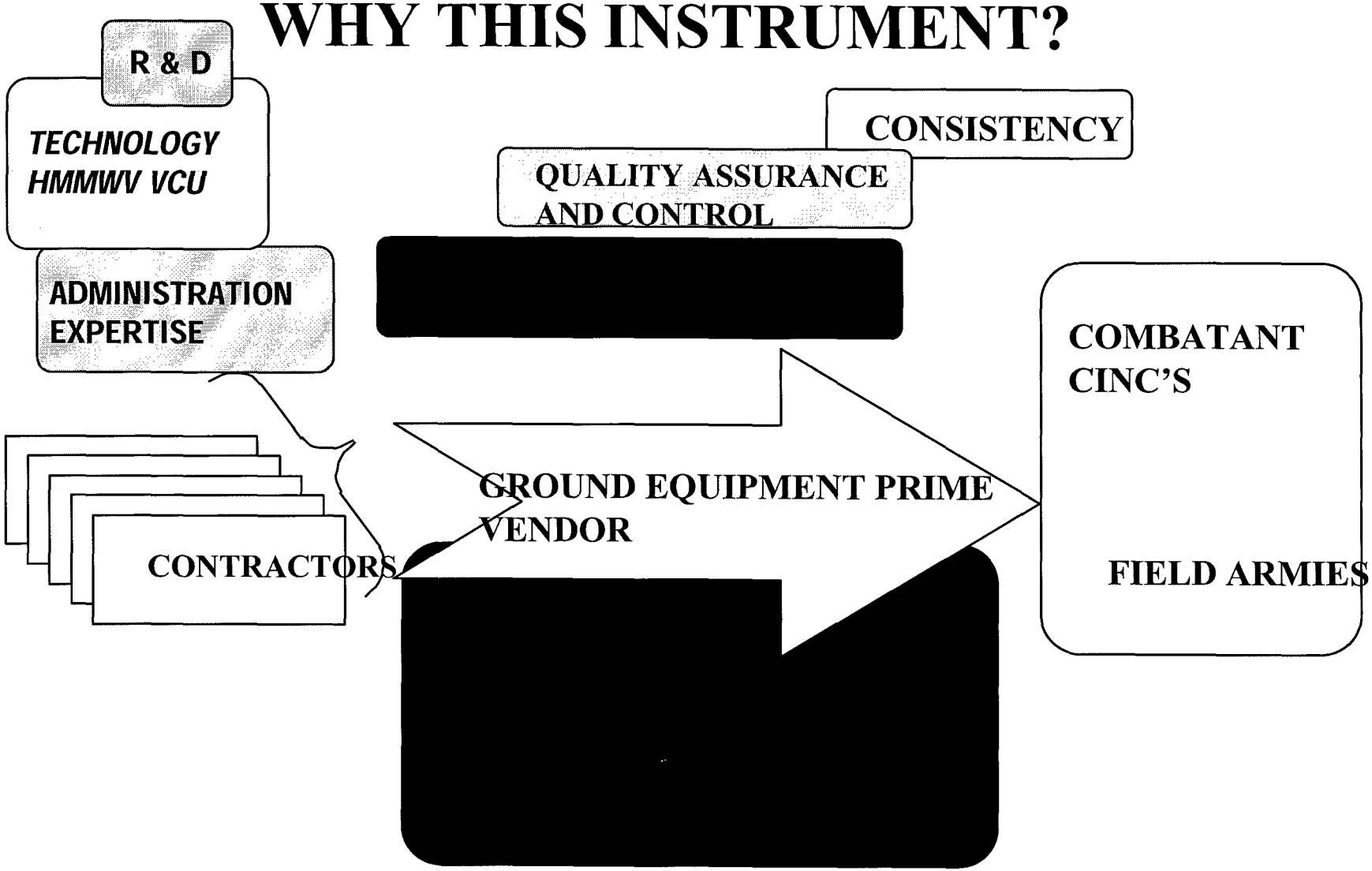
Indefinite Quantity, Indefinite Delivery Contract Instruments that provide logistics services and products on demand.

"BUY ONLY WHAT'S NEEDED; SPEND ONLY WHAT'S NECESSARY"

10-year contract with products and services covering all sustainment aspects; individually priced - each product or service can be ordered in any increment required.

FOCUSED SUSTAINMENT

WHY THIS INSTRUMENT?



Shifting Resources from Support to Modernization

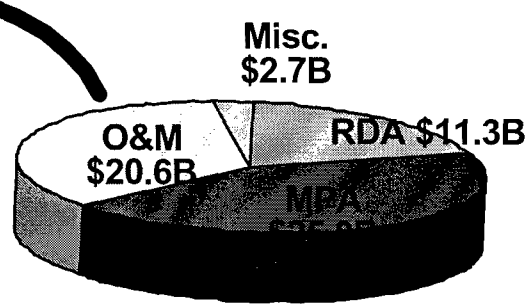
"We'll pay for our Revolution in Military Affairs with a Revolution in Business Affairs"

Honorable William S. Cohen

"... far too much of the total budget goes to support, there must be a significant shift of resources from support to modernization... "

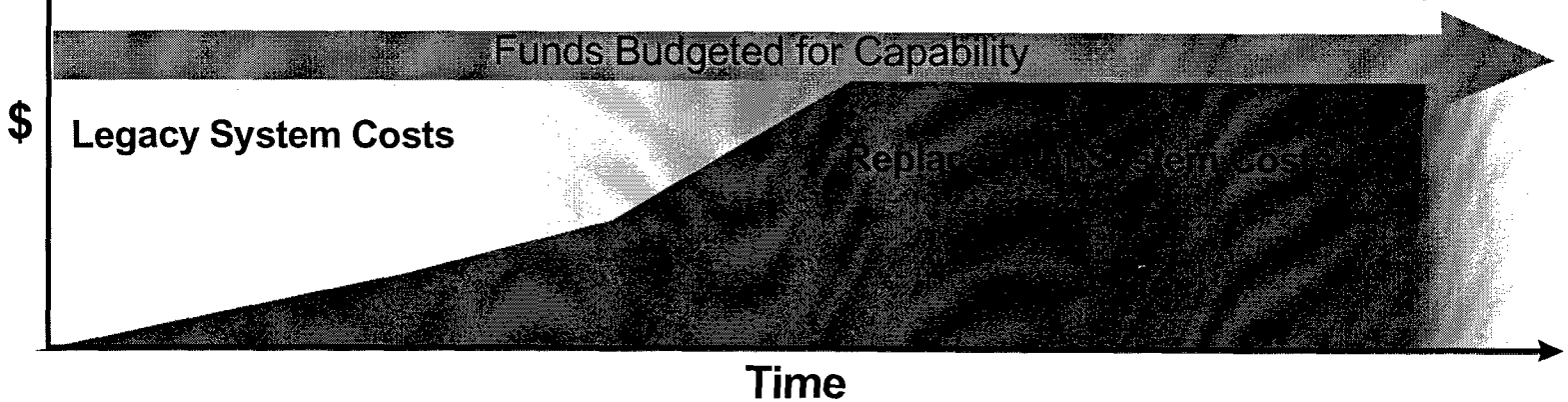
Honorable Dr Gansler

We must leverage O&M to modernize



FY98 Army Budget - $60.4B

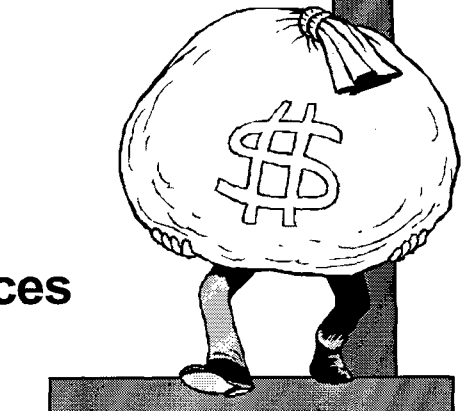
Using the TOC Perspective:



Why are We Here?

CH-47 Helicopter
IOC: 1962 Planned Retire: 2

- **Aging equipment**
  - Increasingly costly to maintain and operate
  - Stagnant or declining performance
- **Proposed Army funding increase will not counteract past years of cuts**
- **Good stewardship of Government Resources**



Since 1985:

Overall Budget Down 42%
Procurement Down 69%
Sustainment Down 32%

A Revolution In Business Affairs.....

"We Are Implementing Acquisition Reform"

- Working Smarter, Not Harder
- Long Sought After Initiatives In Place
-



"We must aggressively pursue and fully implement the acquisition reform initiatives of the past few years, and add to these where appropriate."

Dr. Jacques S. Gansler, USD(A&T)

Don't be a 'Nay-Sayer'



"That is the biggest fool thing we have ever done. The (atomic) bomb will never go off... and I speak as an expert in explosives."

ADM William Leahy, USN
to President Truman, 1945

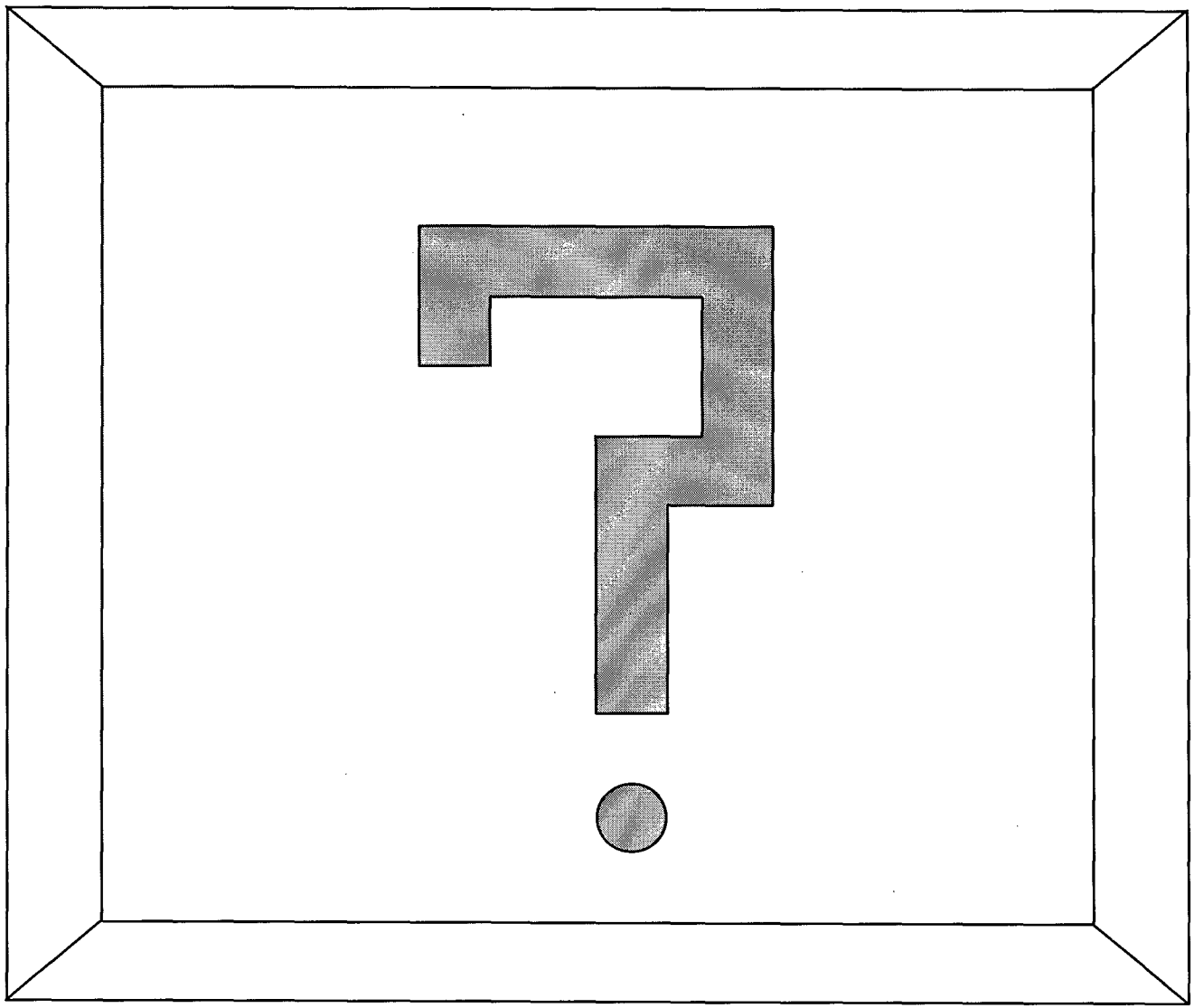
"We must not be misled to our own detriment to assume that the untried machine can displace the proved and tried horse."

MG John K. Herr, USA

Strive to *Make* Reform a Success

SUMMARY

- ★ Paperless Environment by FY99
- ★ Increased use of Credit Card Purchases
- ★ Commercial Products
- ★ Modernization Thru Spares
- ★ Performance Based Progress Payment
- ★ Production Cycle Time Reductions
- ★ Logistics Reform and Privatization
- ★ Reducing the Cost of Ownership
- ★ More Corporate & Long Term Contracts
- ★ More Integrated Product Teams



Where We Are!

Government/Industry Relationships

- Partnering
- Integrated Production Teams
- Concurrency in Procurement (ALPHA Contracting)
- Alternate Dispute Resolution

Where We Are! Continued

Requirements Reform

- ★ Performance Based Requirements
- ★ Contractor Configuration Control
- ★ Simulation in Lieu of Testing
- ★ Single Process Initiative
- ★ Commercial Products & Processes

Where We Are! Continued

Process Reform

- ⋆ Electronics/WWW/EDI
- ⋆ Credit Cards
- ⋆ Long Term Contractors
- ⋆ Past Performance Evaluation
- ⋆ Direct Vendor Delivery

What's Next!

Government/Industry Relationships

- ★ Qualified Supplier List
- ★ Leveraged Business with
  DCMC/DLA & Industry
- ★ Prime Vendor
- ★ Longer Term, Fewer Contracts
- ★ Focus on Small Business Participation
- ★ Corporate Contracts

What's Next! Continued

Requirements Reform

- ✯ Shorter Cycle Times
- ✯ Logistics Reform & Privatization
- ✯ Modernization Thru Spares
- ✯ Commercial Products
- ✯ Focus On Reducing the Total Cost of Ownership

What's Next! Continued

Process Reform

- ✯ Electronic Contracting & Ordering
- ✯ Electronic Shopping Malls and Virtual Contracting Web Site
- ✯ Expand Credit Card Use
- ✯ More Integrated Product Teams

Long Term and Corporate Contracting

Jim Nelson

Long Term Contract

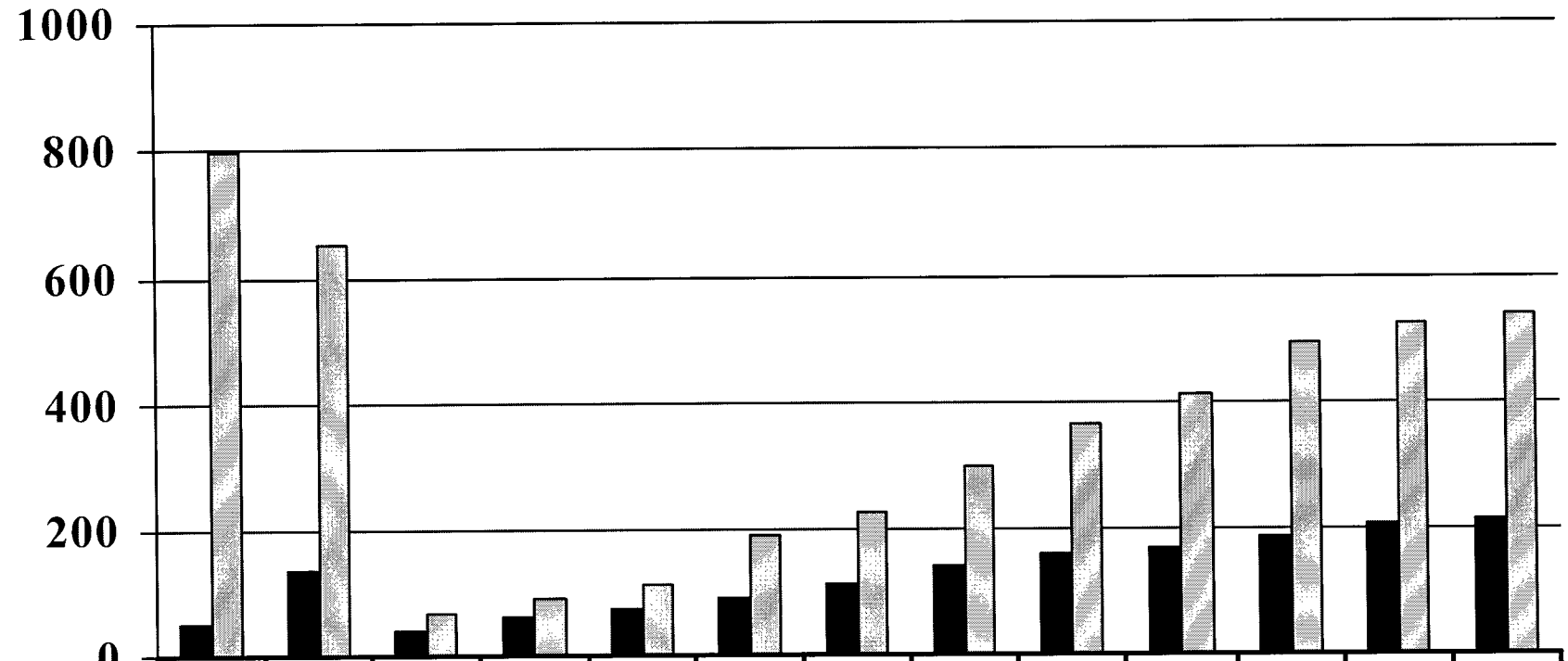
A contracting partnership between the Government and contractor covering delivery of supplies or performance of work for a specific period of time.

Why Long Term Contracts ?

- Reduction of Administrative Lead Time
- Likelihood of future business
- Longer Term = Better Partners
- Future of doing business with TACOM

TACOM ALT/PLT REDUCTION PROGRAM
LONG TERM CONTRACTS (LTC) AWARDED

TACOM



	FY 96	FY 97	OCT FY98	NOV	DEC	Jan-98	Feb	Mar	Apr	May	Jun	Jul	Aug
# OF PIINS AWD	52	135	39	60	74	90	111	143	160	171	187	208	214
# OF NSNs AWD	795	655	69	93	112	189	228	297	367	413	495	527	538

Committed to Excellence

Data is cumulative.

Corporate Contract

A long term contract which covers a wide range of supplies and/or services and can be used by many different buying activities.

Why Corporate Contracts ?

- Advantages of a Long Term Contract
- Supports the needs of many customers
- Combined requirements produce improved opportunities for pricing and delivery

Contract Types

- Indefinite Delivery/Indefinite Quantity
- Requirements
- Basic Ordering Agreement (BOA)
- Blanket Purchase Agreement
- Electronic Catalogs

Competition

- Maximum practicable competition
- Small and Small Disadvantaged Business
- Multiple Award Contracts

Example - Long Term

- M1 Fire Sensor, Control Amplifier
  - 3 year IDIQ contract
  - 2 line items
  - Use of IDIQ reduced administrative lead time from 150 days to under 5 days

Example - Long Term

- M1 Turbine Rotor Blades
  - Small Business
  - 5 year IDIQ
  - Maximum Value of $14.5Mil

Example - Corporate

- Oshkosh Truck IDIQ Contract
  - 5 year contract
  - 2,000 line items
  - Use of EDI reduced administrative lead time from 133 days to under 10

Example - Corporate

- McDonnell Douglas
  - 5 year contract
  - 130 lines are requirements type
  - 700 lines are negotiated price/competitive
  - Use of EDI reduced administrative lead time from 133 days to under 10

Example - Corporate

- Small Unit Support Vehicle IDIQ Contract
  - 5 year commercial contract (18 pages)
  - 3,500 line items
  - Includes vehicles, spare parts, engineering services, field support
  - Available for use by any Agency

The Future

- Omnibus Contracts for Classes of Supplies or Services
  - Grouped by type of supply or service
  - Multiple Award Contracts
  - Available for use by any Agency

An Overview of the Parametric Cost Estimating Initiative

Definition:
What is Parametric Cost Estimating?

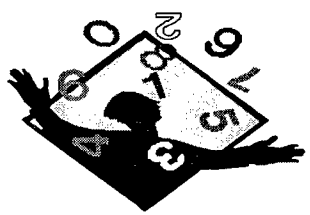
- Cost estimating methodology using analytical techniques and historical costs and other program variables such as system physical characteristics or performance characteristics, etc.

- Estimating technique employing one or more cost estimating relationships for the forecasting of costs associated with development, manufacture, and / or modification of an end item - based on the product's technical, physical, or other characteristics.



Examples of Product Characteristics

Product	Physical or Performance Characteristics
Building Construction	Floor Space, Roof Surface Area, Wall Surface
Passenger Car	Weight, Wheel Base, Passenger Space, Horsepower
Turbine Engine	Dry Weight, Maximum Thrust, Cruise Thrust, Specific Fuel Consumption, Inlet Temperature
Reciprocating Engine	Dry Weight, Piston Displacement, Compression Ratio, Horsepower
	Empty Weight, Speed, Useful Load, Wing Area, Power, Landing Speed



Parametric Applications

- **Industry**
  - Bid / No Bid Analysis
  - Conceptual Estimating
  - Design To Cost (or "CAIV")
  - Independent Cost Estimates
  - Life-Cycle Cost Estimates
  - Risk Analysis
  - ***Proposal Preparation***
    - Where (certified or other than) cost or pricing data would be submitted to the government.

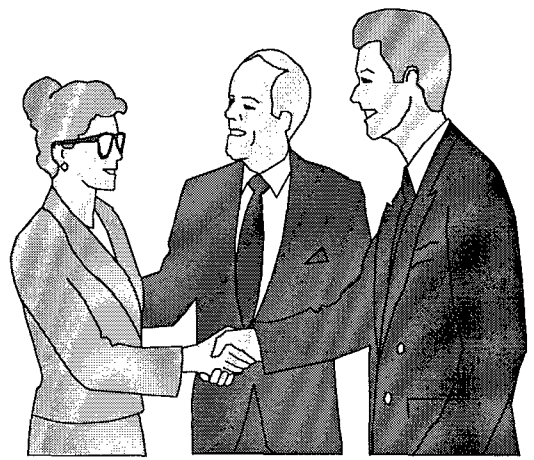
Parametrics & Acquisition Reform

- TINA Requirements
  - Cost or pricing data must be certified as current, accurate, and complete
- Purpose of TINA
  - Provide all the facts available at the time of certification
- Properly Calibrated / Validated Parametric Cost Techniques Meet the Requirements of TINA
- Coopers and Lybrand / TASC Study "The DoD Regulatory Cost Premium - a Quantitative Assessment"
  - TINA is the number two cost driver
- DoD Regulatory Cost Premium Working Group Study
  - Identified parametrics lab as a key acquisition reform initiative



Why Implement Parametric Techniques As A Primary Basis Of Estimate?

- **Anticipated Benefits**
  - Improved Customer Satisfaction Through:
    - More reliable estimates
      - Increased use of historical costs
    - Reduced proposal preparation costs
      - Potential 25-95% Reduction
    - Reduced proposal preparation cycle time
      - Potential 25-95% Reduction





Initiative Overview



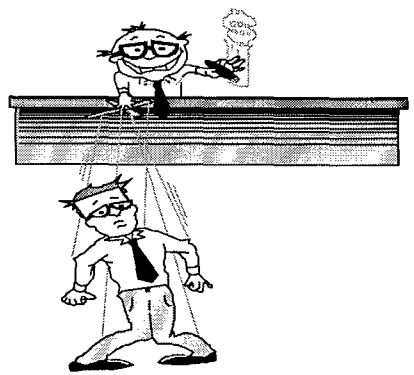
- **Parametric Practitioners Met in Early 1994**
  - Evaluate why there is not greater use of parametric cost estimating in DoD and NASA business proposals
    - Limited use of complex parametric cost models to prepare proposals submitted to the government for contracts
      - Most proposals are based on very detailed, voluminous data
        - Sometimes this detailed data is based on unsupported engineering estimates (e.g., judgmental estimates)
  - Identify barriers to the expanded use of parametric cost estimating techniques
  - Identify actions needed to eliminate barriers and take advantage of parametric opportunities



Initial Barriers Identified

Barriers Identified

- Lack of DoD/NASA policy statement supporting parametrics as a valid estimating technique
- High implementation costs
- Regulatory concerns
- Cultural issues
  - Lack of understanding
  - Customer acceptance
  - Resistance to change
- Lack of training
- Lack of case studies on successful use of complex parametrics

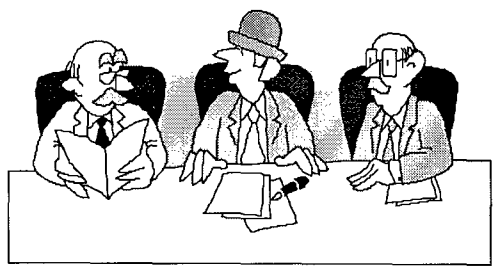


Evaluation of Initial Barriers

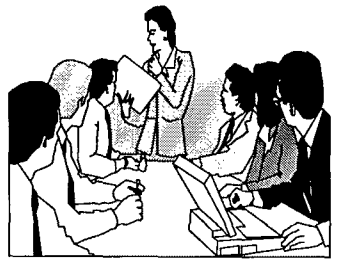
- **Conclusions**
  - No real barriers identified that would preclude expansion of parametric cost estimating techniques
  - However, there were barriers to overcome
  - Identified a need for industry experts to demonstrate that parametric techniques are as reliable as other estimating techniques

ACTION! ACTION!

Established the Parametric Estimating Initiative

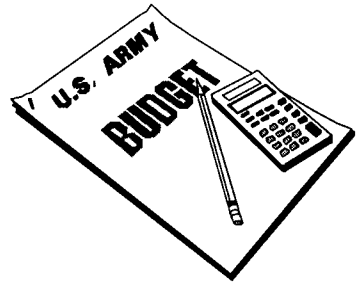


Accomplishments to Date



- **Formed PCEI Executive Steering Committee and Working Group to Oversee Key Action Items**
  - **Participants from industry, all military services, NASA, DCMC, and DCAA**
- **Provided Briefings to Acquisition Executives and the Workforce**
- **Obtained Industry and Government Senior Management Support and Encouragement**
- Recommended Regulatory Enhancements to Encourage Use of Parametrics
  - FAR 15 Rewrite includes references to parametrics
- Established the Reinvention Laboratory

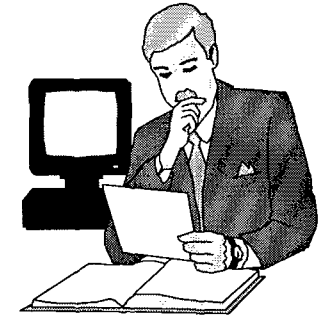
Executive Support



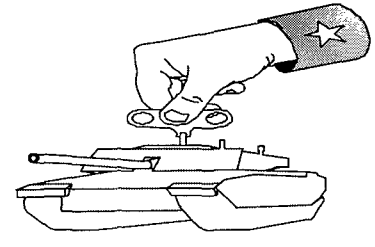
- Top Level Industry, DoD, and NASA Executives Endorse the Use of Properly Calibrated/Validated Parametric Cost Estimating Techniques
- "We need to***encourage*** the use of***parametric cost estimating throughout our organizations***. ***More opportunities*** for using parametrics***need to be explored***. By ensuring that we have properly calibrated and validated parametric models, we greatly increase the likelihood that estimating systems will be based on credible, auditable data used in a consistent manner to provide results."

Ms. Eleanor Spector, Director of Defense Procurement
PCEI Workshop - October 1996

Future Plans of the PCEI



- Reinvention Lab Sites Complete Tests
  - 3rd Quarter CY 1998
- Prepare and Distribute Case Studies
  - Fall of 1998
- Update and Distribute the 2nd Edition of the Handbook
  - Fall of 1998
- Support Development of the DAU Training Course
  - Spring of 1999



Case Studies

- PCEI Working Group Is Assisting Lab Teams in Completing The Case Studies
- Case Studies Will Include
  - Detailed description of models tested/implemented
  - Data collection and normalization best practices
  - Calibration and validation best practices
  - Estimating system policies and procedures
  - Regulatory and cultural challenges
  - Customer acceptance



- Case Studies Will Be Included in the 2nd Edition of the Parametric Cost Estimating Handbook
- Case Studies Will Also Be Used to Develop the Formal Training Course

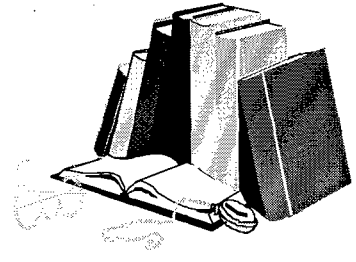
Handbook Background



- **Prepared and Distributed 1st Edition of the Parametric Cost Estimating Handbook in September, 1995**
  - Served as the primary source of guidance for identifying, developing, calibrating, validating, and evaluating parametric cost estimating techniques
  - Available on the DoD Acquisition Deskbook under discretionary documents
- **Feedback Received from Users**
  - Significant changes needed
    - New regulations (FASA / FARA)
  - Need calibration and validation examples
    - Examples will be based on the documented results of the lab teams

2nd Edition of the Handbook

- **The Parametric Cost Estimating Handbook Is Currently Being Updated to Include**
  - More examples of parametric techniques, particularly calibration and validation
  - New chapters on
    - Company developed models
    - Regulatory issues
    - Technical evaluations
    - Price / cost analysis evaluations
    - Other parametric cost estimating applications, such as
      - Price analysis of subcontractor quotes
      - Reviewing data other than cost or pricing data
      - Cost as an independent variable (CAIV)
    - Frequently asked questions

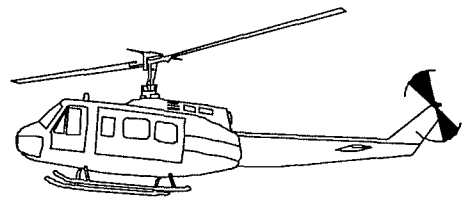


Reinvention Laboratory Participants

Pilot Sites

- ★ Boeing Aircraft & Missile Systems (Mesa, AZ)
- ★ Boeing Aircraft & Missile Systems (St. Louis, MO)
- ★ Boeing Information, Space, and Defense Systems Group (Seattle, WA)
- ★ Boeing Reusable Launch Vehicle Systems (Downey, CA)
- ★ GE Aircraft Engines (Cincinnati, OH)
- ★ Lockheed Martin Astronautics (Denver, CO)
- ★ Lockheed Martin Electronics & Missiles (Orlando, FL)
- ★ Lockheed Martin Tactical Aircraft Systems (Ft. Worth, TX)
- ★ Motorola Space & System Technology Group (Scottsdale, AZ)
- ★ Northrop Grumman ESSD (Baltimore, MD)
- ★ Northrop Grumman ESID (Rolling Meadows, IL)
- ★ Raytheon ECI Division (St. Petersburg, FL)
- ★ Raytheon HRB Systems (State College, PA)

TEAMWORK

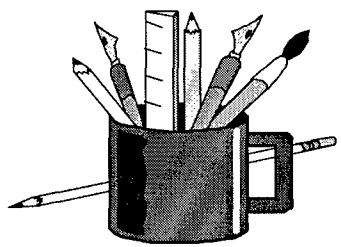


Case Study:
Boeing Aircraft & Missiles Systems
Mesa, AZ
CER Implementation



Boeing - Mesa IPT
Initial Objective

- Develop Validated Parametric Techniques for Estimating That Are Acceptable to Contractor, DCMC, DCAA and the Customer for the Purpose of Negotiating Contractual Actions
- Identify Parametric Opportunities That Could Be Utilized As Test Parametric Cases
- Define Industry / Government Involvement and Roles
- Barrier Identification and Resolution
- Develop a Formal Process for Implementing Parametric Techniques
-



Boeing - Mesa IPT Roles & Responsibilities

- **Early-On, The IPT Established Roles & Responsibilities**
  - **DCAA/DCMC/AMCOM** - Real time constructive review, feedback and recommendations, statistical analysis, monitoring of metrics
  - **DCMC/AMCOM** - Memorandum of Agreement (MOA)
  - **BA&MS** - Model development, and statistical analysis, model maintenance and MOA, develop and maintain metrics



Boeing - Mesa IPT Selection Process

- Brainstorming Session, October 1995 - Identified 13 Candidates for CERs
- Joint Team Selection
  - Tool Material $ (Non-Recurring)
  - Technical Manuals / Publications
  - REVIC (Software Model)
- Other Process Applications
  - MOA on 200+ CERs (***$uccess achieved through the application of parametrics training information***)

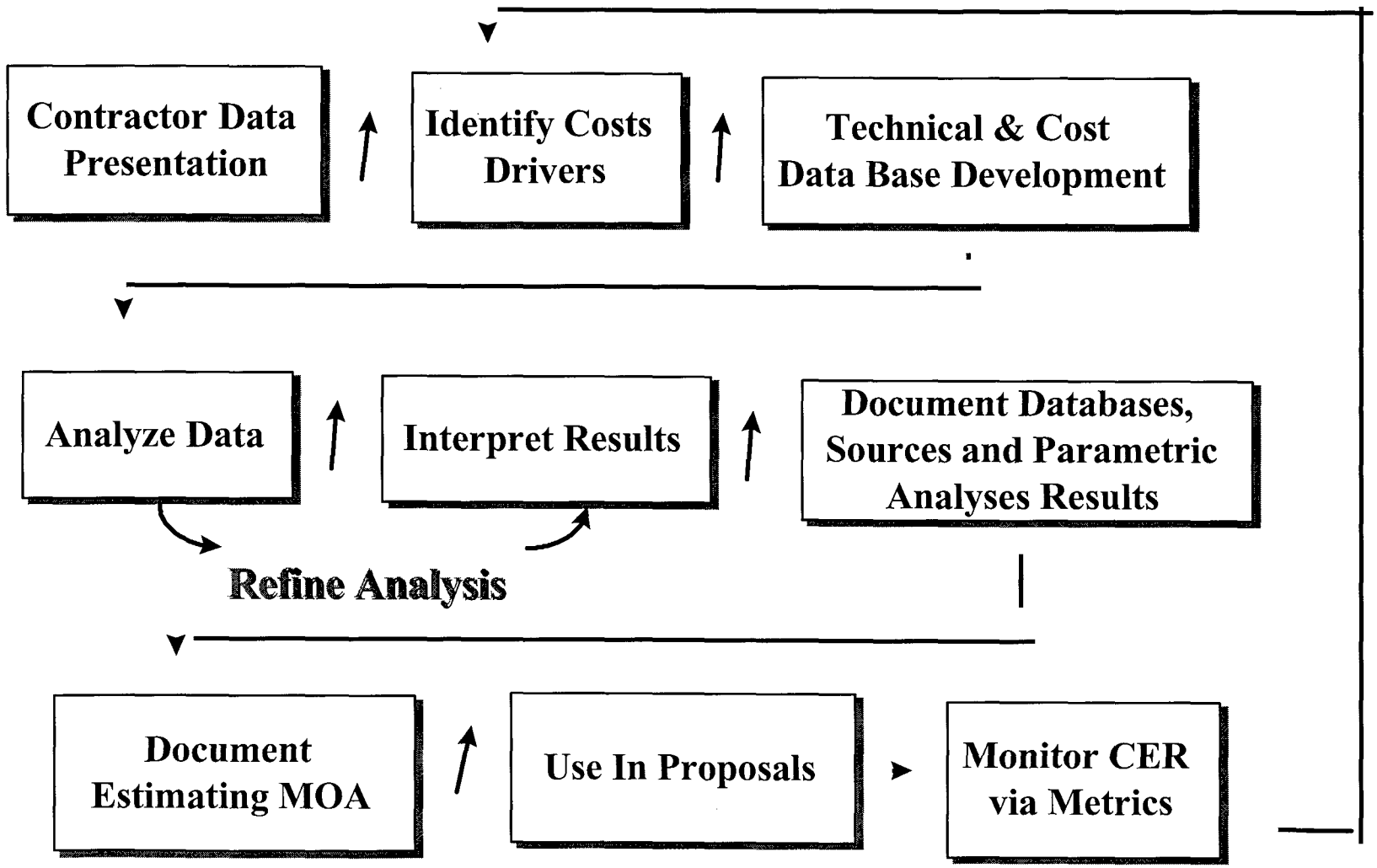


Boeing - Mesa IPT
Parametrics Approach

- The Team followed the guidelines as noted in the 1st Edition of the Parametrics Handbook
  - (1) Establish the Source Data
  - (2) Perform Statistical Analysis
  - (3) Validate the Data and Models
  - (4) Document the Models
  - (5) Develop a Process for Model Maintenance
    - Periodic Updates
    - Metrics



Boeing - Mesa IPT Process Flow Chart



Boeing - Mesa IPT
Summary of Major Barriers/Solutions

- Barriers
  - (1) Interpretation of Statistical Analysis
  - (2) Availability of Data
  - (3) Team Opposing Differences and Biases



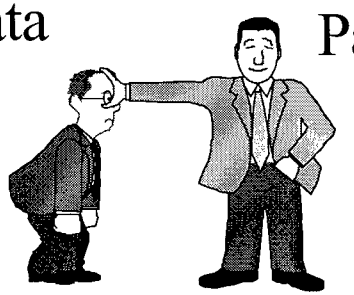
- Solutions
  - (1) Joint Parametrics Training
  - (2) Technical Survey - 3rd party assessment of independent variables; research analysis of data
  - (3) ***Constant feedback loop: Government and Industry team willingness to share and discuss methods and approaches***

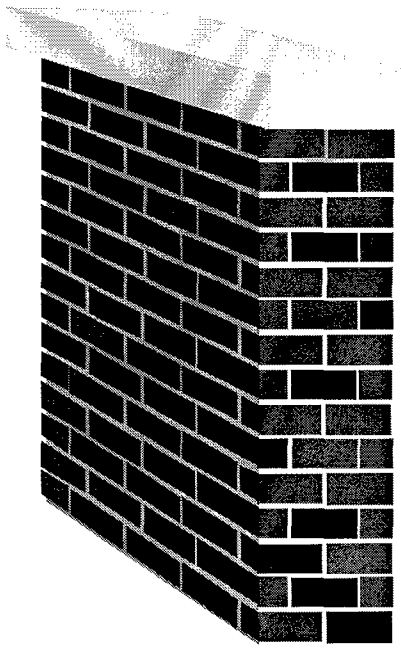
Boeing - Mesa IPT
Where The Team Was.....

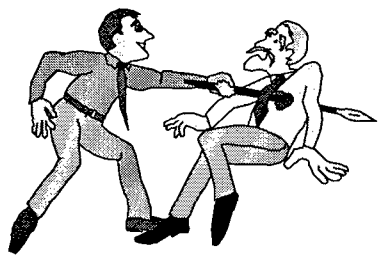
Contractor Collected Data

Information was Passed Over the Wall

DCAA Analyzed & Audited Data







Contractor Analyzed Data

DCAA Issued Report

BA&MS Reviewed & Argued with Findings

DCMC Developed Position



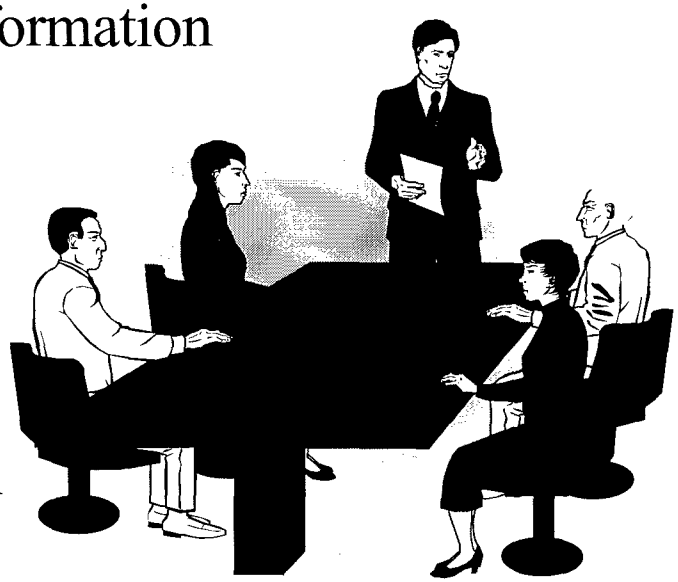
Factors Used in Pricing

Each Contract Negotiated Separately

Boeing - Mesa IPT
Where The Team Is Now.....

Contractor Provides
Data, Program Information
and Data Analysis

DCAA Provides
Independent Audit,
Analysis & Guidance
Through Formal and
Informal Reports,
Memos and Discussions



DCMC Provides
Analysis and
Determines Position
from a Contracts
Perspective



DCMC/AMCOM/Boeing
Memorandum of
Agreement

Boeing - Mesa IPT
What Does the Customer Expect?

- Consistent Estimating Across Programs & Services
- Simplified Pricing Proposals
- Smooth & Timely Negotiations
- Reduced Acquisition Time
- Reduced Acquisition Costs



Boeing - IPT
How Was Teaming Success Achieved?

- Recognize a Common Mission
- Share Common Training (or Experience)
- Establish Realistic Objectives
- Clarify Roles & Responsibilities
- Meet Regularly
- Exercise Mutual Cooperation & Respect



Agreeing to Agree Yields a Win/Win Situation

Points of Contact

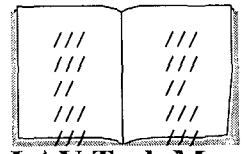
- Karen Davies HQ DCAA 973-284-2257
- Terry Schneider HQ DCAA 703-767-3231
- Jim Gleason
  - ARMY MATERIEL COM 703-617-4437
- Art Nicholson AMCOM 205-313-4086
- Procurement Liason Auditor 810-574-8581
- William Roche
  - TACOM ACQUISITION CENTER 810-574-7203

PARAMETRIC COST ESTIMATING HANDBOOK

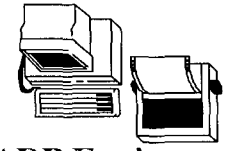
- http://www.jsc.nasa.gov/bu2/PCEHHTML/pceh.htm



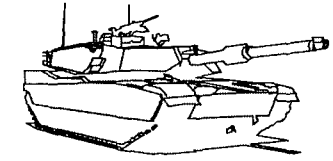
Blueprint for Change



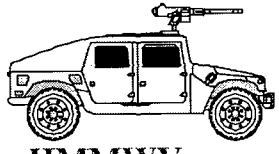
LAV Tech/Manual Conversion



ADP Equip Support



Abrams Fielding Support



HMMWV Veh Control Unit

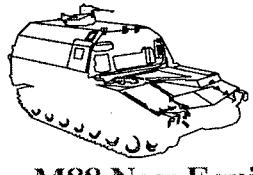
At TACOM Small Business Means Big Business



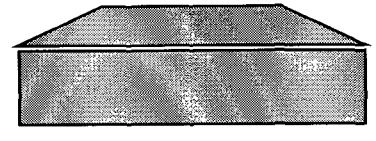
Job Order Contract



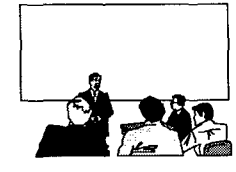
Container Roll-out Platforms



M88 New Equip Training



PLS Sideboard Kit



Program Mgmt Support



Wide Area Network Support

22/55

Innovations in Small Business Contracting

- Require partnerships between large and small businesses where needed to insure SB participation (1500 ROWPU)
- Encourage partnerships between SBs where it will increase capability to compete (Focused Sustainment)
- Use of BAA to provide specialized support to TARDEC (Composite Armored Veh)
- Formation of SB Advocates IPT
-

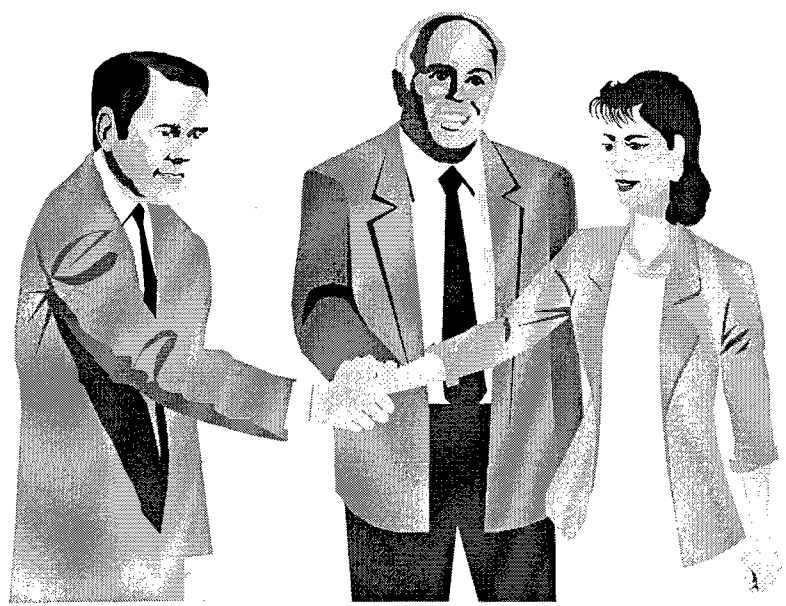
Memorandum of Understanding Changes the 8(a) Contracting Program

- Simplified Acquisition Procedures - offer/ acceptance letter **not needed**
- Above SAP
  - Offer/acceptance required
  - Authority to negotiate **and sign contract** at TACOM - no SBA review or signature
  - Competitive 8(a)s
  - Determine competitive range, request confirm of eligibility on up to 3 contractors
  - Complete negotiations, **sign contract** at TACOM
-

Changes to 13 CFR 121 affect Small Business Partnering

- **High dollar requirements**
  - **Services - value must be at least 50% of the SIC size standard**
  - **Hardware - over $10 Million**
- **Size of each firm considered individually, not totalled - if each participant is small, the partnership/team is small**
- **As many firms as needed to compete**

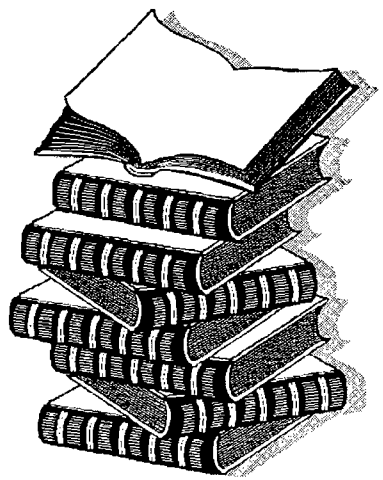
Small Business Participation through Subcontracting



- Utilization efforts required under $500K
- Subcontracting Plans required over $500K
- Evaluation factor on Best Value buys
-
-

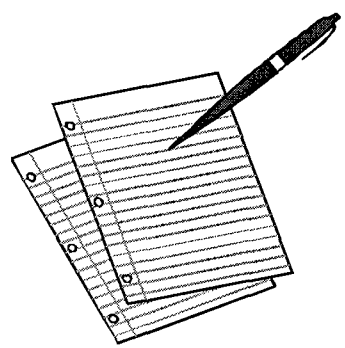
Requirement for Subcontracting Plans

- FAR 52.219-9 applies to large businesses on F&OC contracts over $500K
- Subcontracting Plan must be in writing, reviewed by ACO annually or at conclusion of contract
- Failure to make good faith effort to execute the Plan will invoke FAR 52.219-16, "Liquidated Damages - Subcontracting Plan"
-



Review of Subcontracting Plans Prior to Award

- AFARS 19.705-4 requires rating of Plans
- Criteria set forth in AFARS Appendix CC
- Seventy points required for a plan to rate "acceptable"
- Contracting Officer needs higher level approval to award with an unacceptable Subcontracting Plan



AFARS Appendix CC

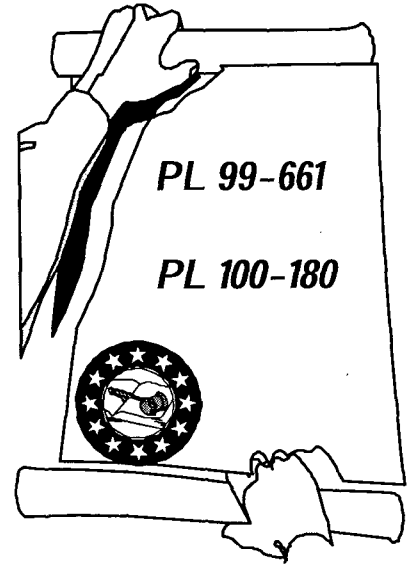
Subcontracting Plan Evaluation Guide

Eight elements of Scoring System

- Policy Statement
- Efforts to Broaden SB/SDB active vendor base
- Outreach
- Description of supplies/services to be subcontracted
- Efforts to insure equitable opportunity for SBs, HBCU/MIs
- Development of percentage goals
- Past Performance
- Other regulatory, statutory requirements

Policy Statement

- Minimum - General statement defining offeror's policy governing Small Business subcontracting
- Additional - Plan emphasizes efforts to subcontract with SDBs and HBCU/MIs
- Maximum - Definitive managment commitment to Public Laws 99-661 and 100-180, and use of SB/SDB/WOSB sources



Broaden the active vendor base of Small Businesses

- Minimum - Increase non-complex work contracted to SB/SDBs
- Additional - Use of competition limited to SDBs for some items
- Points deducted - No effort to identify, involve HBCU/MIs
-

Outreach

- Minimum - Work with SB organizations to identify potential sources for items not previously awarded to SB/SDB/WOSBs
- Additional - Conduct reviews to qualify more sources, provide technical assistance
- Points deducted - if no description of extent of consideration given to HBCU/MIs

Subcontracted Supplies/Services

- Minimum - Generic list of routine items
- Additional - Stated intent to review major components, project elements to increase subcontracting with SBs/SDBs/WOSBs
- Maximum - Specific sources targed for major protions of subcontracting; flowdown to large business subs

Efforts to assure equitable opportunity

- Minimum - plan copies language of clause
- Additional - describes evaluation of subcontracting program effectiveness against established goals
- Maximum - includes SB sources by name, designating major components/services; establishment of long-term relationships

Develop Percentage Goal

- Minimum - Small business goal of <10%, SDB goal of < 2%, no substantive reason
- Additional
  - SB < 10%, SDB < 2%, but real effort to involve SBs in nontraditional areas
  - SB >10%, SDB >2% but real effort to involve SBs in nontraditional areas *AND naming of specific subs and products/services they will furnish*

Develop Percentage Goal, (Cont.)

  - SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs *AND goal represents increase over past experience of this contractor*

- Maximum - SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs AND goal represents increase over past experience of this contractor *AND plan indicates intent to expand use of SDBs/ HBCU/MIs if SBs performing well*
-

Past Performance in Subcontracting

- Minimum - Goals established on most past contracts are below 10% / 2%, not always met
- Additional - Goals established on past contracts are realistic, usually met
- Maximum - Goals established on past contracts are challenging, met except in unusual circumstances

Checklist Items

Must be included to accept Plan

- Separate goals for SB/SDB
- Separate goal for basic, each option
- Name of Small Business Liaison Officer
- Statement affirming flowdown
- Statement that report data will be furnished
- Statement that indirect costs are/aren't included
- Describe efforts to ensure equitable opportunity
- Describe types of records maintained

Websites for SB Sources

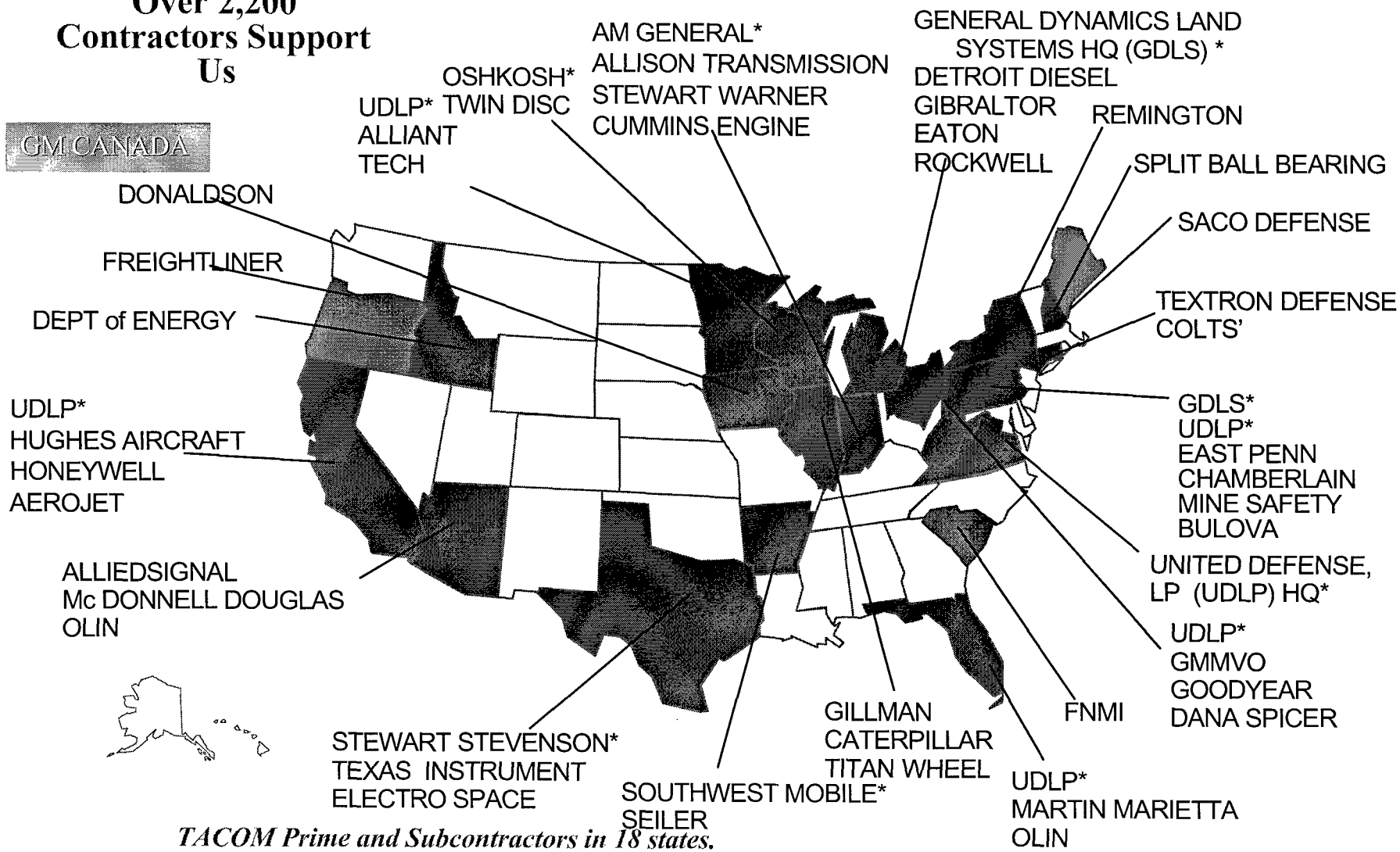
- Small Business Administration - *PRO-Net*
  - SBs/SDBs/WOSBs register and update
  - Search engine has geographic, capability screens
  - **pro-net.sba.gov**
- HBCU/MIs - *Minority On-Line Information Service (MOLIS)*
  - Links to web pages of individual schools
  - Searchable by institution name, academic discipline, faculty member
  - **web.fie.com/web/mol**
-

Websites for SB Sources

- The Training Resource
  - Nationwide database of SBs offering all kinds of training - onsite, video, CBT
  - Searchable by subject matter, geographic area
  - **www.tregistry.com**
- Consulting Women
  - Nationwide database of WOBs in management, engineering, ADP consulting
  - Searchable by field, geographic area
  - **www.consultingwomen.com**

Weapon System Prime and Major Subcontractors

Over 2,200 Contractors Support Us

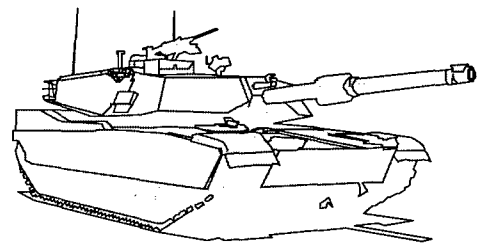


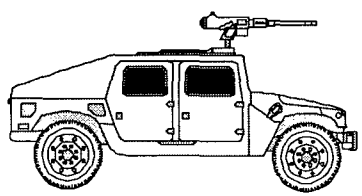
TACOM Prime and Subcontractors in 18 states.

* Prime Contractors
As of Nov 97

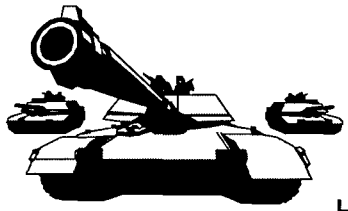
TACOM Prime Contractors

COMPANY	PRODUCT LINE
AlliedSignal Engines	Truck Braking Systems
AM General Corp.	High Mobility Multipurpose Wheeled Vehicle (HMMWV)
Armored Vehicle Technologies	Tank-Auto Exploratory Development
AVCO Corporation	Disk Assemblies
Cadillac Gage, Textron	Light Armored Vehicles
Caterpillar Inc.	High Speed Earth Compactor
Compaction America, Inc.	Vibratory Roller
Cooper Tire & Rubber Co.	Tires
Cummins Engine Co., Inc.	5-Ton Truck Engine, V903 Dielsel Engine
DELCO Electronics	Light Armored Vehicle, Day/Night Sights
Exide Corp.	Storage Batteries
Florida Ordnance	Track Shoe Assemblies

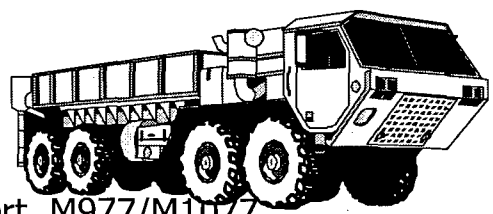




TACOM Prime Vendors



COMPANY	PRODUCT LINE
Freightliner	Heavy Equipment Transporter M915 Production
General Dynamics Land Systems	M1 Abrams Tank Production
General Electric Corp.	Electrical Test Equipment
General Motors Corp.	X200-4A Transmissions, Utility Trucks
Goodyear Tire & Rubber Co.	Track Shoes
Lockheed Martin Defense Corp.	Modification Kits
Navistar International Corp.	Dump Trucks
Oshkosh Truck Corp.	Heavy Equipment Mobility Transport, M977/M1077
Raytheon Corp.	Base Operations Support
Stewart & Stevenson Services, Inc.	Family of Medium Tactical Vehicles, Production
Teledyne Continental Motors	Common Chassis Dump Truck
United Defense Limited Partnership	Multiple Launch Rocket System & Improved Recovery Veh



SMALL BUSINESS UTILIZATION

BEST VALUE TRADEOFF PROCESS ACQUISITIONS

DFARS 215.605
Evaluation Factors and Subfactors

(b)(2)(A) "In acquisitions which require use of the clause at FAR 52.219-9, Small, Small Disadvantaged and Women-owned Small Business Subcontracting Plan, the extent of participation of small and small disadvantaged businesses in performance of the contract shall be addressed in source selection."

PAST PERFORMANCE

- PAST PERFORMANCE
- SMALL BUSINESS UTILIZATION
- RELATIVE ORDER OF IMPORTANCE WILL BE DECIDED BY SSA

SMALL BUSINESS OFFERORS NEED TO PROVIDE

- SUBCONTRACTING PLANS/POLICIES
  - SMALL BUSINESS (SB)
  - SMALL DISADVANTAGED BUSINESS (SDB)
  - WOMEN OWNED SMALL BUSINESS (WOSB)
  - HISTORICALLY BLACK COLLEGES AND UNIVERSITIES/ MINORITY INSTITUTIONS (HBCU/MI)
- NAMES OF SBs, SDBs, WOSBs, OR HBCU/MIs TO PARTICIPATE IN INSTANT CONTRACT, EXTENT OF COMMITMENT, IDENTIFICATION OF SPECIFIC COMPONENTS/EFFORT AND EST $ VALUE
- DESCRIPTION OF PAST PERFORMANCE OVER LAST THREE YEARS COMPLYING WITH FAR 52.219.8

LARGE BUSINESS OFFERORS TO PROVIDE

- SB, SDB AND WOSB SUBCONTRACTING PLAN IAW FAR 52.219-8 AND 52.219-9. THIS WILL INCLUDE INFO REQUESTED BY 1 st TWO BULLETS FOR SMALL BUSINESS
- DESCRIPTION OF PAST PERFORMANCE OVER LAST 3 YEARS COMPLYING WITH FAR 52.219-8 AND 52.219-9. INCLUDE DOCUMENTATION OF ACHIEVEMENT OF GOALS.
- IF NO PREVIOUS CONTRACT, SO STATE AND PROVIDE DATA REQUESTED BY 3 rd BULLET FOR SMALL BUSINESS

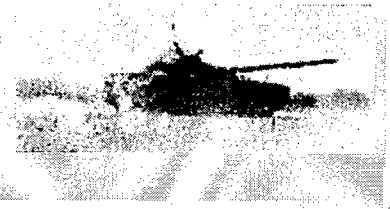
BASIS OF AWARD

- LIKELIHOOD OF MEETING THE REQUIREMENTS OF FAR 52.219-8 OR 52.219-9 (AS APPROPRIATE)
- BASED ON COMMITMENT UNDER CURRENT ACQUISITION AND REALISM OF COMMITMENT BASED ON PAST PERFORMANCE
- NEGATIVE FINDING MAY RESULT IN HIGH RISK RATING
- WE MAY ELECT TO CONSIDER DATA FROM OTHER SOURCES

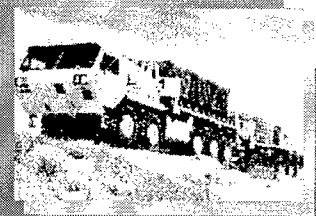
PERTINENT SOLICITATION INFO

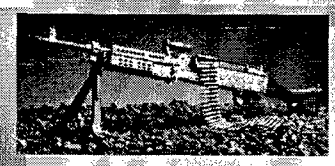
- STANDARD SOLICITATION FORMAT
  - SECTION L -- INSTRUCTIONS, CONDITIONS AND NOTICE TO OFFERORS
  - SECTION M -- EVALUATION FACTORS FOR AWARD
- FAR PART 12 -- COMMERCIAL
  - SECTION K -- INSTRUCTIONS, CONDITIONS AND EVALUATION AREAS
  - ADDENDUM TO SCHEDULE, CONTRACT TERMS AND SOLICITATION PROVISIONS

DSA TACOM
Acquisition Modernization Perspective







DEPUTY FOR SYSTEMS ACQUISITION
EXCELLENCE IN
DSA
TOTAL LIFE CYCLE MANAGEMENT
TACOM

Mr. Mike Viggato
DSA TACOM

Tank-automotive & Armaments COMmand
Committed to Excellence

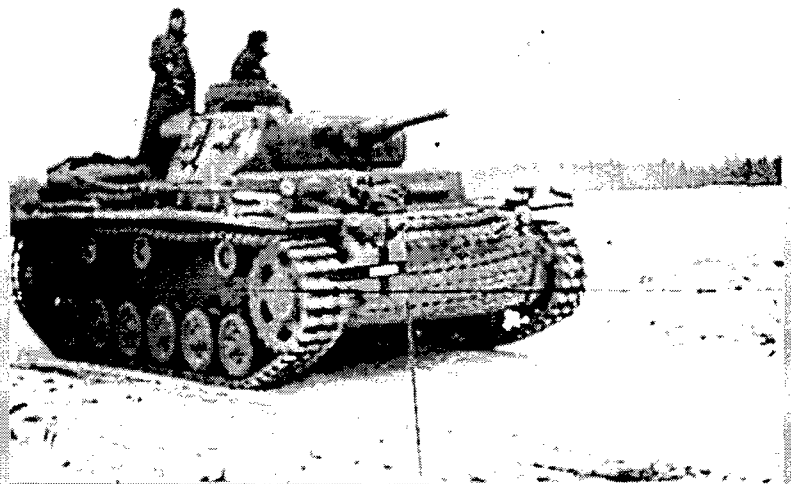
27 Oct 1998

Outline



- Problem Statement
- The DSA Today
- DSA of Tomorrow
- What can Industry do for us?
- On Going Programs
- DSA PM Introduction

Problem Statement

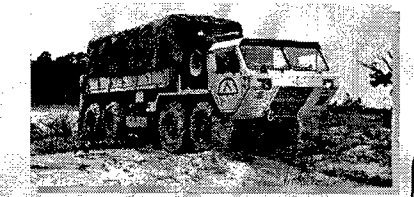


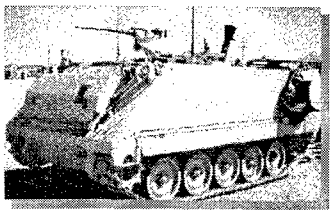


As the U.S. Army Enters the 21st Century and the Army After Next we are Facing the Same Problems the Germans Faced as They Entered WWII

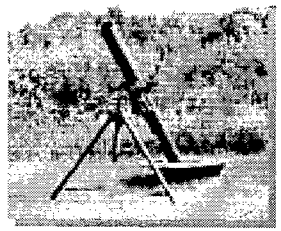
DSA TACOM Programs

36,000+ Tractors
13,000+ HEMTTs
2,900+ PLS
2,100+ Bridges
1,600+ HETs





70,000+ M113 FOV

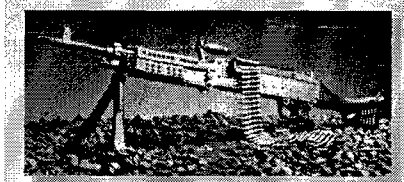


1000+ 120MM
900+ 81MM
700+ 60MM

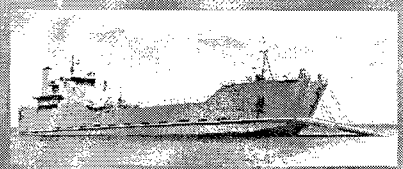
100,000+ HMMWV
700+ HMT



Extremely Diverse Span of Control

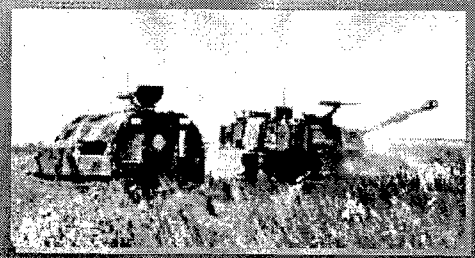


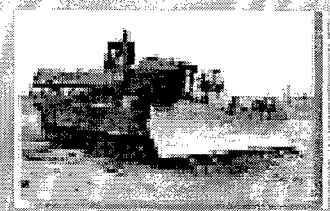
9800+ MK19s
600,000+ M16s
1900+ M240
44,000+ M249
40,000+ M4



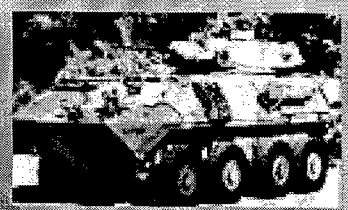
313+ Marine Systems
1,500+ Rail Cars
800+ Miles of Pipeline
1,200+ Containers

900+ Paladin
900+ FAASV





Wolverine 460+
Grizzly 360+
HERCULES 100+



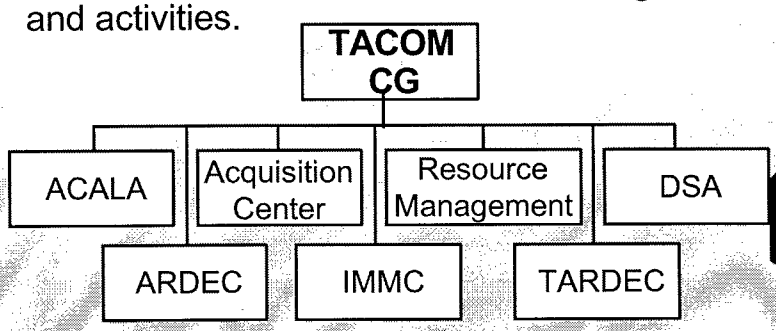
2800+ LAV (With FMS)

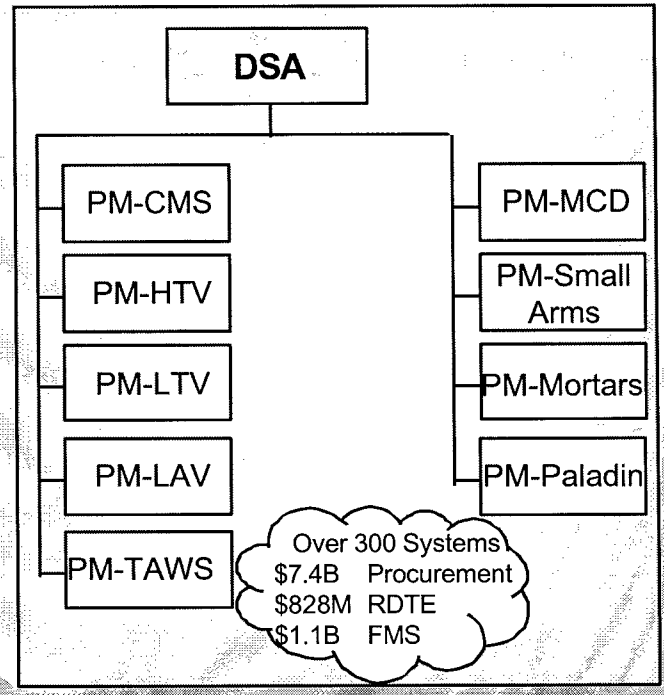
29 Sep 98

Committed to Excellence

Where We Fit in the Tank-automotive & Armaments Command (TACOM)

The MISSION of TACOM is to research, develop, field and support mobility, armament, munitions, and chemical systems and materiels through their total life cycle and exercise command and control for assigned installations and activities.





To make the technology and sustainment systems work for soldiers through the seamless integration of S&T, R&D, Acquisition, Log Sustainment and Soldier Readiness

To create a business environment at TACOM where every associate understands the requirement to control costs and manage from the customer perspective and understands their inherent responsibility to do so.

The **MAJOR FUNCTIONS** of TACOM are to--

- Plan and Manage Research, Design, Development, Production Engineering, Follow-On Engineering and Product Assurance and Test Activities
- Plan and Direct Technology Base Activities
- Provide Long-Range Ground Vehicle Fleet Planning
- Serve as the Link Between the Army and Commercial Sector Sources
- Perform Life-Cycle Engineering

29 Sep 98

Committed to Excellence

TACOM

Warren
Warren/Picatinny
Picatinny
NCAD

OFFICE OF DEPUTY FOR SYSTEMS ACQUISITION

→ { ASSIST DSA
EXEC OFFICER
BUSINESS MGR
PROCUREMENT SPEC
EXEC SECY

PM Heavy Tactical Vehicles

PM Light Armored Vehicle (USMC)

l Mines,
ntermine
and
nolitions

PM Small Arms

PM HERCULES

ver 300 Systems
4B Procurement
$828M RDTE
$1.1B FMS

* Kuwait Armor
* Saudi Armor

* PM TAWS TDA; OPCON TO PEO GCSS
** DSA TDA; OPCON TO PM PWL
*** OPCON TO PM-CMS

29 Sep 98

Committed to Excellence

The Future of the TACOM DSA



- The TACOM DSA is an Evolving Organization
- There will be More Force Structure Cuts to TACOM and the DSA in the Future
- We are Working our Organizational Structure now to Meet our Customers Needs and Absorbs These Cuts
- There are Very few new Systems
  - TACOM DSA is Mostly Legacy Systems That will Remain in Inventory a Long Time
  - These Systems Need Support & Modernization to Meet the Needs of a Changing Army

Key Issue: Life Cycle Mgt

We Need Industry's Help

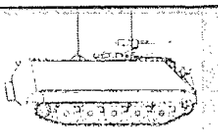
Extend the Life of Legacy Systems

Increase Reliability in Aging Fleets

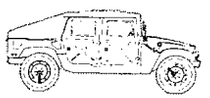
Reduce Logistics Requirements of our Systems

Y2K





1960 ← The Support Horizon → 2035





Meet Requirements of Information Age Army

Reduce System Manpower Requirements

Leverage the Commercial Sector

29 Sep 98

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On Going Programs

- MTS
- Wireless TOC
- Combatt
- ABS Braking Systems
- Engine Improvements
- Paperless PM
- Tire Pressure Monitoring System



WRAP:

- GATOR

SBIR:

- TACOM Personnel Heater
- Filterless Heat Exchanger (M109)

ACT II:

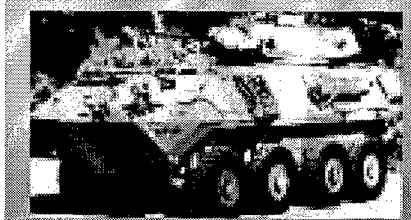
- Hands Free Wireless Communications
- Ladar Targeting System

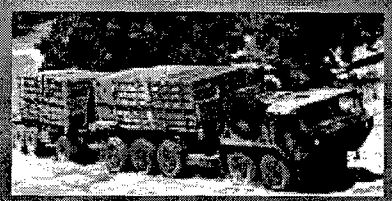
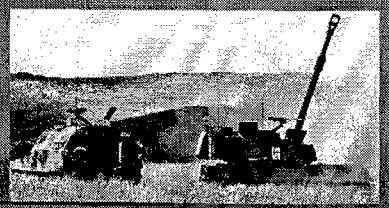


We Need More Programs Like These

Known Business Opportunities

- PM-LTV
  - HMMWV Hybrid Remanufacturing
- PM-Paladin/FAASV
  - 50 to 300 Future FMS Business
  - Fleet Planning
- PM-HTV
  - Reengineering of Installation Maintenance Processes
  - Improve Process of Shipping Vehicles to Soldiers
- PM-LAV
  - System Life Extension Program
  -
- PM-TAWS
  - Trailers
  - Combat Support
  - M113
  - Construction Equipment
  - Petroleum & Water
  - Transportation Systems



Known Business Opportunities

PM-LTV
HMMWV Hybrid-Remanufacturing

W[illegible]CAIV
Threshold

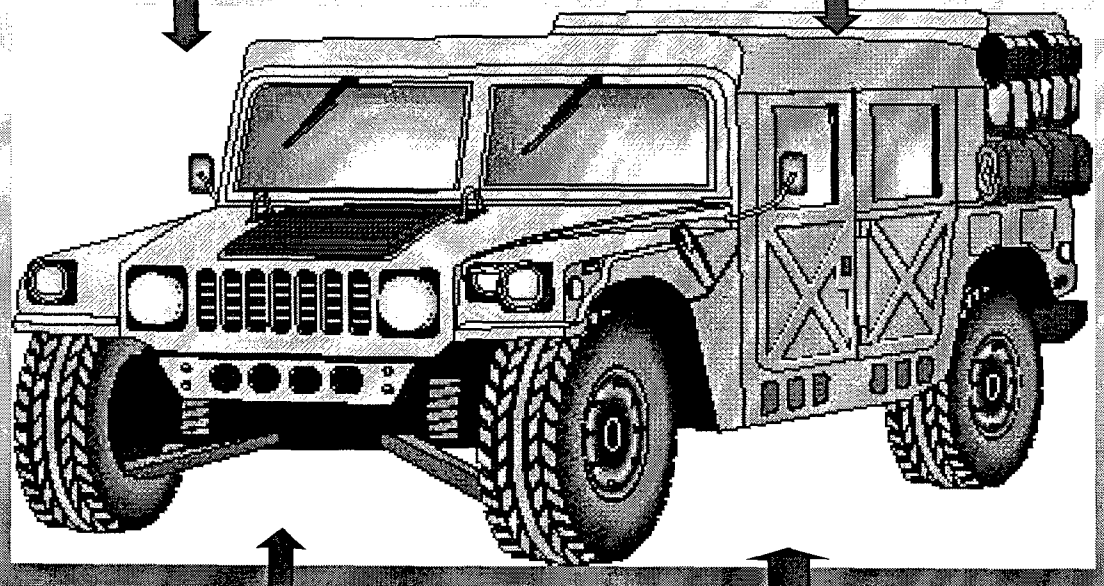
Inspect & Repair
Only As Necessary
other components

Apply open
MWOs

Improve power
capability

Upgrade O & S
cost drivers

Apply tech insertion
Components



Meet legislative
requirements

Accommodations for
ballistic protection capability

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Known Business Opportunities
PM-PALADIN/FAASV

M109 FOV Fleet Management IS

An Army Pilot Program to:

- Provide Logistics Support Management of a Legacy Weapon System to Worldwide Operational Customers
- Streamline the Logistics System to Support the Revolution in Military Logistics and the Revolution in Military Affairs
- Significantly Reduce Overall Life-Cycle Sustainment Cost Through Maximum Contractor Participation
- Establish a Single Focal Point Through Competition for M109 FOV Life Cycle Sustainment Support
- Support Customers During War, MOOTW, Peace and Training Exercises
- Incorporate Innovative and Efficient Business Practices and New Technology

M109 FOV Fleet Management IS (Cont'd)

An Army Pilot Program to:

- Streamline Unit/Installation Financial Business Accounting, Payment, and Reporting Processes
- Improve Logistics Response Time to Satisfy the Needs of the Soldier in the Field
- Improve Reliability of the M109 FOV and Enhance Operational Readiness
- Establish and Maintain an Information Environment, Including Diagnostics, and Enhanced Training
- Divest the Government of M109 Unique Parts Inventory

M109 FOV Fleet Management IS NOT

A Sole Source Contract

A Replacement for Organic or Depot Level Maintenance

A Replacement for Inherently Governmental Functions

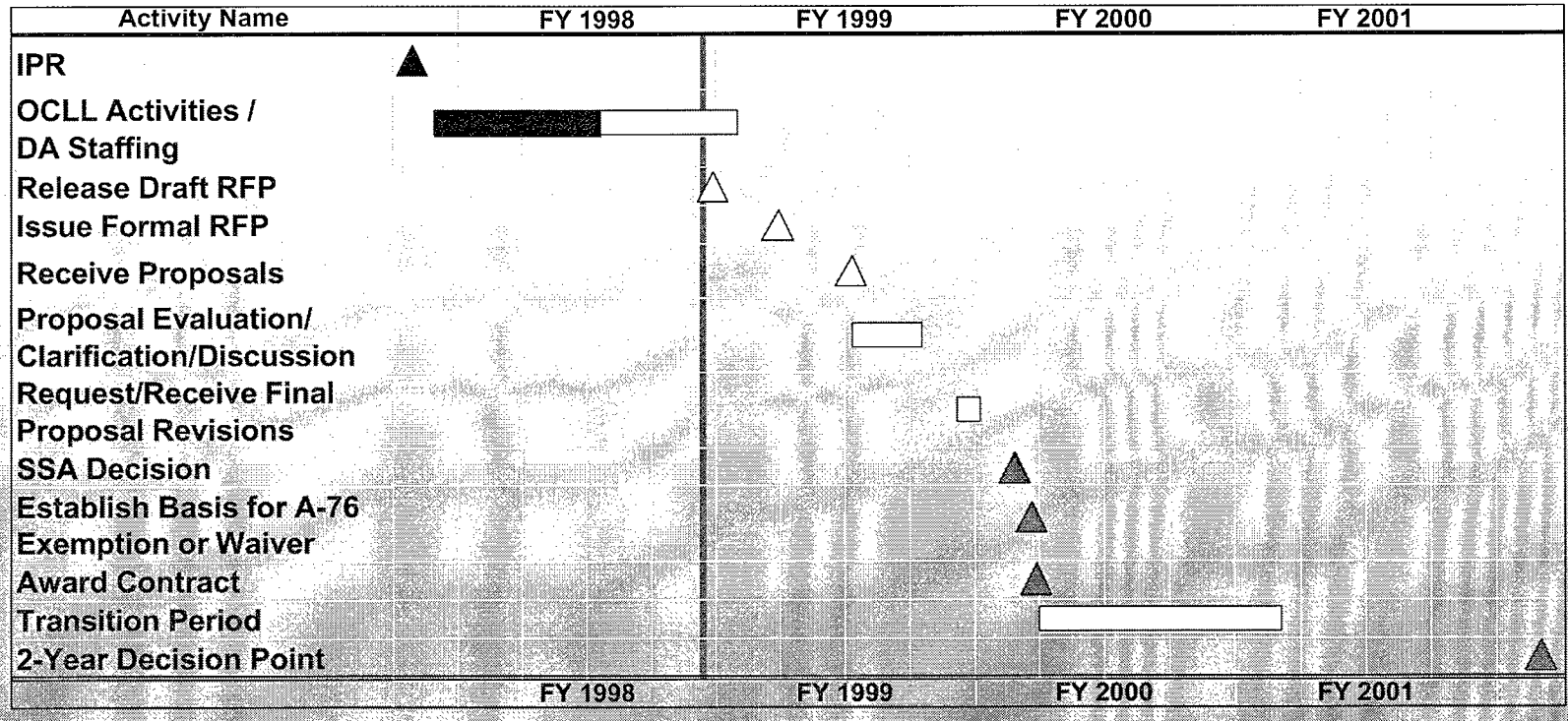
Maintaining Current Government Inventory of M109 Unique Parts

M109 FOV Fleet Management

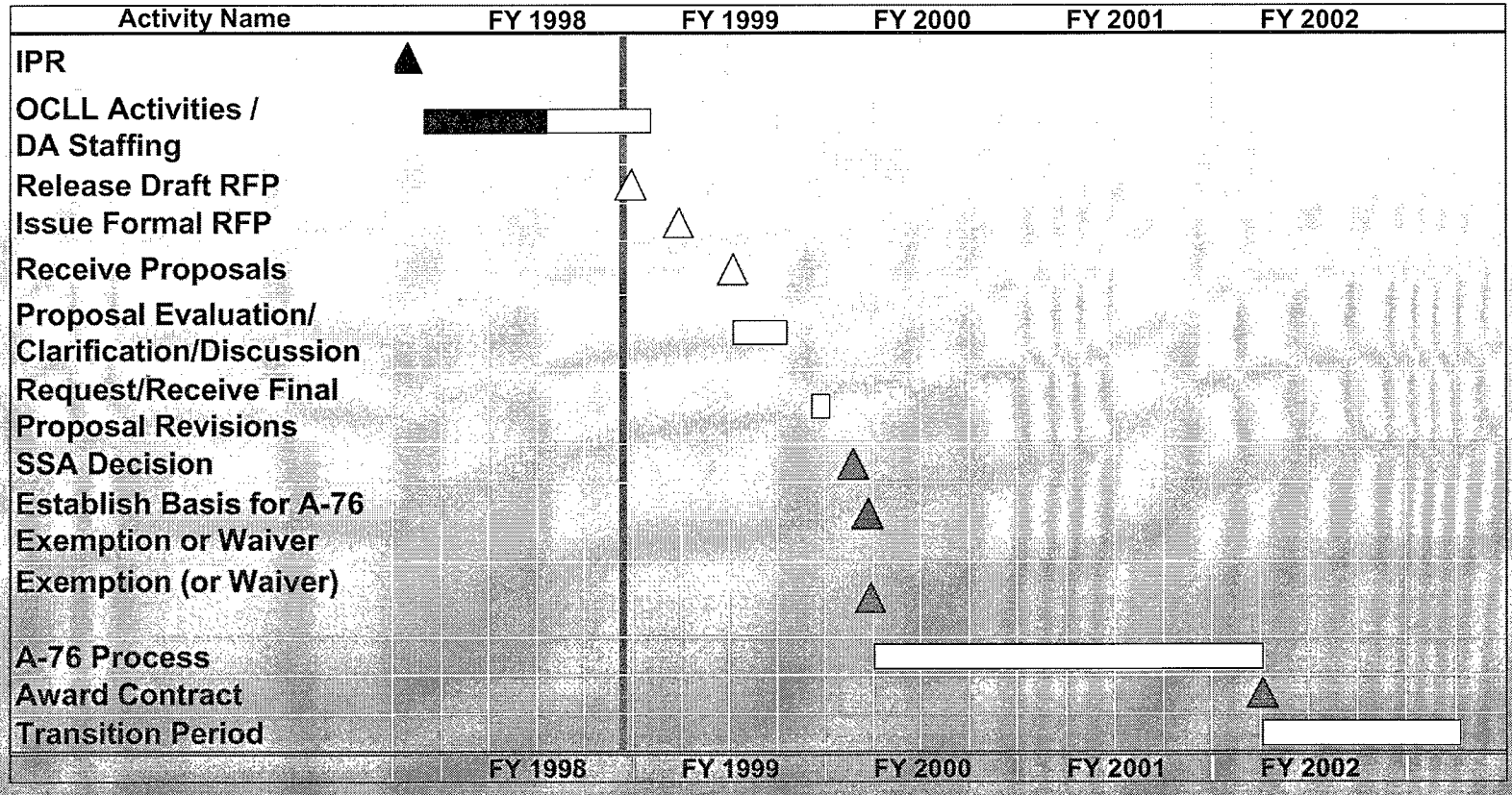
Purpose of the Draft Request for Proposal (RFP):

- Solicit Industry Comments:
  - ➢Interest
  - ➢Feasibility
  - ➢Innovative Ideas
  - ➢Proposed Resolutions to Program Issues
  - ➢Refinements to Formal RFP
- Provide a Read-ahead to Small Businesses for Potential Subcontracting Efforts

M109 FOV Fleet Management Schedule



M109 FOV Fleet Management Schedule (With A-76 Process)



29 Sep 98

Committed to Excellence

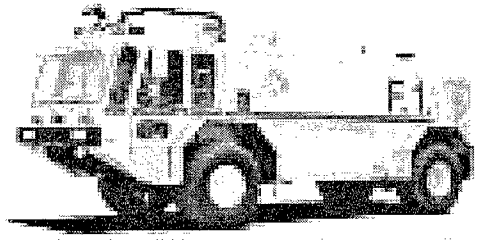
Known Business Opportunities
PM-HTV

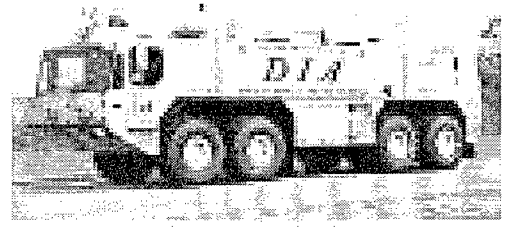
- Advanced Tactical Fire Truck (FY99)
- Bridge Adapter Pallet (FY99)
- HET Tractor and Semitrailer (FY00)
- PLS Trailer (FY00)
- Improved Ribbon Bridge (FY00)
- PLS CROP Flatrack (FY01)
- HEMTT Production / ESP (FY02)

Advanced Tactical Fire Truck

Primary Mission

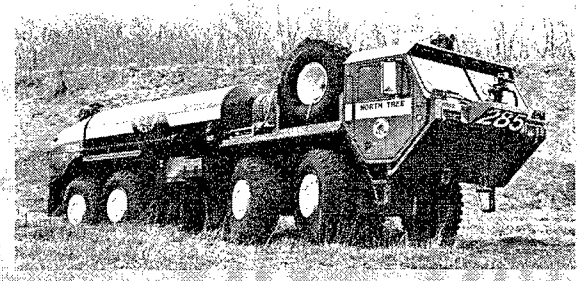
- Deployable System to Fight Aircraft Crash and Brush Fires and Support Ammunition Storage Areas in Theater





Characteristics

- Expanded Mobility
- C17 Transportable
- 1,000 Gallon Water Tank Capacity
- 1,000 GPM Pump
- Pump & Roll Capable
- 6 Person Crew Provisions



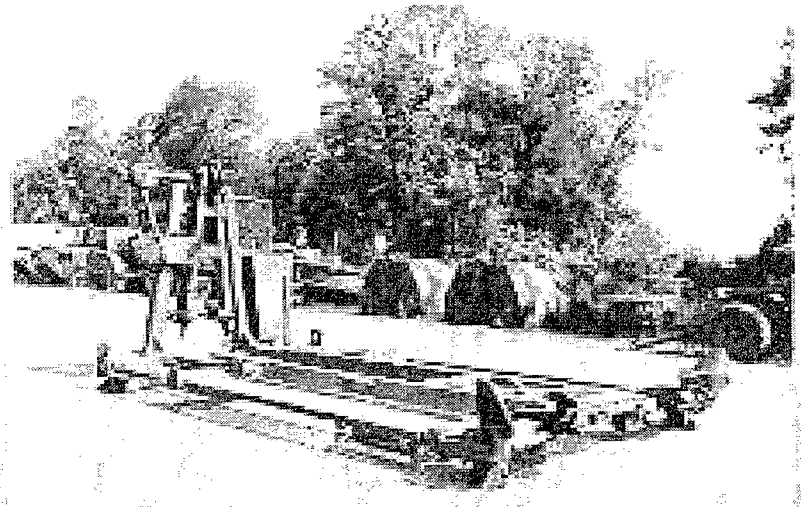
General Information

- HTV Designated PM: Nov 97
- Non-Developmental Item
- Required: 85

Acquisition Strategy

- Competitive Buy in FY99 (Award Mar 99)
- Five-Year Contract Planned
- Quantity: 25

Bridge Adapter Pallet (BAP)



Primary Mission

- Provides CBT with Capability to Launch, Retrieve and Transport Float Bridge Bays
- Provides PLS Style Vehicles with Capability to Transport Float Bridge Bays

Characteristics

- PLS Compatible
- Transloadable to/from the M1076 PLS Trailer
- Hydraulic, Two-Speed Winch w/Remote Control
- Rail Transportable w/Bridge Bays

General Information

- Manufactured by: Combined Bridge Team (Oshkosh Truck and VSE)
- Requirement: 1,138
- Procurement: 214

Acquisition Strategy

- Competitive Reprocurement in FY99
- Single Year Buy with Two Option Years
- Quantity: 138 (Including Option)
- Industry Day Held at Ft. Belvoir 15-16 Oct

Heavy Equipment Transporter System

M1070
Truck, Tractor



Primary Mission

- Transportation and Evacuation of M1 Family of Main Battle Tanks

Characteristics

- Curb Weight: 41,000 lbs
- GVW: 90,000 lbs
- 8X8 Configuration
- 500 HP Diesel Engine
- CTIS
- Max Speed: 55 mph
- 15% Grade at GCVW
- 6 Man Cab

General Information

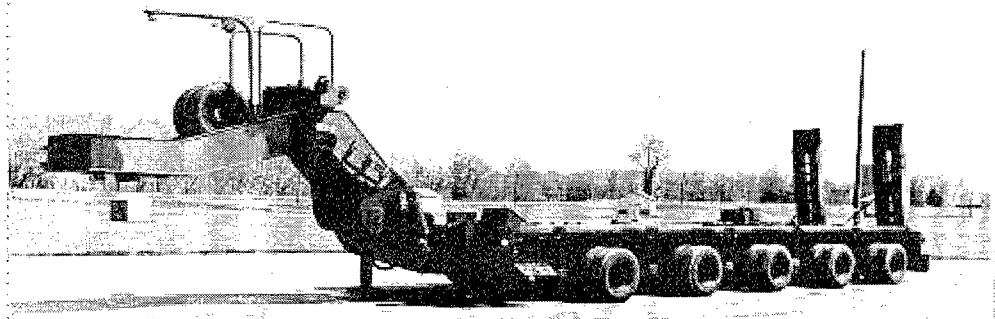
- Current Manufacturer: Oshkosh Truck
- Procurement (thru FY99): 1,958

Acquisition Strategy

- Competitive Reprocurement in FY00
- 5-Year Multiyear Contract
- 160-180 Units Per Year
- Possible Truck/Trailer System Buy

Heavy Equipment Transporter System

M1000 Semitrailer



Primary Mission

- Transportation and Evacuation of M1 Family of Main Battle Tanks

Characteristics

- Curb Weight: 50,000 lbs
- Payload: 70 ton
- Automatically Steerable Axles
- Load Leveling Hydraulic Suspension
- Load Compensating Gooseneck

General Information

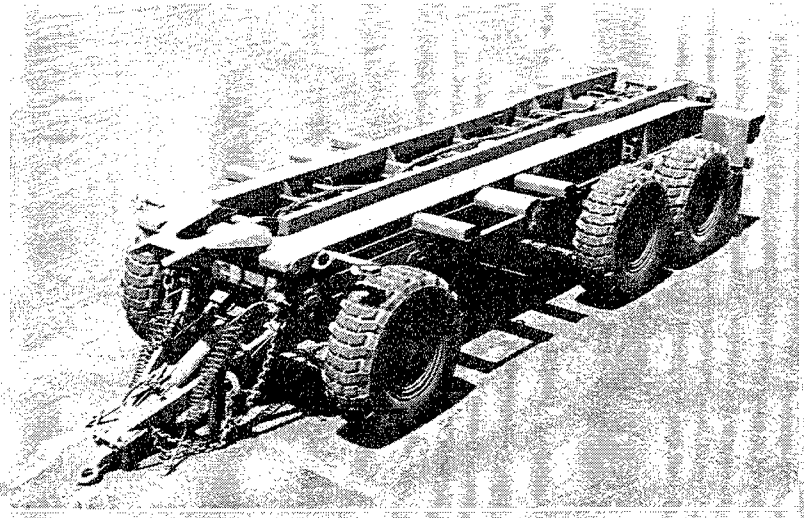
- Manufactured by: SEI, Inc., St. Louis, MO
- Procurement (thru FY99): 1,978

Acquisition Strategy

- Competitive Reprocurement in FY00
- 5-Year Multiyear Contract
- 160-180 Units Per Year
- Possible Truck/Trailer System Buy

Palletized Load System (PLS)

M1076
Trailer



Primary Mission

- Rapid Movement of Combat Configured Loads of Ammo
- Carry and Operate Engineering Mission Modules
- Support and Carry ISO Containers Without Flatracks

Characteristics

- Curb Weight: 16,500 lbs
- Payload: 33,000 lbs
- 12 & 24 Volt System

General Information

- Manufactured by:
  Oshkosh Truck Corporation
  Trailer Division, Bradenton, FL
- Procured: 1,788

Acquisition Strategy

- Competitive Reprocurement in FY00 (Award Nov 99)
- 5-Year Contract Planned
- Quantity: 600

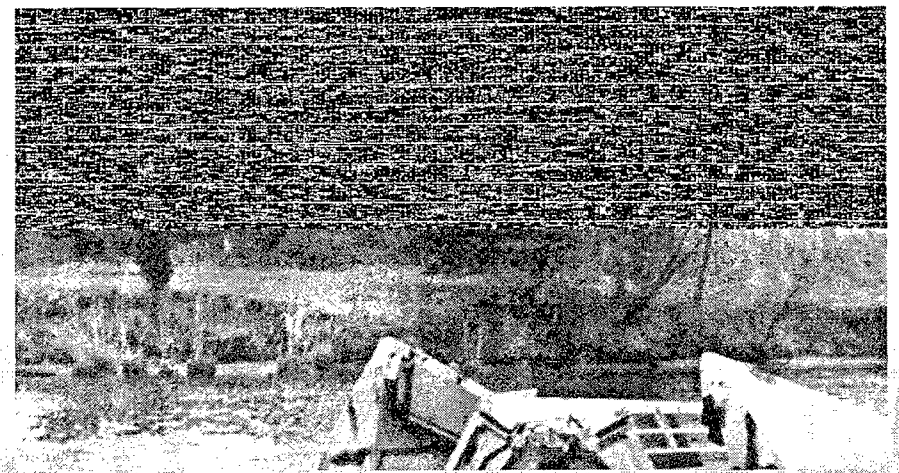
Improved Ribbon Bridge

Primary Mission

- Cross Non-Fordable Wet Gaps MLC 70 (Tracked) and MLC 96 (Wheeled) up to 8 ft. Per Second.

Characteristics

- Floating Modular Bridge or Raft Consisting of 2 Ramp Bays and Required Number of Interior Bays
- Provides Crossing Capability of Loads up to MLC 70 Over Non-Fordable Wet Gaps with Stream Velocities up to 8 ft. per Second
- Accommodates 2 Meter Bank Heights
- Bays Filled with Positive Buoyancy Material to Reduce Vulnerability to Small Arms Fire



Acquisition Strategy

- Competitive Buy in FY00
- Industry Day Held at Ft. Belvoir 15-16 Oct
- Planned Acquisition Quantity:
  - 216 Interior Bays
  - 93 Ramp Bays
- Five-Year Contract Planned

Known Business Opportunities
PM-TAWS

Trailer Management Office

ITEM DESCRIPTION	QTY	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY99				
•M129A4 12 Ton Semitrailer				
• Van Cargo	33 ea	Competitive	NA	Nov-98 DO
•M871A3 22 1/2 Ton Flatbed				
• Semi Trailer	77 ea	Competitive	NA	Nov-98 DO
•M969A3 5000 Gallon Fuel Tanker				
• Semitrailer - Auto Loading	40 ea	Sole Source	NA	Dec-98 OPT
•M1062A1 9200+ Gallon Fuel Tanker	127 ea	Competitive	Nov-98	Mar-99
•M870A2 40 Ton Lowbed Semitrailer	45 ea	Competitive	NA	Mar-99 DO
•Trailer Systems Technical Support	NA	Sole Source	NA	Jan-99 OPT
•M200A1 Trailer	700 ea	Competitive	Aug-98	Dec-98
•Containerized Kitchen Trailer	77 ea	Competitive	Oct-98	Jan-99
•M116A3 Trailer	934 ea	Competitive	Oct-98	Feb-99
•				

Trailer Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY00				
•M129A4 12 Ton Semitrailer				
• Van Cargo	72ea	Competitive	NA	Jan-00 DO
•M871A3 22 1/2 Ton Flatbed				
• Semitrailer	243ea	Competitive	NA	Jan-00 DO
•M969A3 5000 Gallon Fuel Tanker				
• Semitrailer - Auto Loading	39 ea	Competitive	NA	Dec-99 DO
•M967A2 5000 Gallon Fuel Tanker				
• Semitrailer - Self Loading	253 ea	Competitive	NA	Dec-99 DO
•M1062A1 7500 Gallon Fuel Tanker	64 ea	Competitive	NA	Feb-00 DO
•M870A2 40 Ton Lowbed Semitrailer	26 ea	Competitive	NA	Jan-00 DO
•M200A1 Trailer	500 ea	Competitive	NA	Dec-99 DO
•Containerized Kitchen Trailer	115 ea	Competitive	NA	Jan-00 DO
•M116A3 Trailer	643 ea	Competitive	NA	Feb-00 DO
•				
•				

Trailer Management Office *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01					
M129A4 12 Ton Semitrailer Van Cargo	71	ea	Competitive	NA	Jan-01 DO
M871A3 22 1/2 Ton Flatbed Semitrailer	475	ea	Competitive	NA	Jan-01 DO
M969A3 5000 Gallon Fuel Tanker Semitrailer - Auto Loading	30	ea	Competitive	NA	Dec-00 DO
M967A2 5000 Gallon Fuel Tanker Semitrailer - Self Loading	341	ea	Competitive	NA	Dec-00 DO
M1062A1 9200+ Gallon Fuel Tanker	385	ea	Competitive	NA	Oct-00 DO
M870A2 40 Ton Lowbed Semitrailer	26	ea	Competitive	NA	Jan-01 DO
M200A1 Trailer	600	ea	Competitive	NA	Dec-00 DO
Containerized Kitchen Trailer	236	ea	Competitive	NA	Jan-01 DO
M116A3 Trailer	472	ea	Competitive	NA	Feb-01 DO

Trailer Management Office (Cont.)

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02					
M129A4 12 Ton Semitrailer Van Cargo	87	ea	Competitive	NA	Jan-02 DO
M871A3 22 1/2 Ton Flatbed Semitrailer	441	ea	Competitive	NA	Jan-02 DO
M969A3 5000 Gallon Fuel Tanker Semitrailer - Auto Loading	62	ea	Competitive	NA	Dec-01 DO
M967A2 5000 Gallon Fuel Tanker Semitrailer - Self Loading	267	ea	Competitive	NA	Dec-01 DO
M1062A1 9200+ Gallon Fuel Tanker	300	ea	Competitive	NA	Oct-01 DO
M870A2 40 Ton Lowbed Semitrailer	25	ea	Competitive	NA	Jan-02 DO
M200A1 Trailer	200	ea	Competitive	NA	Dec-01 DO
Containerized Kitchen Trailer	231	ea	Competitive	NA	Jan-02 DO
M116A3 Trailer	438	ea	Competitive	NA	Feb-02 DO

Trailer Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY03				
•M129A4 12 Ton Semitrailer Van Cargo	111 ea	Competitive	NA	Jan-03 DO
•M871A3 22 1/2 Ton Flatbed Semitrailer	379 ea	Competitive	NA	Jan-03 DO
•M969A3 5000 Gallon Fuel Tanker Semitrailer - Auto Loading	77 ea	Competitive	NA	Dec-02 DO
•M967A2 5000 Gallon Fuel Tanker Semitrailer - Self Loading	446 ea	Competitive	NA	Dec-02 DO
•M1062A1 9200+ Gallon Fuel Tanker	748 ea	Competitive	NA	Oct-02 DO
•M870A2 40 Ton Lowbed Semitrailer	24 ea	Competitive	NA	Jan-03 DO
•M200A1 Trailer	TBD	Competitive	NA	Dec-02 DO
•Containerized Kitchen Trailer	195 ea	Competitive	NA	Jan-03 DO
•M116A3 Trailer	TBD	Competitive	NA	Feb-03 DO

Combat Support Management Office

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99				
M915A3 Truck Tractor, Line Haul	440 ea	Sole Source	NA	Jan-99 OPT
M917A1 Dump Truck	66 ea	Sole Source	NA	Dec-98 OPT
M915A4 Truck Tractor, Line Haul, Upgrade	124 ea	Competitive	NA	Jan-99 DO
M878 Yard Tractor	57 ea	Competitive	NA	Dec-98 DO
M939 Anti-Lock Brake System	NA	Competitive	NA	Jan-99 TO
FY00				
M915A3 Truck Tractor, Line Haul	338 ea	Sole Source	NA	Jan-00 OPT
M915A5 Truck Tractor, Line Haul	6 ea	Competitive	Dec-99	Mar-00
M917A1 Dump Truck	59 ea	Sole Source	NA	Dec-99 OPT
M917A1 Dump Truck	5 ea	Competitive	Dec-99	Mar-00
M915A4 Truck Tractor, Line Haul, Upgrade	120 ea	Competitive	NA	Jan-00 DO
M878 Yard Tractor	24 ea	Competitive	NA	Dec-99 DO
M939 Anti-Lock Brake System	NA	Competitive	NA	Jan-00 TO

Combat Support Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01				
M915A5 Truck Tractor, Line Haul	235 ea	Competitive	NA	Mar-01 DO
M917A1 Dump Truck	60 ea	Competitive	NA	Jun-01 DO
M915A4 Truck Tractor, Line Haul, Upgrade	370 ea	Competitive	NA	Jan-01 DO
M878 Yard Tractor	59 ea	Competitive	NA	Dec-00 DO
M939 Anti-Lock Brake System	NA	Competitive	NA	Jan-01 TO
FY02				
M915A5 Truck Tractor, Line Haul	530 ea	Competitive	NA	Mar-02 DO
M916A2 Truck Tractor, Light Equipment Transporter	71 ea	Competitive	NA	Mar-02 DO
M917A1 Dump Truck	95 ea	Competitive	NA	Jun-02 DO
M915A4 Truck Tractor, Line Haul, Upgrade	370 ea	Competitive	NA	Jan-02 DO
M878 Yard Tractor	58 ea	Competitive	NA	Dec-01 DO
M939 Anti-Lock Brake System	NA	Competitive	NA	Jan-02 TO

Combat Support Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY03				
M915A5 Truck Tractor, Line Haul	530 ea	Competitive	NA	Mar-03 DO
M916A2 Truck Tractor, Light Equipment Transporter	107 ea	Competitive	NA	Mar-03 DO
M917A1 Dump Truck	98 ea	Competitive	NA	Jun-03 DO
M915A4 Truck Tractor, Line Haul, Upgrade	370 ea	Competitive	NA	Jan-99 DO
M878 Yard Tractor	56 ea	Competitive	NA	Dec-98 DO
M939 Anti-Lock Brake System	NA	Competitive	NA	Jan-03 TO



Product Manager M113

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99				
M113 System Technical Support	NA	Sole Source	NA	Mar-99 OPT
M113 Conversion	143 ea	Competitive	NA	Nov-98 OPT
Transmission	143 ea	Sole Source	NA	Mar-99 OPT
Engines	141 ea	Sole Source	Nov-98	Mar-99
Regulator	204 ea	Competitive	Nov-98	Mar-99
200 AMP Alternator	204 ea	Competitive	Nov-98	Mar-99
External Fuel Tank	104 ea	Sole Source	Nov-98	Mar-99
Spall	40 ea	Sole Source	Nov-98	Mar-99
Armor Mounting Kit	40 ea	Sole Source	Nov-98	Mar-99
444 NATO	100 ea	Sole Source	Nov-98	Mar-99
Hatch Adapter	174 ea	Sole Source	Nov-98	Mar-99

Product Manager M113 *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00				
M113 System Technical Support	NA	Sole Source	NA	Dec-99 OPT
M113 Conversion	176 ea	Competitive	NA	Nov-99 TO
Transmission	202 ea	Sole Source	Aug-98	Nov-99
Engines	141 ea	Sole Source	Aug-98	Nov-99
A3 Conversion Kits	94 ea	Competitive	Aug-98	Nov-99
Regulator	202 ea	Competitive	Aug-98	Nov-99
200 AMP Alternator	202 ea	Competitive	Aug-98	Nov-99
External Fuel Tank	95 ea	Competitive	Aug-98	Nov-99
Auxiliary Power Unit	107 ea	Competitive	Aug-98	Nov-99
Tie Down	392 ea	Competitive	Aug-98	Nov-99
Spall	27 ea	Competitive	Aug-98	Nov-99
Armor Mounting Kit	27 ea	Competitive	Aug-98	Nov-99
444 NATO	107 ea	Competitive	Aug-98	Nov-99
Hatch Adapter	162 ea	Competitive	Aug-98	Nov-99
476 NATO	95 ea	Competitive	Aug-98	Nov-99
M1068 Conversion Kits	266 ea	Sole Source	Jul-98	Feb-00

Product Manager M113 *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01				
M113 System Technical Support	NA	Competitive	NA	Mar-01 TO
M113 Conversion	149 ea	Competitive	NA	Nov-00 TO
Transmission	215 ea	Competitive	Jun-00	Oct-00 TO
Engines	215 ea	Competitive	Jun-00	Oct-00 TO
A3 Conversion Kits	132 ea	Competitive	Jun-00	Oct-00 TO
Regulator	215 ea	Competitive	Jun-00	Oct-00 TO
200 AMP Alternator	215 ea	Competitive	Jun-00	Oct-00 TO
External Fuel Tank	132 ea	Competitive	Jun-00	Oct-00 TO
Auxiliary Power Unit	83 ea	Competitive	Jun-00	Oct-00 TO
Tie Down	392 ea	Competitive	Jun-00	Oct-00 TO
Spall	132 ea	Competitive	Jun-00	Oct-00 TO
Armor Mounting Kit	132 ea	Competitive	Jun-00	Oct-00 TO
444 NATO	83 ea	Competitive	Jun-00	Oct-00 TO
Hatch Adapter	215 ea	Competitive	Jun-00	Oct-00 TO
476 NATO	132 ea	Competitive	Jun-00	Oct-00 TO
M1068 Conversion Kits	83 ea	Competitive	Jun-00	Oct-00 TO

Product Manager M113 *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02				
M113 System Technical Support	NA	Competitive	NA	Mar-02 TO
M113 Conversion	166 ea	Competitive	NA	Nov-01 TO
Transmission	35 ea	Competitive	Jun-01	Oct-01 TO
Engines	35 ea	Competitive	Jun-01	Oct-01 TO
A3 Conversion Kits	32 ea	Competitive	Jun-01	Oct-01 TO
Regulator	208 ea	Competitive	Jun-01	Oct-01 TO
200 AMP Alternator	32 ea	Competitive	Jun-01	Oct-01 TO
External Fuel Tank	32 ea	Competitive	Jun-01	Oct-01 TO
Auxiliary Power Unit	3 ea	Competitive	Jun-01	Oct-01 TO
Tie Down	392 ea	Competitive	Jun-01	Oct-01 TO
Spall	32 ea	Competitive	Jun-01	Oct-01 TO
Armor Mounting Kit	32 ea	Competitive	Jun-01	Oct-01 TO
444 NATO	3 ea	Competitive	Jun-01	Oct-01 TO
Hatch Adapter	35 ea	Competitive	Jun-01	Oct-01 TO
476 NATO	32 ea	Competitive	Jun-01	Oct-01 TO
M1068 Conversion Kits	3 ea	Competitive	Jun-01	Oct-01 TO

Product Manager M113 *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY03				
M113 System Technical Support	NA	Competitive	NA	Mar-02 TO
M113 Conversion	142 ea	Competitive	NA	Nov-01 TO

Product Manager Construction Equipment

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD	
FY99						
All Terrain Lifting Army System (ATLAS)	146	ea	Competitive	NA	Dec-98	
Rough Terrain Container Crane (RTTC)	28	ea	Sole Source	NA	Dec-98	Alpha
Rough Terrain Container Handler (RTCH)	45	ea	Competitive	Aug-98	Dec-98	DO
Crushing, Screening & Washing Plant	2	ea	Competitive	NA	Dec-98	DO
All Terrain Crane (ATEC)	47	ea	Competitive	NA	Dec-98	DO
Deployable Universal Combat Earth Mover (DEUCE)	23	ea	Sole Source	NA	Dec-98	OPT
HYEX Type I	28	ea	Competitive	NA	Mar-99	DO
HYEX Type II	2	ea	Competitive	NA	Mar-99	DO
HYEX Type III	2	ea	Competitive	NA	Mar-99	DO

Product Manager Construction Equipment *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00					
High Speed Compactor	68	ea	Competitive	NA	Mar-00 DO
All Terrain Lifting Army System (ATLAS)	220	ea	Competitive	NA	Mar-00 DO
Rough Terrain Container Crane (RTTC)	24	ea	Sole Source	NA	Mar-00 OPT
Rough Terrain Container Handler (RTCH)	38	ea	Competitive	NA	Mar-00 DO
Crushing, Screening & Washing Plant	4	ea	Competitive	NA	Mar-00 DO
All Terrain Crane (ATEC)	50	ea	Competitive	NA	Mar-00 DO
Deployable Universal Combat Earth Mover	44	ea	Sole Source	NA	Mar-00 DO
Heavy Engineer Crane	6	ea	Competitive	NA	Mar-00 DO
Yard Loader	28	ea	Competitive	NA	Mar-00 DO
HYEX Type I	21	ea	Competitive	NA	Mar-00 DO
HYEX Type II	7	ea	Competitive	NA	Mar-00 DO
HYEX Type III	7	ea	Competitive	NA	Mar-00 DO
Vibratory Roller	165	ea	Competitive	NA	Mar-00 DO

Product Manager Construction Equipment *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY01					
•All Terrain Lifting Army System (ATLAS)	262	ea	Competitive	NA	Mar-01 DO
•Rough Terrain Container Crane (RTTC)	18	ea	Sole Source	NA	Mar-01 DO
•Rough Terrain Container Handler (RTCH)	66	ea	Competitive	NA	Mar-01 DO
•Crushing, Screening & Washing Plant	2	ea	TBD	NA	Mar-01 DO
•All Terrain Crane (ATEC)	48	ea	Competitive	NA	Mar-01 DO
•Deployable Universal Combat Earth Mover	36	ea	Sole Source	NA	Mar-01 DO
•Heavy Engineer Crane	6	ea	Competitive	NA	Mar-01 DO
•Yard Loader	24	ea	Competitive	NA	Mar-01 DO
•HYEX Type I	26	ea	Competitive	NA	Mar-01 DO
•HYEX Type II	6	ea	Competitive	NA	Mar-01 DO
•HYEX Type III	4	ea	Competitive	NA	Mar-01 DO
•Vibratory Roller	77	ea	Competitive	NA	Mar-01 DO

Product Manager Construction Equipment *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY02					
•All Terrain Lifting Army System (ATLAS)	193	ea	Competitive	NA	Mar-02 DO
•Rough Terrain Container Handler (RTCH)	120	ea	Competitive	NA	Mar-02 DO
•Crushing, Screening & Washing Plant	4	ea	Competitive	NA	Mar-02 DO
•All Terrain Crane (ATEC)	48	ea	Competitive	NA	Mar-02 DO
•Heavy Engineer Crane	6	ea	Competitive	NA	Mar-02 DO
•Yard Loader	41	ea	Competitive	NA	Mar-02 DO
•HYEX Type I	33	ea	Competitive	NA	Mar-02 DO
•HYEX Type II	1	ea	Competitive	NA	Mar-02 DO
•HYEX Type III	1	ea	Competitive	NA	Mar-02 DO

Product Manager Construction Equipment *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY03					
•HYEX	30	ea	TBD	Nov-02	Mar-03
•All Terrain Lifting Army System (ATLAS)	274	ea	Competitive	NA	Mar-03 DO
•Rough Terrain Container Handler (RTCH)	125	ea	Competitive	NA	Mar-03 DO
•Crushing, Screening & Washing Plant	4	ea	Competitive	NA	Mar-03 DO
•All Terrain Crane (ATEC)	48	ea	Competitive	NA	Mar-03 DO
•Heavy Engineer Crane	6	ea	Competitive	NA	Mar-03 DO
•Yard Loader	37	ea	Competitive	NA	Mar-03 DO
•					

Product Manager
Petroleum and Water Systems

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99				
10K Petroleum Tank	164 ea	Competitive	NA	Feb-99 DO
20K Petroleum Tank	110 ea	Competitive	NA	Feb-99 DO
50K Fuel Bags (Petroleum Tanks)	160 ea	Competitive	NA	Jan-99 DO
20K Water Tank	11 ea	Competitive	NA	Jun-99 DO
50K Water Tank	27 ea	Competitive	NA	Jun-99 DO
160 gal Water Tank	25 ea	Competitive	TBD	Jun-99
Petroleum Quality Analysis System	2 ea	Competitive	Jan-99	May-99
Reverse Osmosis Water Purification Unit 3000 gph	200 ea	Competitive	TBD	2Q99
3K Onion Tank, Water	568 ea	Competitive	Nov	1Q99
Reverse Osmosis Water Purification Unit 1500 gph	TBD	TBD	TBD	TBD
Forward Area Water Point Supply System	43 ea	Competitive	Jan-99	Jun-99
Fuel System Supply Point	25 ea	Competitive	NA	Jun-99 DO
Pump Assembly, Regulated 350 gpm	9 ea	Competitive	NA	Mar-99 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99 (Cont.)					
4 Inch Hose Line Outfit	14	ea	Competitive	Jan-99	Jun-99
Pipe Cutting Tool Kit	3	ea	Competitive	NA	Mar-99 DO
Hoseline Outfit, Fuel Handling	18	ea	Competitive	Jan-99	Jun-99
Bulk Fuel Tank Assembly	78	ea	Competitive	NA	Dec-98 DO
Pipeline Connection Assembly	1	ea	Competitive	Jan-99	Jun-99
ISO Containers	245	ea	Competitive	Jan-99	Jun-99
Hypochlorination Unit 100 gpm	10	ea	Competitive	Jan-99	Jun-99
Pump Assembly, Water	10	ea	Competitive	Jan-99	Jun-99
Filter Separator Petroleum Pump	104	ea	Competitive	Jan-99	Jun-99
Tank, Liquid Dispersing 600 gallon	8	ea	Competitive	Jan-99	Jun-99
Fuel System Supply Point	27	ea	Competitive	Jan-99	Jun-99
Aviation Fuel Test Kit	16	ea	Competitive	Jan-99	Jun-99
Ground Fuel Test Kit	9	ea	Competitive	Jan-99	Jun-99

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00				
10K Petroleum Tank	350 ea	Competitive	NA	Feb-00 DO
20K Petroleum Tank	150 ea	Competitive	NA	Feb-00 DO
50K Petroleum Tank	151 ea	Competitive	NA	Jan-00 DO
20K Water Tank	95 ea	Competitive	NA	Jun-00 DO
50K Water Tank	200 ea	Competitive	NA	Jun-00 DO
160 gal Tank	99 ea	Competitive	NA	Jun-00 DO
Petroleum Quality Analysis System	4 ea	Sole Source	Jun-00	Sep-00
Pump Assembly, Regulated 350 gpm	50 ea	Competitive	NA	Mar-00 DO
Pump Assembly, Unregulated 350 gpm	96 ea	Competitive	NA	Mar-00 DO
Forward Area Refuel Equipment	51 ea	Competitive	Jan-00	Jun-00
Hoseline Outfit, Fuel Handling	14 ea	Competitive	NA	Jun-00 DO
Advance Aviation Forward Refueling System	9 ea	Competitive	Dec-99	Mar-00

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00 (Cont.)					
Tactical Water Distribution System	5	ea	Competitive	Dec-99	Apr-00
Water Storage Distribution System	8	ea	Competitive	Dec-99	Apr-00
Lightweight Water Purifier	52	ea	Competitive	Jan-00	May-00
Bulk Fuel Tank Assembly	60	ea	Competitive	Jan-99	Jun-00
Pipeline Connection Assembly	3	ea	Competitive	NA	Jun-00 DO
ISO Containers	131	ea	Competitive	NA	Jun-00 DO
Hypochlorination Unit 100 gpm	55	ea	Competitive	NA	Jun-00 DO
Water Quality Analysis Set - Purification	94	ea	Competitive	Jan-99	Jun-00
Pump Assembly, Tactical Water	17	ea	Competitive	NA	Jun-00 DO
Lab Petroleum, Semitrailer Mounted	5	ea	Competitive	Jan-99	Jun-00
Fuel System Supply Point	40	ea	Competitive	NA	Jun-00 DO
Tank, Liquid Dispersing, 600 gal Trailer Mounted	12	ea	Competitive	NA	Jun-00 DO
Pipe Cutting Tool Kit	8	ea	Competitive	NA	Jun-00 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01				
10K Petroleum Tank	300 ea	Competitive	NA	Feb-01 DO
20K Petroleum Tank	220 ea	Competitive	NA	Feb-01 DO
50K Fuel Bags (Petroleum Tanks)	242 ea	Competitive	NA	Feb-01 DO
20K Water Tank	36 ea	Competitive	NA	Feb-01 DO
50K Water Tank	95 ea	Competitive	NA	Feb-01 DO
160 gal Water Tank	80 ea	Competitive	NA	Feb-01 DO
Petroleum Quality Analysis System	1	Sole Source	NA	Mar-01 OPT
Pump Assembly, Regulated 350 gpm	33 ea	Competitive	NA	Mar-01 DO
Pump Assembly, Unregulated 350 gpm	177 ea	Competitive	NA	Mar-01 DO
Forward Area Refuel Equipment	25 ea	Competitive	NA	Jun-01 DO
Hoseline Outfit, Fuel Handling	26 ea	Competitive	NA	Mar-01 DO
Advance Aviation Forward Refueling System	9 ea	Competitive	NA	Mar-01 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01 (Cont.)					
Tactical Water Distribution System	5	ea	Competitive	NA	Mar-01 DO
Water Storage Distribution System	8	ea	Competitive	NA	Jun-01 DO
Lightweight Water Purifier	76	ea	Competitive	NA	Mar-01 DO
Bulk Fuel Tank Assembly	36	ea	Competitive	NA	Jun-01 DO
Pipeline Connection Assembly	3	ea	Competitive	NA	Jun-01 DO
ISO Containers	131	ea	Competitive	NA	Jun-01 DO
Forward Area Water Point Supply System	25	ea	Competitive	NA	Jun-01 DO
Hypochlorination Unit 100 gpm	25	ea	Competitive	NA	Jun-01 DO
Water Quality Analysis Set - Purification	49	ea	Competitive	NA	Jun-01 DO
Pump Assembly, Tactical Water	26	ea	Competitive	NA	Jun-01 DO
Lab Petroleum, Semitrailer Mounted	2	ea	Competitive	NA	Jun-01 DO
Fuel System Supply Point	53	ea	Competitive	NA	Jun-01 DO
Filter Separator, Liquid Fuel	25	ea	Competitive	NA	Mar-01 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01(Cont.)					
Tank, Liquid Dispersing, 600 gal					
Trailer Mounted	25	ea	Competitive	NA	Mar-01 DO
Pipe Cutting Tool Kit	6	ea	Competitive	NA	Mar-01 DO
Aviation Fuel Testing Kit	50	ea	Competitive	NA	Mar-01 DO
Ground Fuel Test Kit	8	ea	Competitive	NA	Mar-01 DO
3K Collapsible Water Tank	420	ea	Competitive	NA	Jan-01 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02				
10K Petroleum Tank	380 ea	Competitive	NA	Feb-02 DO
20K Petroleum Tank	135 ea	Competitive	NA	Feb-02 DO
50K Fuel Bags (Petroleum Tanks)	208 ea	Competitive	NA	Feb-02 DO
20K Water Tank	43 ea	Competitive	NA	Feb-02 DO
50K Water Tank	0 ea	Competitive	NA	Feb-02 DO
160 gal Water Tank	77 ea	Competitive	NA	Feb-02 DO
Petroleum Quality Analysis System	1 ea	Sole Source	NA	Mar-02 OPT
3K Water Tank	63 ea	Competitive	NA	Mar-02 DO
Forward Area Refuel Equipment	57 ea	Competitive	NA	Mar-02 DO
Hoseline Outfit, Fuel Handling	35 ea	Competitive	NA	Mar-02 DO
Advance Aviation Forward Refueling System	10 ea	Competitive	NA	Mar-02 DO
Tactical Water Distribution System	1 ea	Competitive	NA	Mar-02 DO
Water Storage Distribution System	8 ea	Competitive	NA	Mar-02 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02 (Cont.)				
Forward Area Water Point Supply System	45 ea	Competitive	NA	Mar-02 DO
Hypochlorination Unit 100 gpm	12 ea	Competitive	NA	Mar-02 DO
Water Drum, 500 gallon	164 ea	Competitive	NA	Mar-02 DO
Bulk Fuel Tank Assembly	12 ea	Competitive	NA	Mar-02 DO
Pump Assembly, Regulated 350 gpm	30 ea	Competitive	NA	Mar-02 DO
Pump Assembly, Unregulated 350 gpm	131 ea	Competitive	NA	Mar-02 DO
ISO Containers	36 ea	Competitive	NA	Mar-02 DO
Lab Petroleum, Semitrailer Mounted	4 ea	Competitive	NA	Mar-02 DO
Water Quality Analysis Set - Purification	10 ea	Competitive	NA	Mar-02 DO
Aviation Fuel Testing Kit	42 ea	Competitive	NA	Mar-02 DO
Ground Fuel Test Kit	18 ea	Competitive	NA	Mar-02 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02 (Cont.)					
Fuel System Supply Point	33	ea	Competitive	NA	Mar-02 DO
Filter Separator, Liquid Fuel, 50 gpm	33	ea	Competitive	NA	Mar-02 DO
Filter Separator, Liquid Fuel, 350 gpm	288	ea	Competitive	NA	Mar-02 DO
Tank, Liquid Dispersing, 600 gal Trailer Mounted	343	ea	Competitive	NA	Mar-02 DO
Tank Pump Unit, Truck Mounted	6	ea	Competitive	NA	Mar-02 DO

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY03				
Petroleum Quality Analysis System	1 ea	Sole Source	NA	Mar-03 OPT

Product Manager Petroleum and Water Systems *(Cont.)*

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02 (Cont.)					
Fuel System Supply Point	33	ea	Competitive	NA	Mar-02 DO
Filter Separator, Liquid Fuel, 50 gpm	33	ea	Competitive	NA	Mar-02 DO
Filter Separator, Liquid Fuel, 350 gpm	288	ea	Competitive	NA	Mar-02 DO
Tank, Liquid Dispersing, 600 gal					
Trailer Mounted	343	ea	Competitive	NA	Mar-02 DO
Tank Pump Unit, Truck Mounted	6	ea	Competitive	NA	Mar-02 DO

Transportation Systems Management Office

ITEM DESCRIPTION			TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99					
Containerized Maintenance Facility	3	ea	Competitive	Oct-98	Mar-99
Containerized Maintenance Facility - Program and Technical Support	NA		Competitive	NA	Nov-98 TO
Rapidly Installed Breakwater - Program and Technical Support	NA		Competitive	NA	Nov-98 TO
Small Pusher Tug	1	ea	Competitive	NA	Mar-99 DO
Boat, Inflatable, 15 Person	59	ea	Competitive	NA	Feb-99 DO
Causeway Systems - Roll-on Roll-off Discharge Platform	3	ea	Competitive	Dec-98	Jun-99
89 foot Army Strategic Mobility Program Railway Flatcar	117	ea	Competitive	Dec 98	Mar-99
Marine Communications, Electronic, and Navigation - Upgrade 4 (Installation)	3	ea	Sole Source	NA	Feb-99 TO

Transportation Systems Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00				
Containerized Maintenance Facility				
- Program and Technical Support	NA	Competitive	NA	Nov-99 TO
Rapidly Installed Breakwater				
- Program and Technical Support	NA	Competitive	NA	Nov-99 TO
Boat, Inflatable, 15 Person	110 ea	Competitive	NA	Feb-00 DO
Causeway Systems - Roll-on Roll-off				
Discharge Platform	2 ea	Competitive	NA	Jan-00 DO
89 foot Army Strategic Mobility				
Program Railway Flatcar	46 ea	Competitive	NA	Feb-00 DO
Marine Communications, Electronic,				
and Navigation - Upgrade 4 (Kits)	45 ea	Competitive	NA	Feb-00 DO

Transportation Systems Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01				
Containerized Maintenance Facility				
- Program and Technical Support	NA ea	Competitive	NA	Nov-00 TO
Rapidly Installed Breakwater				
- Program and Technical Support	NA ea	Competitive	NA	Nov-00 TO
Boat, Inflatable, 15 Person	118 ea	Competitive	NA	Feb-01 DO
Boat, Inflatable, 7 Person	175 ea	Competitive		
Causeway Systems - Roll-on Roll-off				
Discharge Platform	1 ea	Competitive	NA	Jan-01 DO
89 foot Army Strategic Mobility				
Program Railway Flatcar	117 ea	Competitive	NA	Mar-01 DO
Marine Communications, Electronic,				
and Navigation - Upgrade 4 (Kits)	43 ea	Competitive	NA	Mar 01 DO

Transportation Systems Management Office *(Cont.)*

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02				
Containerized Maintenance Facility				
- Program and Technical Support	NA ea	Competitive	NA	Nov-01 TO
Rapidly Installed Breakwater				
- Program and Technical Support	NA ea	Competitive	NA	Nov-01 TO
Boat, Inflatable, 15 Person	118 ea	Competitive	NA	Jan-02 DO
Marine Communications, Electronic, and Navigation - Upgrade 4 (Kits)	42 ea	Competitive	NA	Mar 02 DO

PM TAWS POCs

- **PM TANK AUTOMOTIVE WEAPON SYSTEMS**
  PM: COL S. M. Cannon, (810) 574-5419
  email: cannons@cc.tacom.army.mil
- **TRANSPORTATION SYSTEMS MANAGEMENT OFFICE**
  Chief: Mr. James Folkl, (810) 574-8829
  email: folklj@cc.tacom.army.mil,
  Contracting Office: Mr. William Abramson
  email: abramsow@cc.tacom.army.mil
- **PM PETROLEUM AND WATER LOGISTICS**
  PM: LTC Genaro J. Dellarocco, (810) 574-4200
  email: dellarog@cc.tacom.army.mil
  Contracting Officer: Mr. Richard Sheill, (810) 574-7051
  email: sheillr@cc.tacom.army.mil

PM TAWS POCs *(Cont.)*

- **TRAILER MANAGEMENT OFFICE**
  Chief: Mr. G. B. Singh, (810) 574-5240
  email: singhg@cc.tacom.army.mil
  Contracting Officer: Mr. Richard Kulczycki, (810) 574-7048
  email: kulczycr@cc.tacom.army.mil

- **PM M113/M60**
  PM: LTC R. David Ogg, (810) 574-6709
  email: oggd@cc.tacom.army.mil
  Contracting Officer: Mr. Alan Maynard, (810) 574-7038
  email: maynarda@cc.tacom.army.mil

- **PM CE/MHE**
  PM: LTC Harry W. McClellan, Jr., (810) 574-6982
  email: mcclellh@cc.tacom.army.mil
  Contracting Officer: Mr. John Cash, (810) 574-8131
  email: cashj@cc.tacom.army.mil

PM TAWS POCs *(Cont.)*

- **COMBAT SUPPORT MANAGEMENT OFFICE**

Chief: Mr. Karl Brobeil, (810) 574-6635
email: brobeilk@cc.tacom.army.mil

M9 ACE Contracting Officer: Mr. Alan Maynard, (810) 574-7038
email: maynarda@cc.tacom.army.mil

Truck Contracting Officer:
Mr. Richard Kulczycki, (810) 574-7048
email: kulczycr@cc.tacom.army.mil

Summary

DSA Provides Oversight for Over 300 Very Diverse Systems

Major Shift in TACOM Operations to Incorporate Best Business Practices

Lengthy Support Horizon is a Reality for Most of our Systems

A Strong Government-Industry Team is Critical to our Success

Conclusion

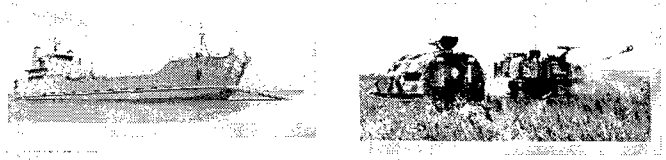
Many Great Business Opportunities Exists!

AAN Tenets Mandate Ultra-Reliable Systems

We are Entering the AAN Age With Legacy Systems that will Require Upgrading, Product Improvements and Life Extention Programs

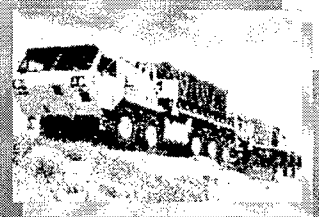
We can not Allow an AAN That is Supplied by Horses!

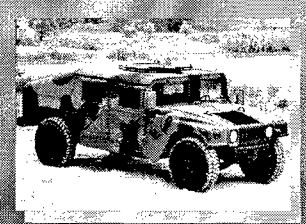
DSA TACOM
Acquisition Modernization Perspective

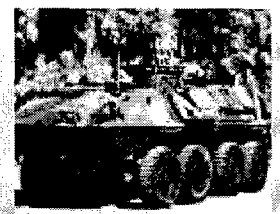




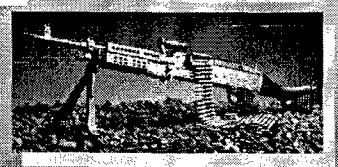












Mr. Mike Viggato
DSA TACOM

Tank-automotive & Armaments COMmand
Committed to Excellence

27 Oct 1998

TACOM

Mobility and Firepower
for America's Army

U. S. Army Tank Automotive Research, Development, and Engineering Center Perspective

Advanced Planning Briefing for Industry (APBI)
26-28 October 1998

Mr. Jerry L. Chapin
Director, TARDEC

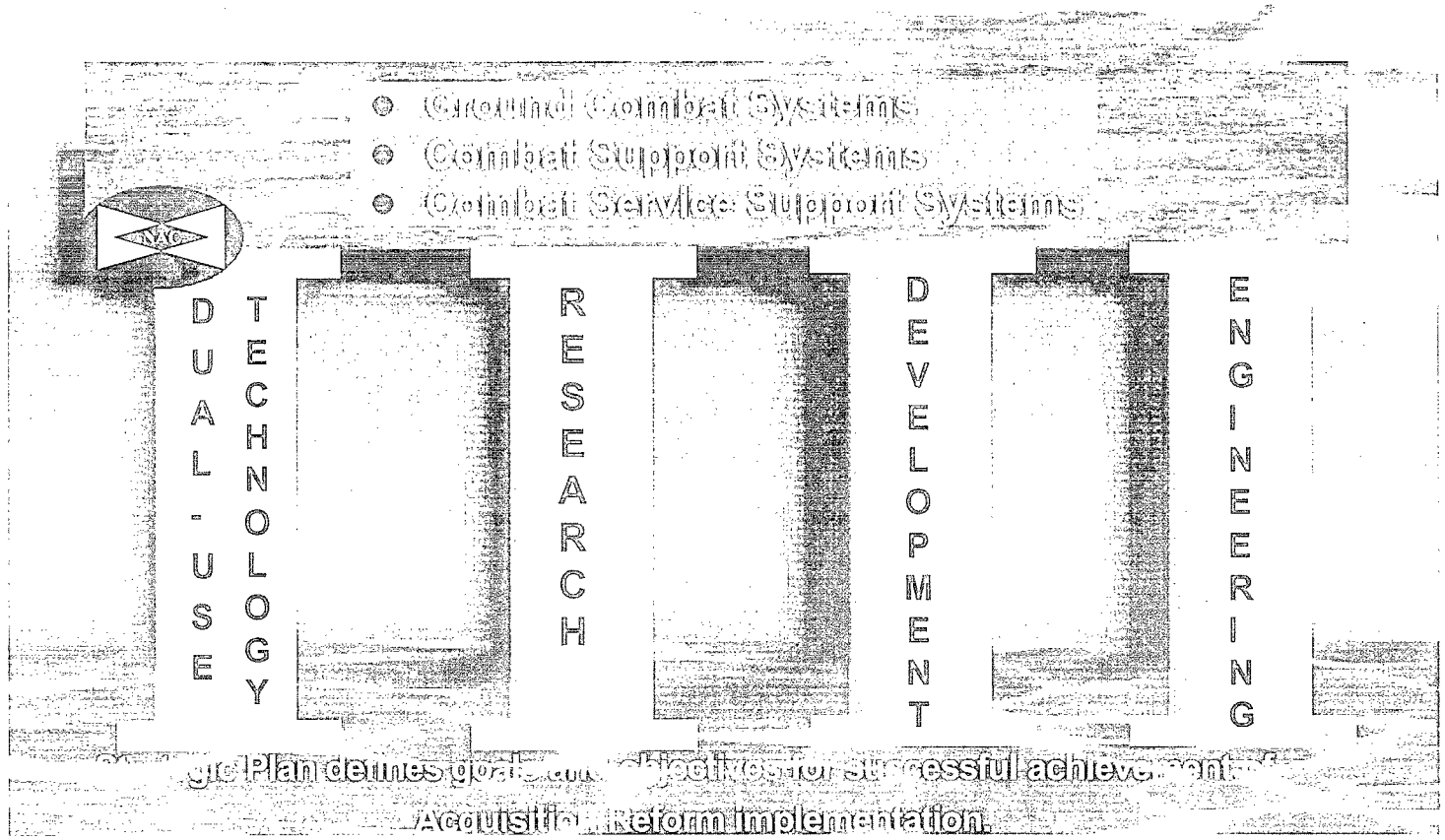
Outline

- TARDEC's Vision
- Mission
  - Strategic Location
  - Technology/Systems Integration
- Organization
  - Research Business Group
  - Development Business Group
  - Engineering Business Group
  - Virtual Prototyping Business Group
  - National Automotive Center
  - Systems and Technology Integration Business Group
- TARDEC Direct Funding Contract Profile

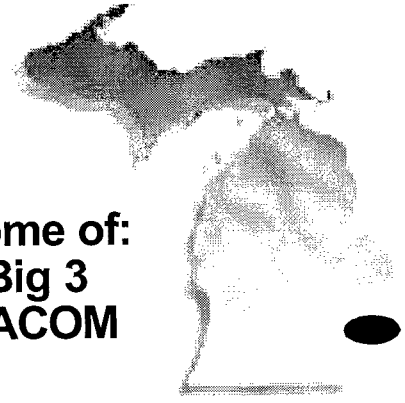
TARDEC's Vision



TARDEC's Mission

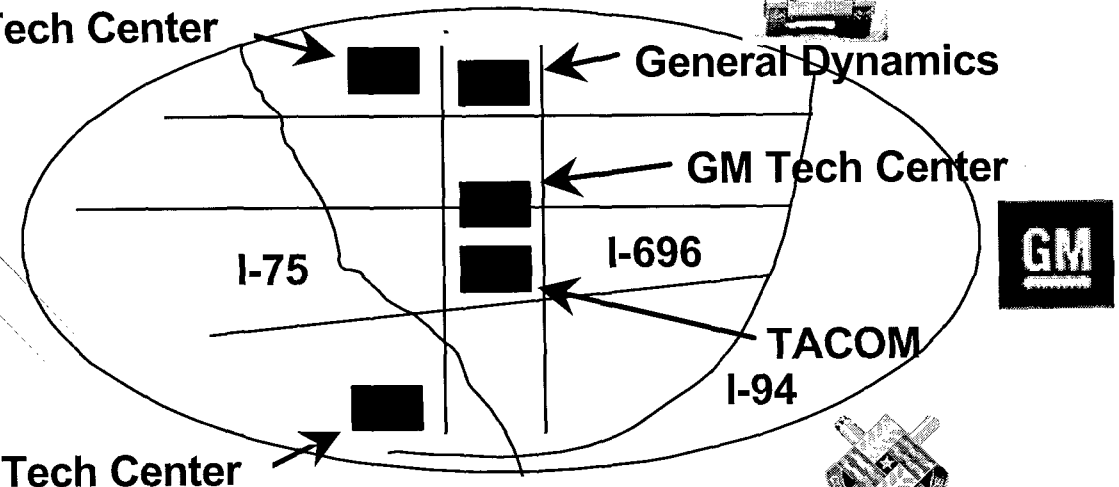


Automotive Capitol of the World



Home of:
Big 3
TACOM

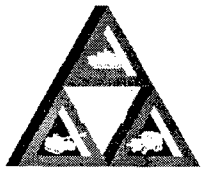
2,443,000 Automotive Employees



The Tank-automotive and Armaments Command and its Tank Automotive Research, Development & Engineering Center

- Nation's 4th largest automotive product developer
- 1 million+ vehicle fleet
- 8,300+ personnel
- World-class technology (i.e., Propulsion, Survivability)
- State-of-the-art resources and facilities (i.e., High Performance Computing, CAVE Automatic Virtual Environment, Visual Perception Lab)

TACOM Technology/System Integration



Research

- TARDEC
- ARDEC
- ARL/ARO
- CERDEC
- MRDEC
- AVRDEC
- Com'l Sys Integrators
- Com'l Sub Sys Dev
- Non-Mil Industry
- Academia
- Foreign

Technology Development

Ground Systems
Armaments
Munitions
Relevant Tech-nology

Development

- Adv Concepts
- System Rqmt Development
- Modeling & Simulation
- Virtual Prototype
- ATDs
- Strategic Technology Planning
- Current Sys Tech Infusion
- Fast Track

Adv Tech Demo/Prog Def

Program Definition
System Upgrade

Program Mgt

- TACOM DSA
- PEO GCSS
- TACOM Integ System Spt
- DLA

- Adv Dev
- EMD
- Production
- PA&T
- Fielding
- Field Spt
- Tech Data
- O&S Cost Reduction
- Value Engr

Engineering

Performing

Affordable

Supportable

Deployable

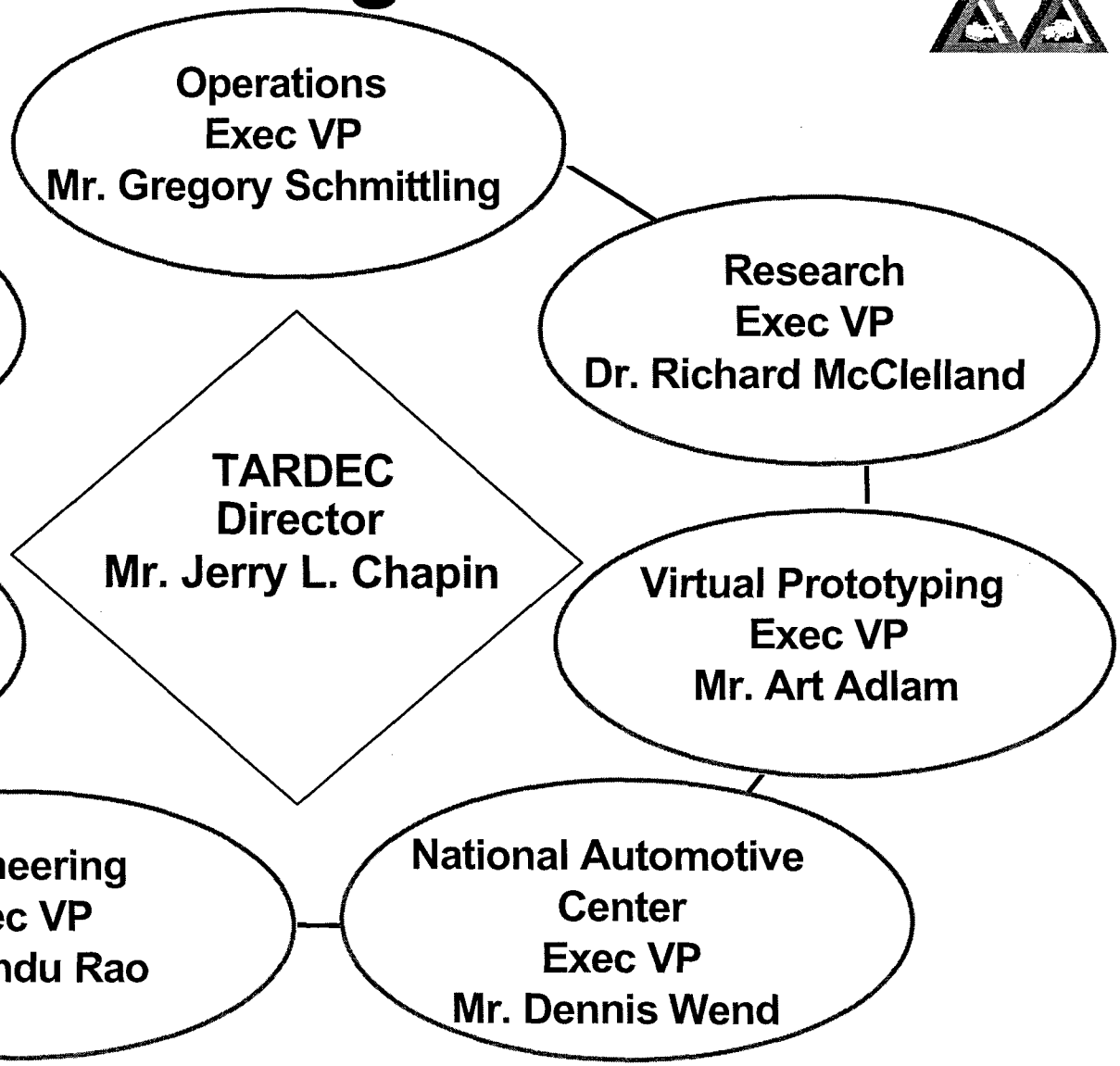
Survivable

Ground Systems

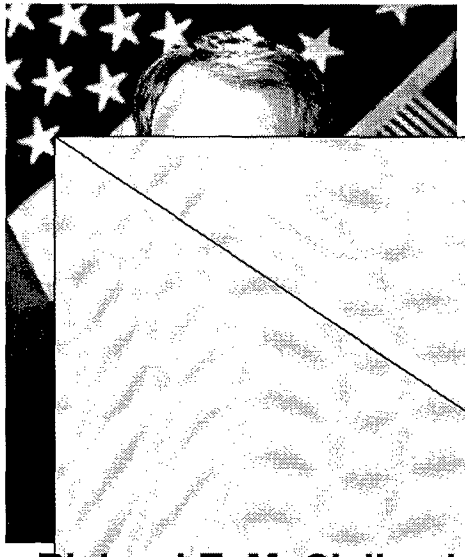
Armaments

Munitions

TARDEC's Organization



Research Business Group



Dr. Richard E. McClelland

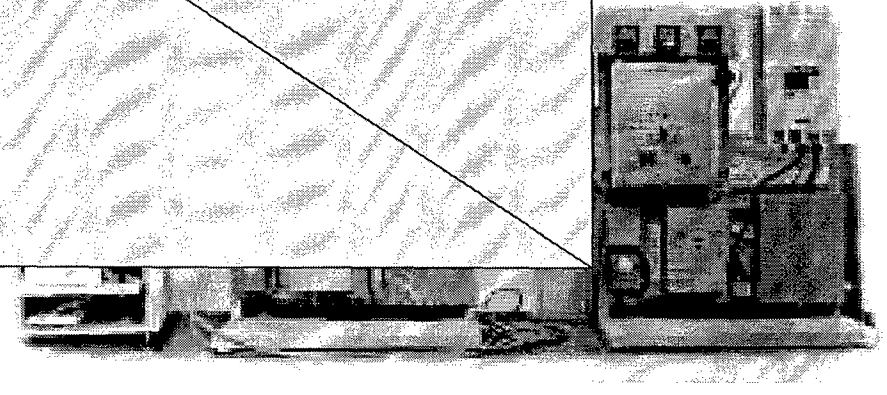
What We Need from Industry

tput diesel

tures

Co

- **Advanced vehicle electronics and software**
- **Driver automation and robotics**
- **Advanced mobility system**
- **Integrated survivability**



Family of Engines

- Current light/medium (M113, M109, Bradley, MLRS & FOVs) combat fleet will be re-powered
- TACOM proposes a family of engines
- Partnership proposed with a major engine company as part of commercial engine family development
- Latest technology at a reduced cost
- Requirements contract > 5 years

Small Engine

- Up to 100 HP
-
- Kerosene and diesel burning
-
- Potential application to vehicle APU, unmanned aerial vehicles, motorcycles, chainsaws, snowmobiles
-
- Procurement cost < $40/HP
-

Electromechanical Suspension

- Objectives:
  - **Demonstrate increased vehicle speed by 100%**
  - **Provide stabilized platform for accuracy during firing**
  - **Provide variable height suspension**
- Payback:
  - **Superior mobility/ride comfort**
  - **Improved firing accuracy**
  - **Removal of hydraulics**
  - **Improved integration with electric vehicles**
- Areas of Cooperation:
  - **Test results**
  - **Control schemes**
  - **Actuator technology**

Lightweight Materials

- Metal alloys, non-metallic materials, and composites with:
-
  - **Superior strength and ballistic performance compared to current alternatives (e.g., 5083 aluminum)**
  - **Structural capability**
  - **High potential for commercial applications**

Development Business Group



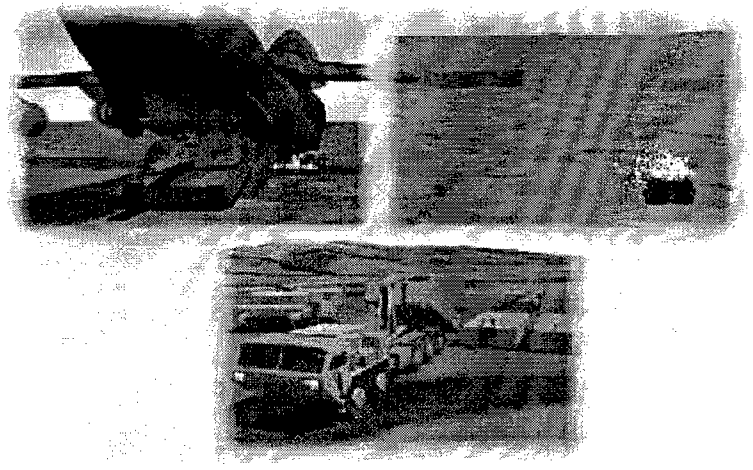
Mr. Walter Wynbelt

What We Need from Industry

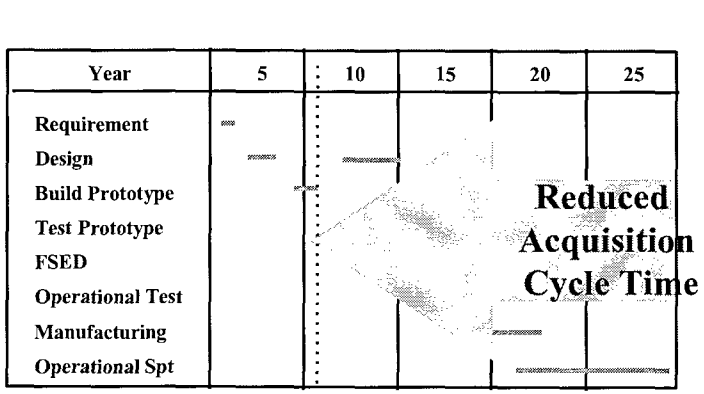
- Manufacturing technology
- Vehicle system analysis
- Simulation methodology
- Long life Petroleum, Oils and Lubricants (POL) products

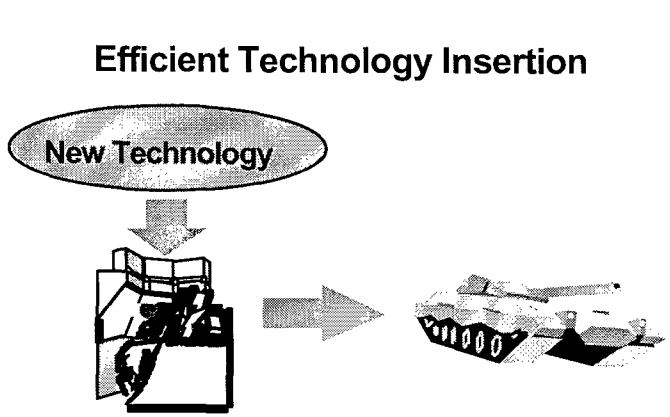
Core Activities

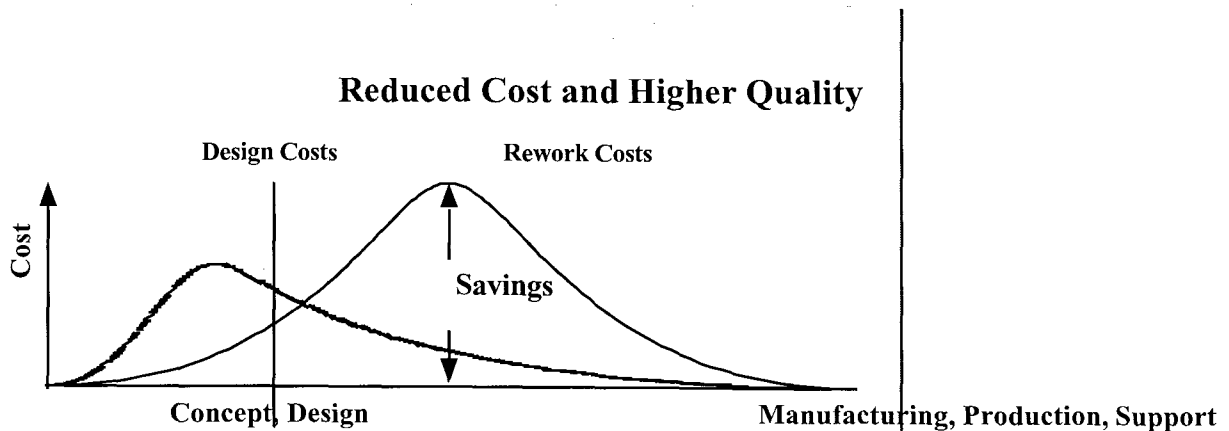
- Combat and tactical vehicle system development
- Chartered science and technology managers
- Water purification, quality and handling sys
- Fuel and lubrication quality, handling and distribution system
- Funded service products



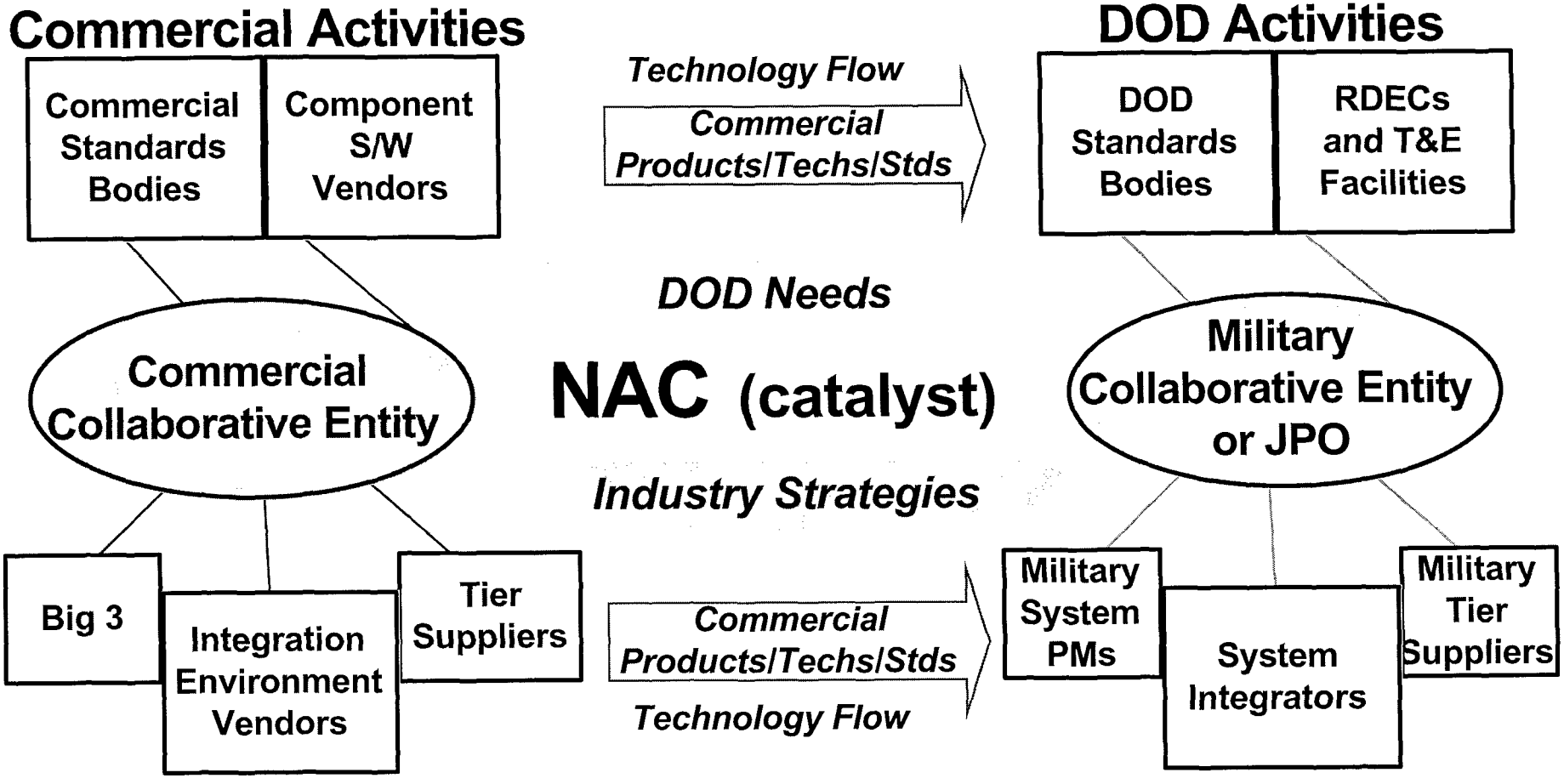
"Faster, Better, Cheaper"







Automotive Product Development Framework (APDF) Strategy
A Partnership with Industry



Goal: Minimize legacy and use of DOD-specific standards

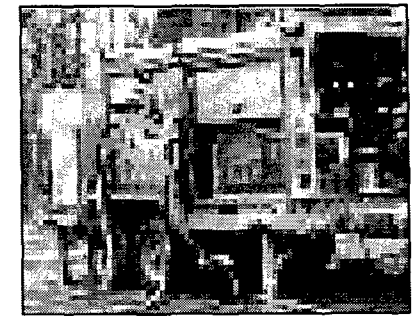
Fuels and Lubricants Focus

- Reduce environmental impact of all POL products
- Increase fuel efficiency through improved engine and gear lubricants
- Antifreeze for life
- Solid film lubricants without lead (toxic) and antimony (carcinogen); reduced levels of Volatile Organic Hydrocarbons (VOCs)

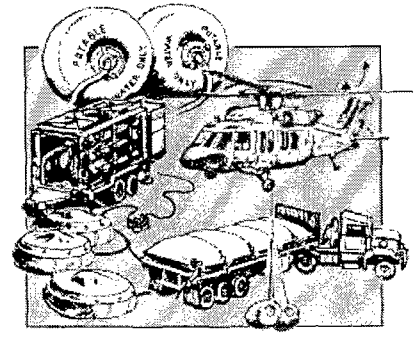


Water Supply Research

- Water recovery
  - **Reduces resupply requirements**
- Post-treatment for wastewater producers
  - **Minimizes environmental impact and reduces requirements for water supply**
- Individual water purification systems
  - **Reduces soldier load, enhances independent operation**
- Water distribution/wastewater systems
  - **Provides continuous on-demand potable water supply**



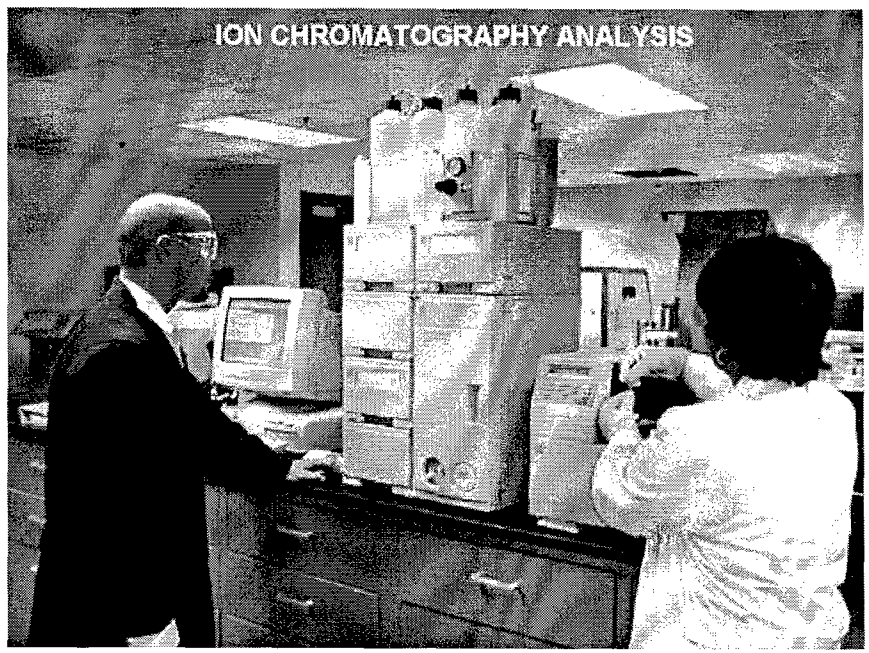
1500 TACTICAL WATER PURIFICATION SYSTEM (TWPS)



ON-BOARD WATER RECOVERY UNIT

Water, Fuels and Lubricants Go/No-Go Field Tests

- Go/No-Go Soldier-Usable Field Tests that:
  - **Detect and measure water in POL**
  - **Detect presence of common contaminants other than water in POL**
  - **Determine remaining useful shelf life of POL**



Engineering Business Group



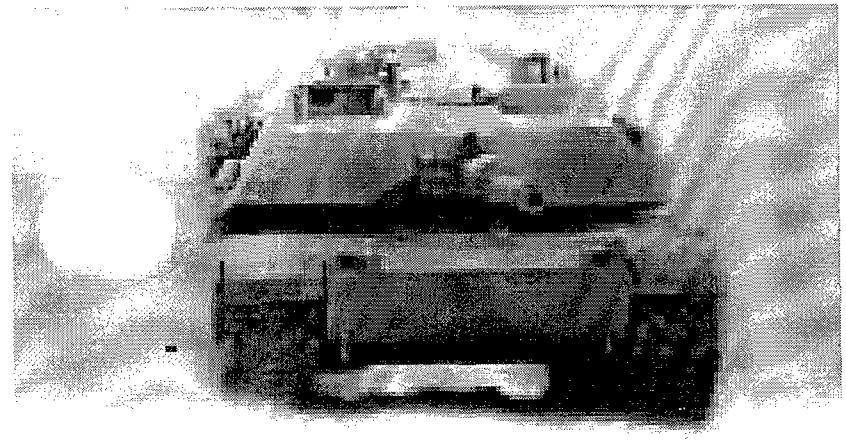
Mr. Pandu Rao

What We Need from Industry

- Value Engineering (VE)
- Operating and Support Cost Reduction (OSCR)
- Support to acquisition reform

Core Activities

- Systems in production/deployment
- Systems in sustainment
- Systems in development
- Vehicle and component acquisition support
- Operating and Support Cost Reduction (OSCR)



Value Engineering (VE)

How Industry Can Increase Profit Margin!

- Submit Value Engineering Change Proposals (VECPs)
  - **Instant contract savings**
  - **Concurrent contract savings**
  - **Future contract savings**
  - **Collateral savings**
  - **Contracting mission easier due to relaxed FAR**
- Federal Acquisition Regulation (FAR) now more relaxed
  - **Greater share ratio for contractors...75% vs. 50%**
  - **Longer share period ...extended from 3 years to 5**
  - **Collateral savings increased ...from 20% of "representative" year of savings up to 100%**

Operating and Support Cost Reduction (OSCR)

How Industry Can Participate!

- Submit concept parts for evaluation as:
  - **Secondary items against buys**
  - **Commercial technology transfer**
  - **New developments**
  - **Small Business Innovation Research (SBIR)**
  - **Unsolicited proposals**
- Use best approach through OEM or Program Manager
- Contact the TACOM OSCR Office
  -

DOD Acquisition Reform

- Reforms initiated between 1994 and 1996:
  - **Ease procedures for buying commercial services and products**
  - **Require better planning for information technology purchases**
  - **Require agencies to develop strategic plans and tie contracts and budgets to stated goals**
- Laws are creating a whole new system of doing business for both Army agencies and industry
- New contracting vehicles are aimed at facilitating the acquisition process to reduce procurement time and cost

Virtual Prototyping Business Group



Mr. Art Adlam

Core Activities

- Analytical and physical simulation of vehicle performance
- DOD High Performance Computing Distributed Center
- Real time man/hardware-in-the-loop simulation
- Immersive graphics

What We Need from Industry

- Component and system failure prediction methods
- Liquid sloshing simulation/design methodologies
- Translation software for computer aided design



Prognostics and Predictive Technologies

- Purpose: Detect impending failures allowing corrective action prior to catastrophic system or subsystem failure
- Shift from mission critical maintenance to unscheduled maintenance
- Requirement:
  - **All Army Program/Project Managers will assure that embedded diagnostics are included on all new and retrofit equipment…**
    - ***GEN William Crouch, VCSA***
  - **Enhance battlefield logistics**
  - **Increase operational readiness**

National Automotive Center



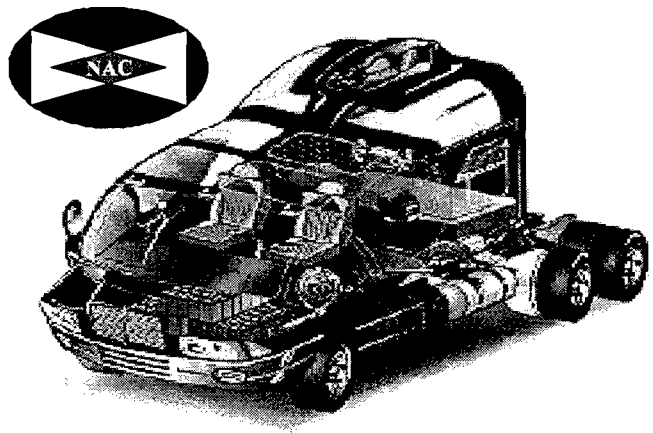
Mr. Dennis Wend

What We Need from Industry

- Dual Use Science and Technology Program (DUS&T)
-
- Small Business Innovation Research (SBIR)
- Cooperative Research and Development Agreement (CRADAs)

Core Activities

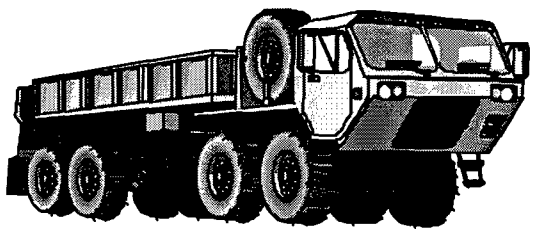
- Commercial technology applications
- Dual-needs development
- Collaborative research and development
- Small Business Innovation Research (SBIR)
- Cooperative Research and Development Agreements (CRADAs)



21st Century Truck

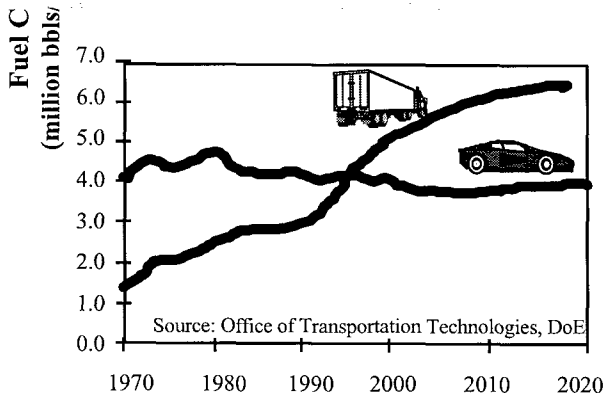
Trucks are Vital to the Army and to the Country

Trucks Provide the Logistical Backbone to the Army



Fuel constitutes 70% of bulk tonnage needed to sustain a military force on the battlefield. This equates to about 600,000 gallons per day. -Fuel Efficient AAN Task Force

Trucks Account for Over 75% of the Nation's Freight Business



Light, medium, and heavy trucks burn more fuel than cars

Army After Next Goal:

"...75% reduction in fuel requirements for a deployed force..."

21st Century Truck Initiative



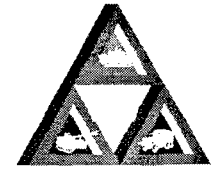
Primary Mission

- To significantly increase the fuel economy of light, medium, and heavy trucks
- Improve vehicle performance and reduce emissions
- Improvements will be achieved while maintaining current levels of cost and safety

Goals

- Economic "leap ahead" vehicle
  - Increase fuel efficiency
  - Reduce cost of operation
  - Increase power generation performance
- Environmentally friendly vehicle
  - Reduce emissions
  - Reduce damage to infrastructure
  - Reduce vehicle gross weight
  - Reduce trailer footprint pressure
- "Smart" truck for safety and security
  - Integrate new vetronics and data bus technology
  - Develop user- friendly information and navigation to increase driver awareness/ alertness

ARDEC Partnerships

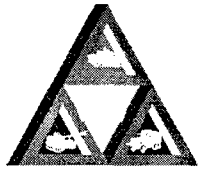


- Cooperative research and development agreements provide industry access to government labs and information
  - **Industry information protected**

- Small Business Innovation Research (SBIR) program
  - **Promotes pre-prototype R&D in small technology companies**
  - **Funds R&D in three phases: feasibility, prototype, and production**



Continued



- Army Dual Use Science & Technology (DUS&T) program proposals now electronically accepted:
  - **Vehicle/occupant safety**
  - **Information technologies for simulation-based acquisition**
  - **High performance/low emissions, lower fuel consumption, and improved maintenance light/medium test bed**
  - **Networked vehicle intranet demonstration system**
  - **Environmentally safe corrosion prevention and control**

Systems and Technology Integration Business Group



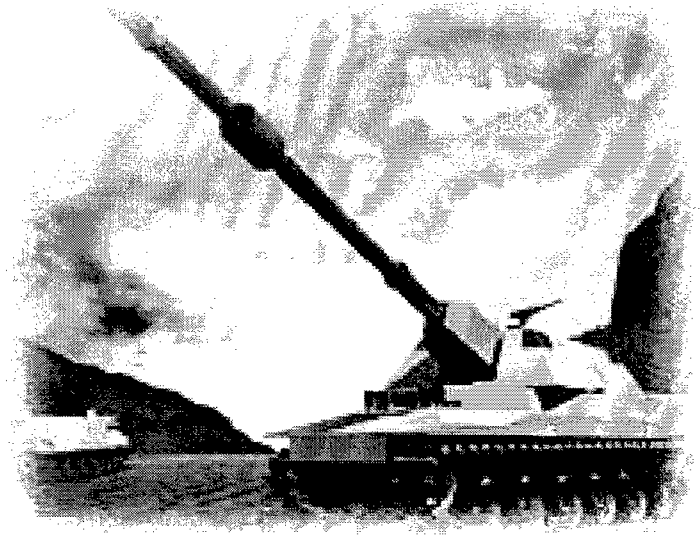
LTC(P) Michael Asada

What We Need from Industry

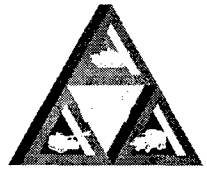
- Technical support for Army requirements
- Technical support for market surveys

Core Activities

- Future system concept development
- Fleet planning
- Integrated concept teams



System and Technology Integration



- Define needs and requirements
  - **Plan acquisition and management strategies to conduct systems requirement analysis**
    - **Conduct mission area assessments**
    - **Determine need, capability, or opportunity**

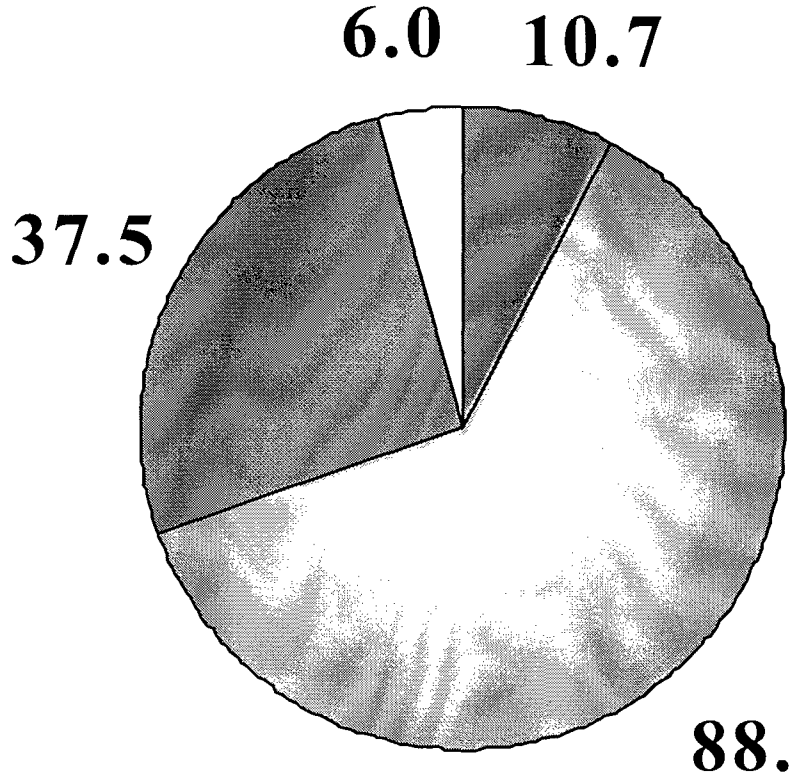
System and Technology Integration
Continued

- Identify materiel alternatives by:
  - **Conducting market research for potential sources**
    - NDI system safety market survey questions
    - Identify commercial items
    - Identify Nondevelopment Items (NDI)
  - **Developing NDI system safety market survey questions**
  - **Examining unique environmental and disposal rqmts**
  - **Considering Science & Technology (S&T)**
  - **Partnering with industry is the next step**
- Do not limit early industry involvement to draft RFP

TARDEC Contract Activity

Fiscal Year 1998

(Millions)



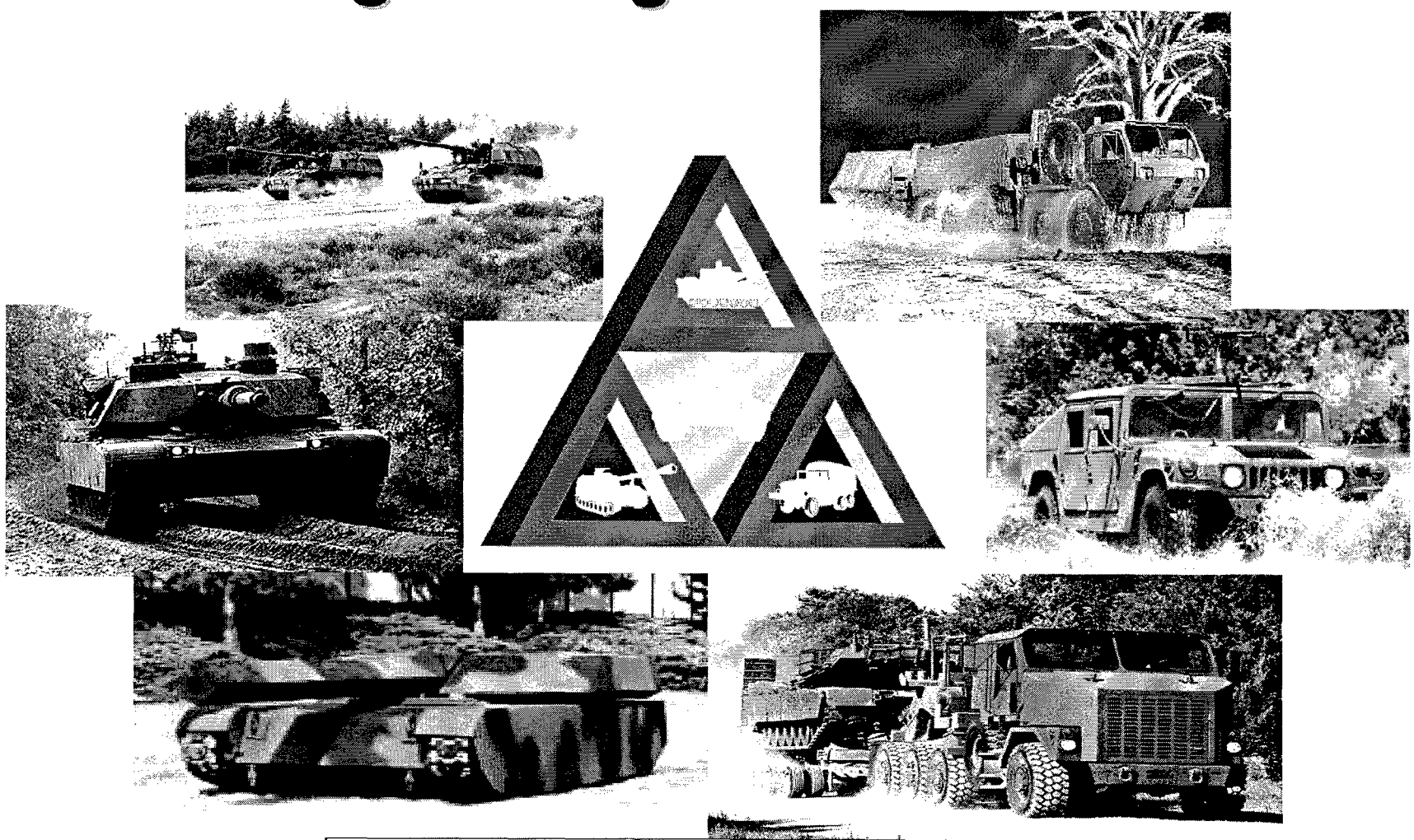
- OMA
- RDT&E
- Direct Cite
- Army Working Capital Fund

Total Contracts $143.1M

As of: 26 Oct 98

Committed to Excellence

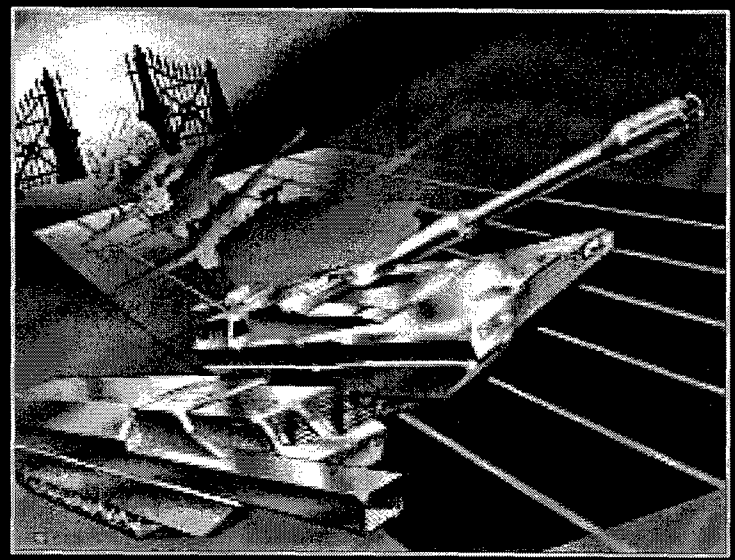
U.S. Army Tank Automotive Research, Development, and Engineering Center



Committed to Excellence

As of: 26 Oct 98

US ARMY
TANK-AUTOMOTIVE AND ARMAMENTS COMMAND
ARMAMENT RESEARCH, DEVELOPMENT AND
ENGINEERING CENTER
(TACOM-ARDEC)



PRESIDENTIAL RECOGNITION FOR QUALITY
RECIPIENT OF THE QUALITY TRIPLE CROWN

Advanced Planning Briefing for Industry

Presented by
Mr. Michael Fisette
Technical Director

28 October 1998

Tank-automotive & Armaments COMmand

TACOM-ARDEC's VISION

Provide Overwhelming Firepower for Decisive Victory.

GUNS - AMMUNITION - FIRE CONTROL

Committed to Excellence

Outline

- Mission
- Technical Programs
- Sub Contractor Opportunities
- Facilities
- TIME
- Business with ARDEC
- CRADA's
- A76 Study
- Task Force Alpha (Public/Private Partnership)
- Summary

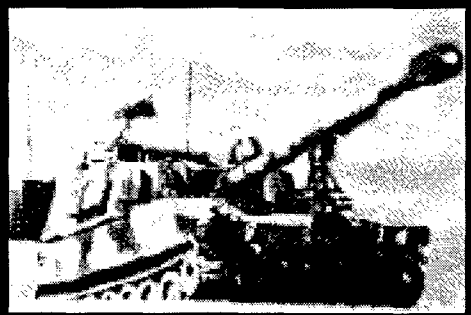
Committed to Excellence

Mission

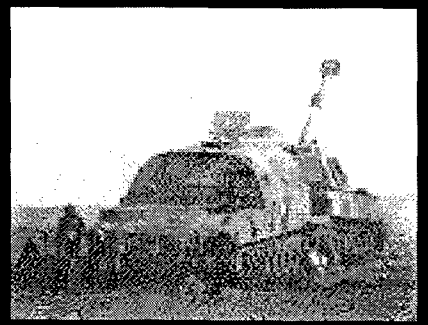
Mounted Operations



Fire Support



Combat Service Support



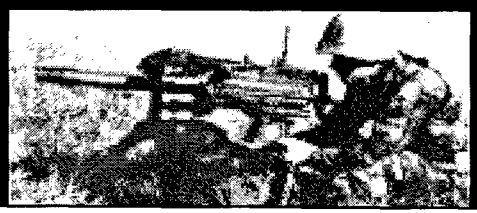


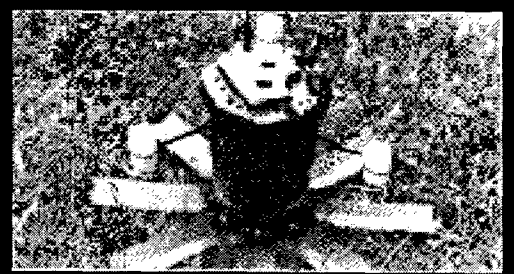
Special Operations



Aviation Armament

Dismounted Operations

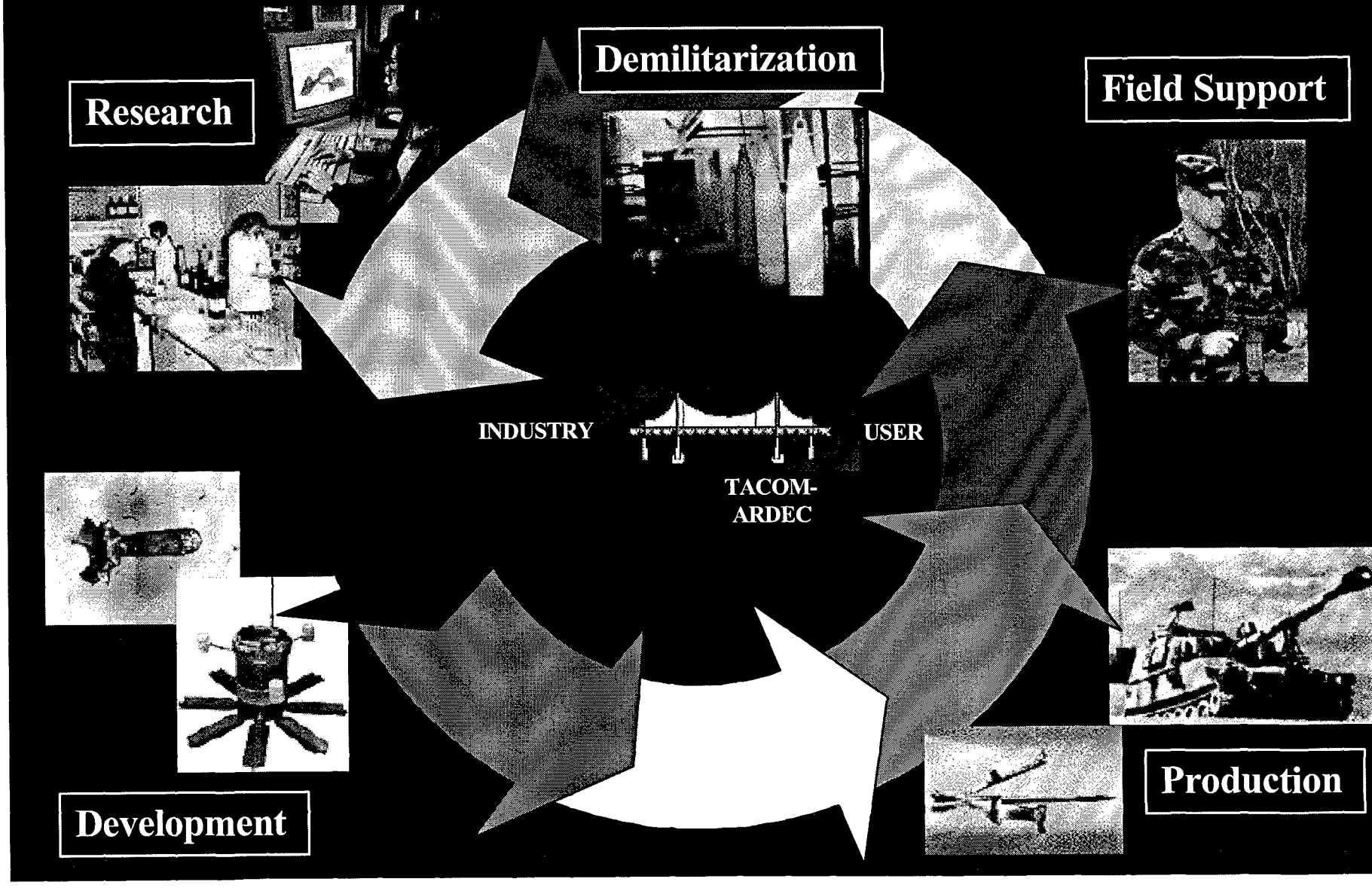




Counter - Mobility

Committed to Excellence

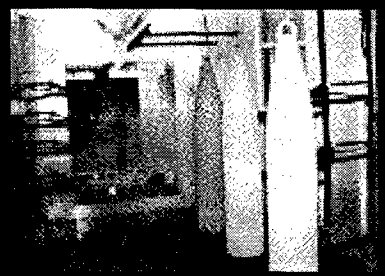
Total Life Cycle



Direct Fire Lethality



Environmental Technologies



Sustainment & Survivability



Indirect Fire Lethality



TACOM-ARDEC's Technology Thrust Areas

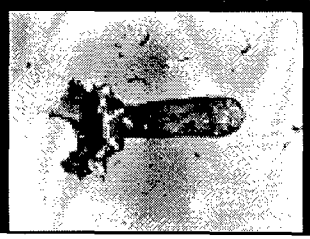
Rapid Force Projection Initiative





Innovative Weapon Concepts

Enabling Technologies





Rapid Digitized Fire Mission

Committed to Excellence

List of TACOM-ARDEC Technology Thrusts and Thrust Leaders

• Direct Fire	Carl Beaulieu x3739
• Indirect Fire	Al Warnasch x6198
• Rapid Force Projection Initiative	Jeff Dyer x4707
• Rapid/Digitized Fire Mission	Walt Ryba x7959
• Sustainment and Survivability	Gary Kent x2170
• Innovative Weapon Concepts	Robert Schlenner x6236
• Enabling Technologies	Harold Schliesske x4656
• Environmental	Robert Scola x2044

DSN: 880-xxxx COMM: 973-724-xxxx

Committed to Excellence

Maintain World Class Industrial Base for Equipping FORCE XXI

- **TACOM-ARDEC Facilities Available for Industry Use**
- **Science and Technology Dollars for Armaments**
- **Experimentation/Laboratories/Instrumentation/Distributed Interactive Simulation (DIS)**

TRADOC Battlefield Operating System	POM ($M) FY(99 - 03)
Aviation	6.8
Fire Support	108.1
Maneuver (Mounted)	249.6
Maneuver (Dismounted)	78.8
(Counter) Mobility	25.8
Combat Service Support	5.0
S&T Base	38.8

70% Available for Contracts



Committed to Excellence

ARDEC - Value Added
Integration of Complex Weapons Systems

What

Life Cycle Trade-Offs

Tech Solutions to Desired Capabilities

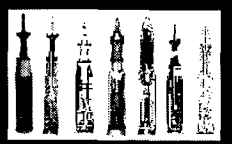
- ⇧ Speed
- ⇧ Range
- ⇧ Accuracy
- ⇧ Lethality
- ⇧ Environment
- ⇩ Cost
- ⇩ Weight
- ⇩ Logistics

Guns



- Smart Materials
- Sensors
- Heat Transfer
- Erosion
- Wear
- Metallurgy

Ammo

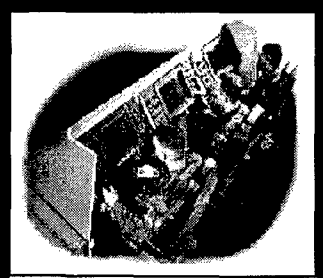




- Chemistry - Propellants & Explosives
- Guidance & Control
- Aerodynamics - Drag Reduction
- Electronics -Sensors, "Smarts"
- Micro/Miniaturization - Fuzes, GPS, Sensors
- Modeling & Simulation

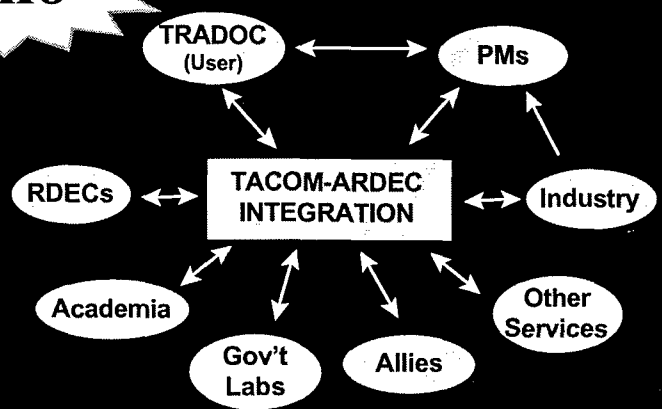
Fire Control

- Digital Nerve Center
- Speed/Accuracy
- Location
- IFF & Allocation



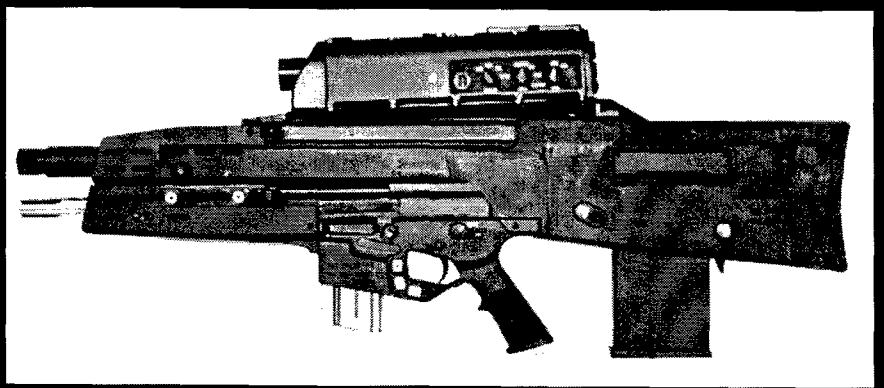


Who



Objective Individual Combat Weapon Enhancements

- **Dual Munition System:** 20mm Air Bursting Munition & 5.56mm Cartridge
- Replaces M16 Rifle Family
- Increases Range to 1000 Meters
- Increased Lethality
- Separable Sub-Systems
- Defeats Non-Line-of-Sight Targets



Status: Tech Base

Planned Actions: OICW ATD FY99 & EMD FY00

Funding: $48M (ATD); $127M (EMD)

Opportunities for Industry:

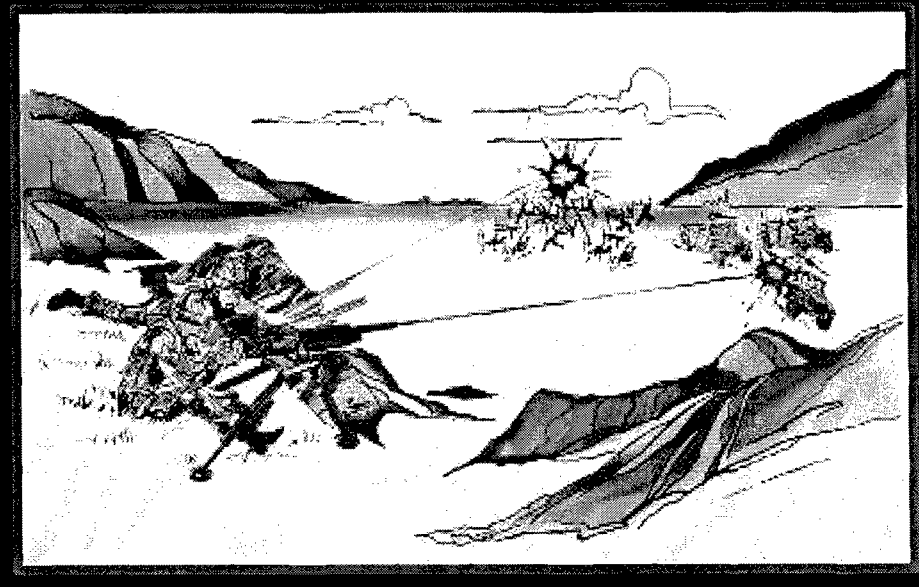
* Design/Demo Expanded Ammunition Family
* Improve/Enhance Initial Ammunition
* Explore Innovative System/Sub System Wt. Reduction Concepts
* Demonstrate Component/System Producibility Enhancements

POC: S. Mango *(973-724-7944)*

Committed to Excellence

Objective Crew Served Weapon

- 2-Man-portable, High Explosive, 25mm Air-Bursting Munition Sys.
- Enhances Sys. Versatility, Maneuverability And Lethality
- Affects Decisively Violent & Suppressive Target Effects
- Replaces M2 Selected Machine Gun & MK19 Grenade Machine Gun



Status: Tech Base

Planned Actions: ATD FY02 & EMD FY03

Funding: $42M (ATD); $91M (EMD)

Opportunities for Industry:

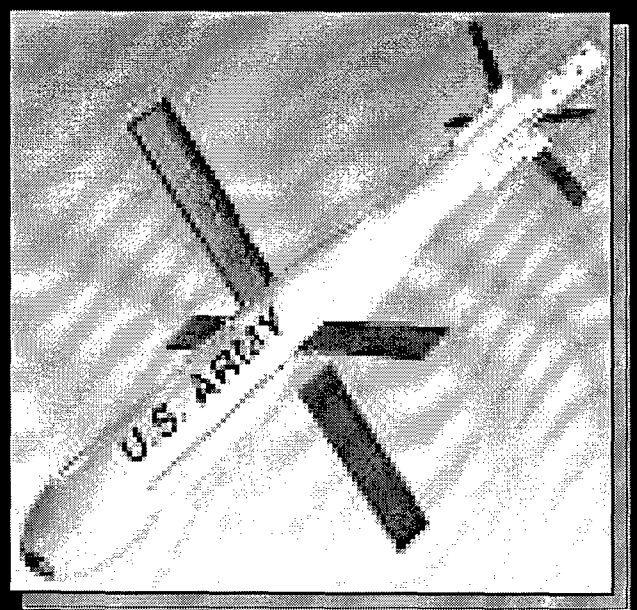
* Design/Demo Expanded Ammunition Family
* Improve/Enhance Initial Ammunition
* Explore Innovative System/Sub System Wt. Reduction Concepts
* Demonstrate Component/System Producibility Enhancements
* Develop Vehicle Mounted Variant

POC: J. Cline *(973-724-6906)*

Committed to Excellence

Precision Guided Mortar Munition (PGMM)

- Fired From M120/M121 (120mm Mortar)
- Lethal Against Threats Behind Protective Cover, (Crew Served Weapons, Command Posts, Observers Within Bunkers or Buildings)
- Designate Target for Surgical Kill
- Improved Survivability, Reduced Collateral Damage
- Optimize Fire in Restrictive Terrains, Urban Warfare & Low Intensity Conflicts



Responsive, standoff, precision defeat of bunkers & MOUT targets

Status: Tech Base (ATD)

Planned Action: MS I/II FY01

Funding: ~$100M *(5 years EMD anticipated)*

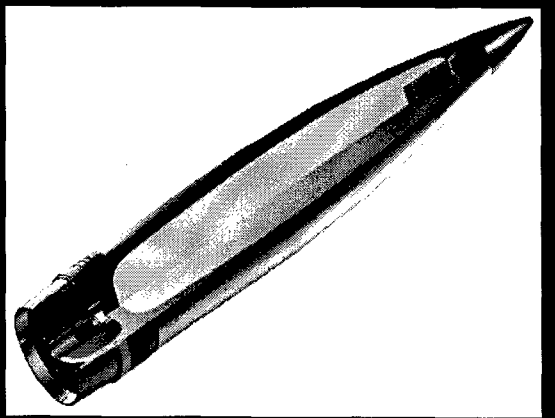
Opportunities for Industry: Development/LRIP contract award early FY02

POC: M. Cilli *(973-724-6655)*, R. Clark *(973-724-2850)*

Committed to Excellence

M795E1 Extended Range

- Compatible with the M203A1 & MACS 6 Charges
- 39 Cal Gun Tube Expected Range (28.5km)
- Crusader Gun Tube Expected Range (36km)



- Rotating Band/Obturator Compatible with Crusader

Status: EMD **Planned Actions:** TC 4QFY00, MR 4QFY01

Funding: ~$7M *(2 years anticipated)*

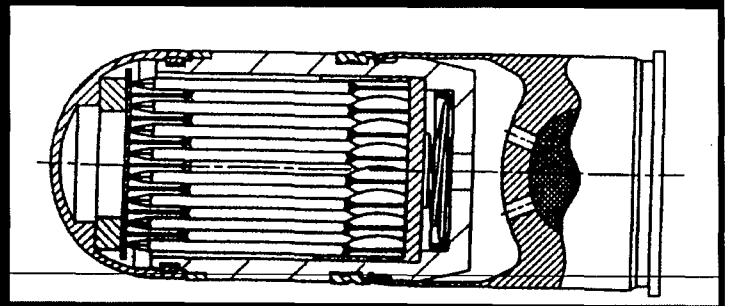
Opportunities for Industry: Parts for Production -

* Projectile Metal Parts
* Load/Assemble/Pack
* Base Burner

POC: R. Kased *(973-724-4519)*

Committed to Excellence

40 mm XM1001 Canister Cartridge



- P3I-GROUPII of ROC for 40mm MK19 Grenade Machine Gun

- High Velocity Canister Cartridge Provides AP Capability from Weapon Muzzle to 100m

Status: Development

Planned Actions: TC 2QFY00, MR 3QFY01, FUE 4QFY01

Funding: Anticipated $6M for Future Production

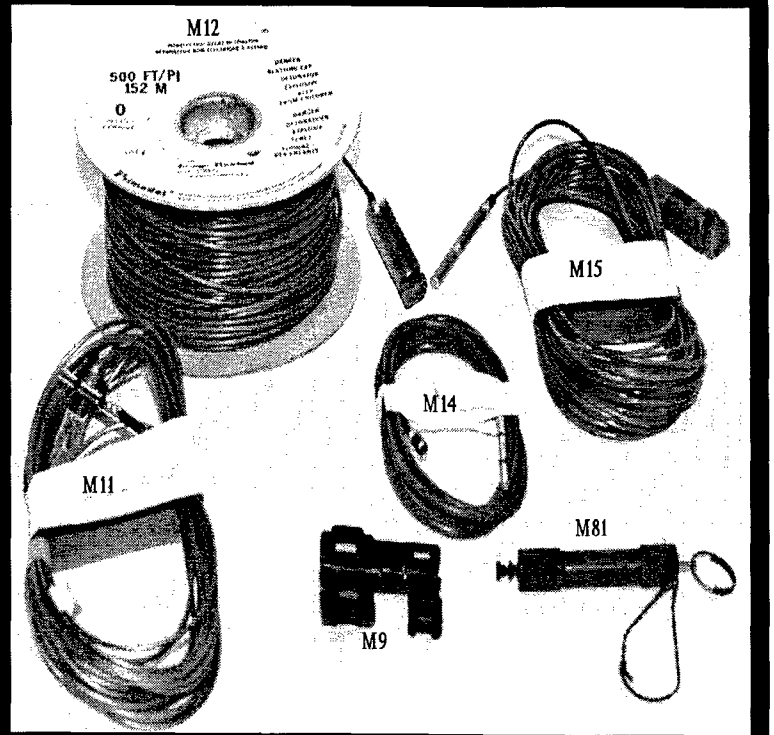
Opportunities for Industry: Anticipated Full Rate Production

POC: P. Tang *(973-724-7924)*

Committed to Excellence

Modernize Demolition Initiators

M9, M11, M12, M13, M14, M15, & M81



- Non-Electrical Demolition Initiation
- Improve Emplacement & Execution of Demolition Mission

Status/Planned Action: Production

Funding: $24M *(5 years anticipated)*

Opportunities for Industry:

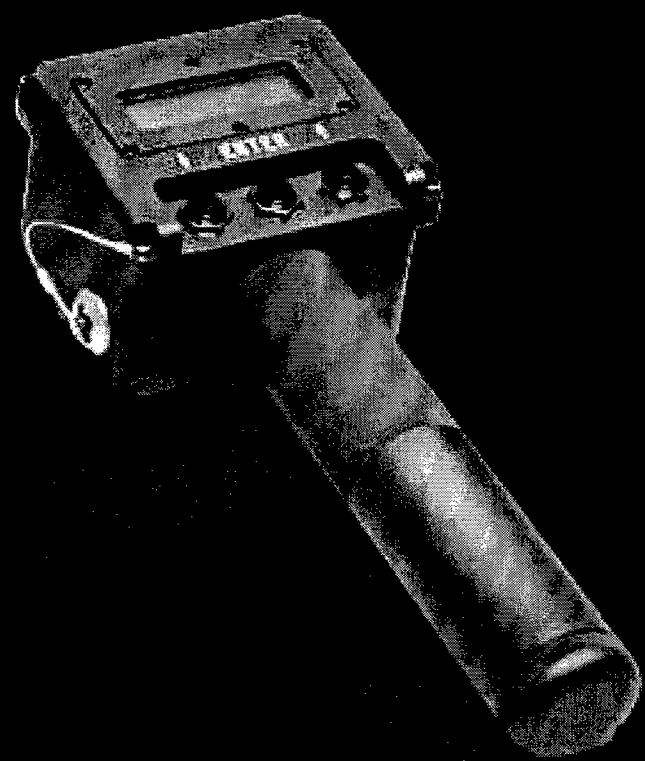
* FFP Competitively Awarded Contract FY99 - options for FY00-03
* M81 Awarded Contract FY99 - options for FY00
* M14 Award Contract FY00 - options for FY01-03

POC: J. Schneider *(973-724-2353)*

Committed to Excellence

XM 1155 Portable Inductive Artillery Fuze Setter

- **Allow Current 105MM & 155MM Sys. to Utilize Next Generation Inductively Settable Fuzes**
- **Support of XM782 Multi-Option Artillery Fuze**



Status: **Tech Base**

Planned Action: **TC 3QFY00**

Funding: **$4.6M** *(2 years anticipated)*

Opportunities for Industry:

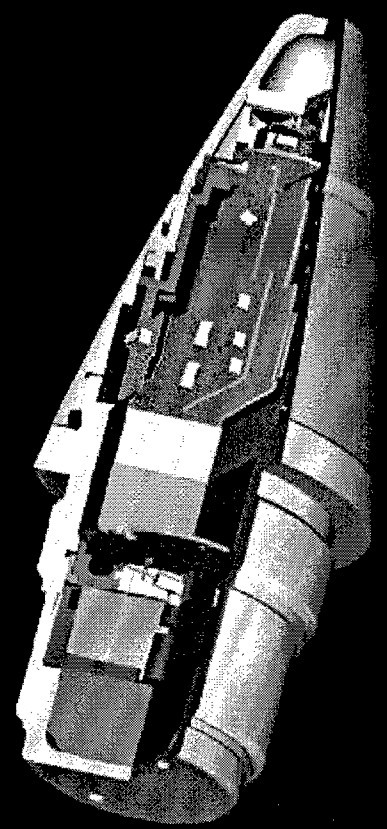
* **Competitive FY99 Program to Design & Build TC Hardware**
* **Production for 3500 Units to Start in FY00**

POC: **G. Eckstein** *(973-724-4216)*

Committed to Excellence

XM782 Multi-Option Fuze for Artillery

- Performing Time, Proximity & Point Detonating Functions for all 105mm & 155mm Bursting Projectiles
- Supporting Crusader High Rate-of-Fire Timeline & Automated Ammo Handling
- Simplifies Logistics of Artillery Ammo Mix



Status: Pre Production Qualification Testing

Planned Actions: TC 4QFY99,
Initial Production FY00

Funding: $170M *(5+ years anticipated)*

Opportunities for Industry: Competitive Production to Start FY01

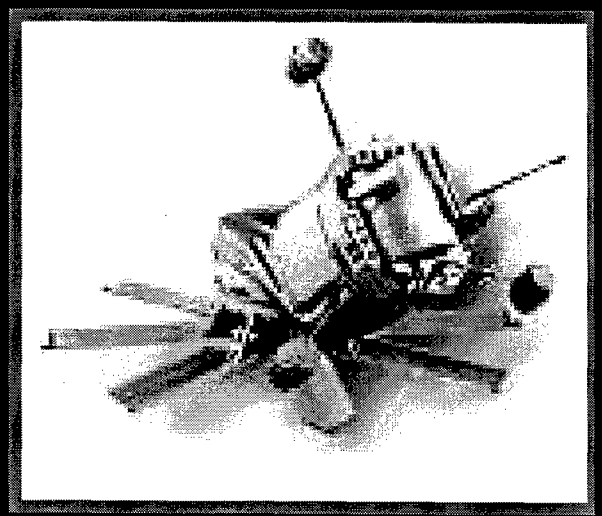
POC: G. Eckstein *(973-724-4216)*

Committed to Excellence

Wide Area Munition (WAM)

Product Improvement Program (PIP)

- Builds Upon Basic WAM Technology
- Two-Way Command and Control Via SINCGARS
- On/Off/On and Redeployability



Status: EMD Contract

Planned Actions: TC-LRP 4QFY00, TC-STD 2QFY02

Funding: $26.3M *(2 years anticipated)*

Opportunities for Industry: SINCGARS compatible Munition Transmitter-Receiver, Hand-Held Terminal Unit, Embedded GPS Card.

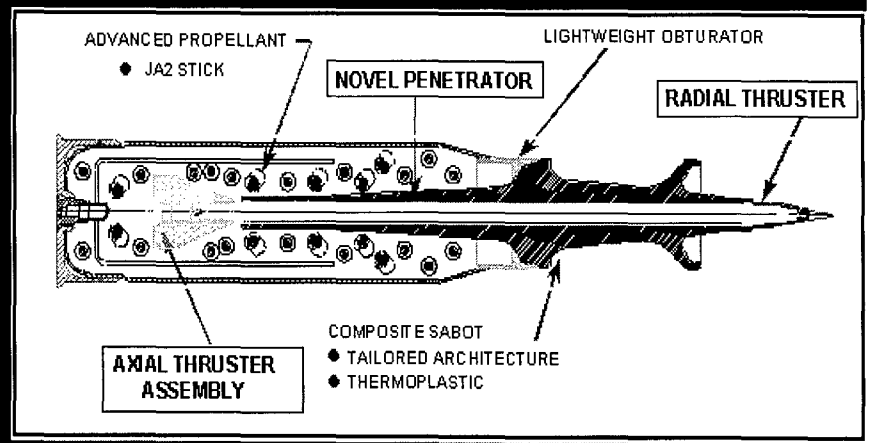
POC: G. Telschow *(973-724-3521)*

Committed to Excellence

Advanced KE Cartridge Program

Direct Fire Lethality Advanced Technology Demonstrator

- Enhanced Lethality KE Penetrators to Defeat Current & Future Armored Threat Target
- Techniques to Enhance Accuracy of Gun Launched Projectiles



Status: Tech Base

Planned Actions: ATD FY02, EMD FY02

Funding: $18.2M *(3 years anticipated)*

Opportunities for Industry:

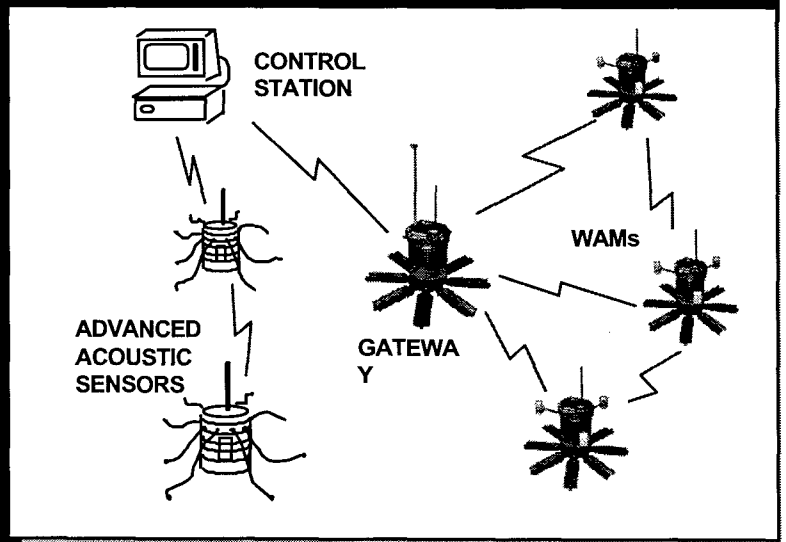
* Next Generation KE Cartridge Development - FY02
* Novel Penetrator Technology Application to Small & Med. Caliber Ammo & Missiles

POC: S. Musalli *(973-724-6108)*

Committed to Excellence

Intelligent Combat Outpost (ICO) Raptor

- Evolved from the Intelligent Minefield ATD
- Smart, Antonomous (man-in-the-loop optional), Anti-Armor/Vehicle System
- Combination of Sensors, Munitions & Communication Networks



Status: Pre-MSI

Planned Actions: ORD FY99, MSI 4QFY99, PDRR 1QFY00, MSII 4QFY02, EMD 1QFY03

Funding: $60M *(5 years anticipated)*

Opportunities for Industry: Competitive System Procurement at the Inception of PDRR FY00. Subcontracts to the Winning Prime for:

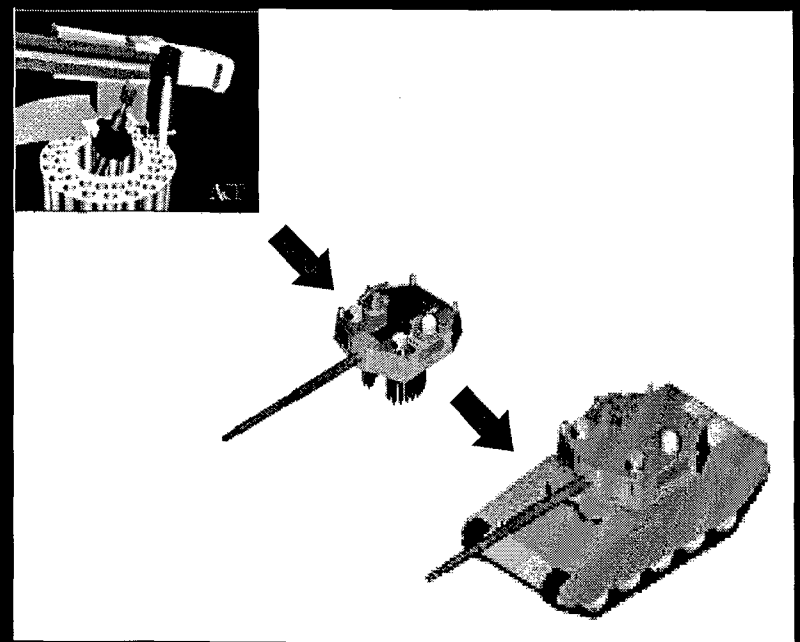
* Network Radio's for Long Range Communication
* Data Fusion Software
* Acoustic & Seismic (over the hill) Sensors
* Control Station Software Development
* Simulation Support

POC: R. Wagner *(973-724-7848)*

Committed to Excellence

Future Combat Vehicle Armament Technologies Program

- Critical Long-Lead Technologies for a Future Combat Armament System
- Modeling & Virtual Simulation
- Overwhelming Multi-Role Lethality in both Direct & Indirect Conditions



Status: Tech Base

Planned Action: MSI FY03

Funding: $17.2M *(4 years anticipated)*

Opportunities for Industry:

*Joint Government/Industry Teaming on Vehicle/Armament Concepting Activities

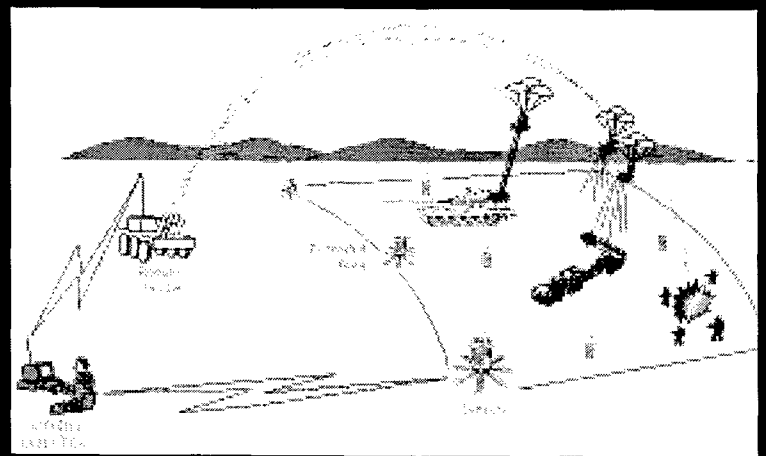
*New Innovative Multi-Role Family of Ammunition Concepts

*Applications of Innovative Technologies for Smart Munitions

POC: A. Sebasto *(973-724-6192)*

Area Denial System Technology Program

- Weapon Sys. to Replace Conventional Mining Operations
- Sensors & Communications
- Maneuverable Weapons Platform



Status: Tech Base

Planned Actions :

* Develop Simulation & Modeling Tools to Evaluate Concepts in DIS
* Demonstrate Sensor Technology & Robotic Delivery Sys.

Funding: $13.5M *(4 years anticipated)*

Opportunities for Industry:

* Sensors to Detect Personnel & Vehicles Under Wide Variety of Conditions
* IFF & Robotic Capabilities
* Improve Targeting for Standoff Weapons Platform

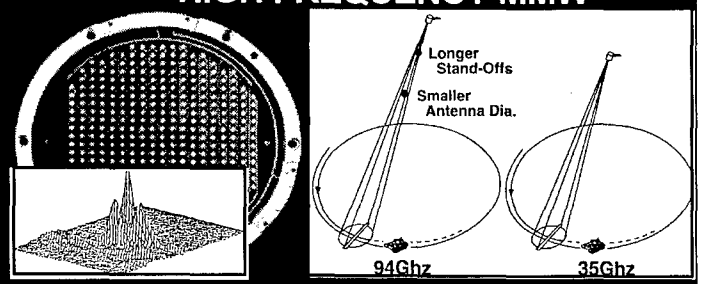
POC: G. Lutz *(973-724-7848)*

Committed to Excellence

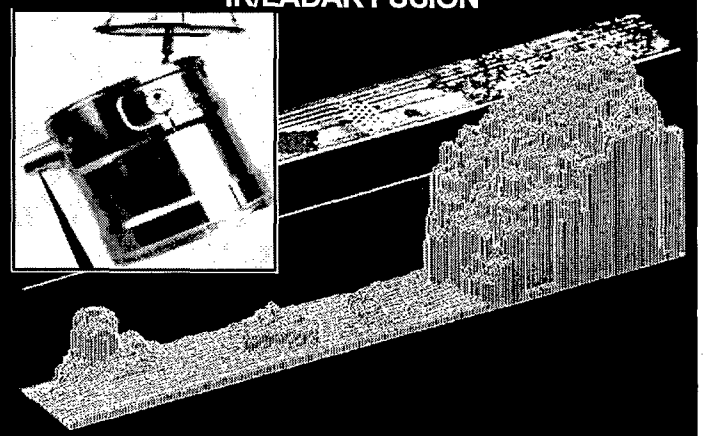
Advanced Sensors

- Enhance Current Smart Submunitions
- LADAR/IR
- MMW *(Ka Band; W Band)*
- Gun Hardened Sensor Suites
- Algorithm Development

HIGH FREQUENCY MMW



IR/LADAR FUSION



Status: Tech Base

Planned Actions: Design & Fabrication
Captive Flight & High-G Testings

Funding: $4.8M *(3 years anticipated)*

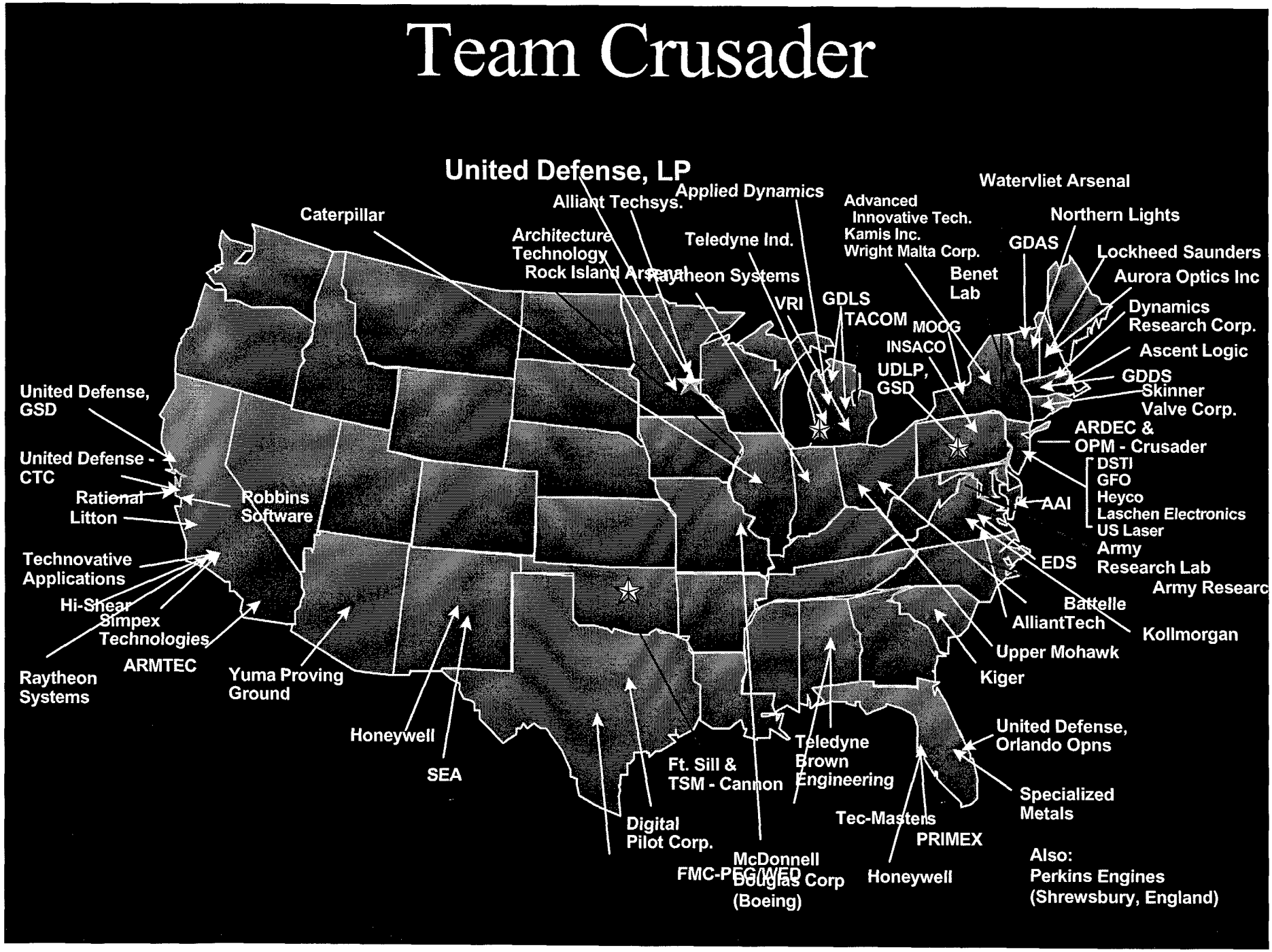
Opportunities for Industry:

* Innnovative Sensor Technologies
* New Component & Weapon Systems Applications
* Improve Manufacturing Processes for Sensors/Electronics

POC: A. Pezzano *(973-724-4829)*

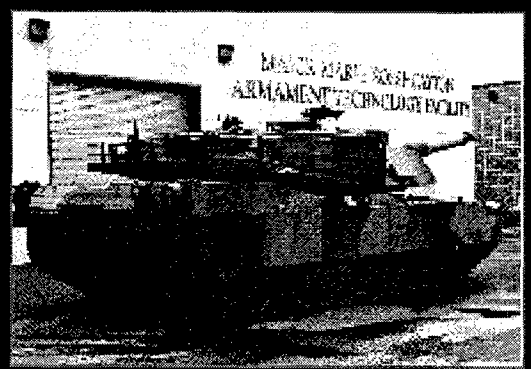
Committed to Excellence

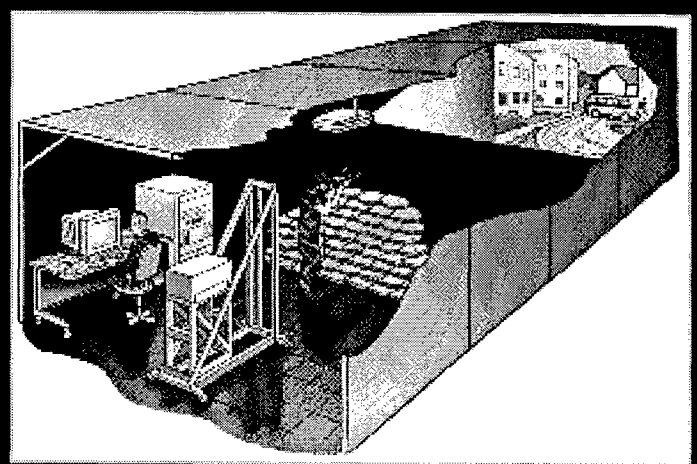
Team Crusader



Armament Technology Facility (ATF)

- 100 & 300m Indoor Ranges
- Experimentation & Diagnostics
- Small Arms Simulator - DIS Node Connectivity
- Environmental
- Modeling & Simulation



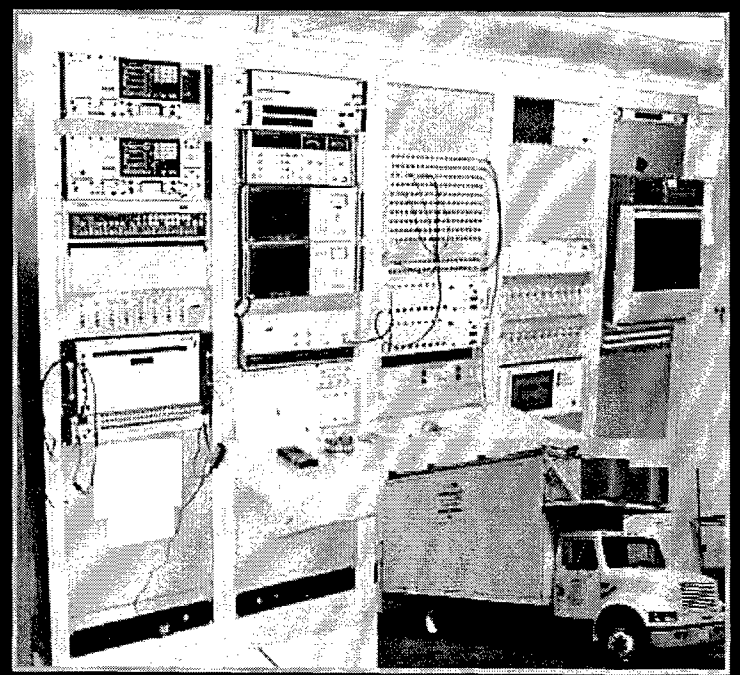


POC: C. Johnson *(973-724-6054)*

Committed to Excellence

Telemetry Facility

- **High-G Telemetry Instrumentation System - Design and Development, Fabrication and Test**
- **Electro-Mechanical Fabrication & Encapsulation Labs**
- **Instrumentation Vans for Field Test Support**
- **RF & Memory Data Acquisition**
- **Ground Station for Evaluation, Qualification, Data Acquisition and Analysis**
- **High Speed Video & Telemetry Video Systems**
- **Rapid Circuit Prototyping**

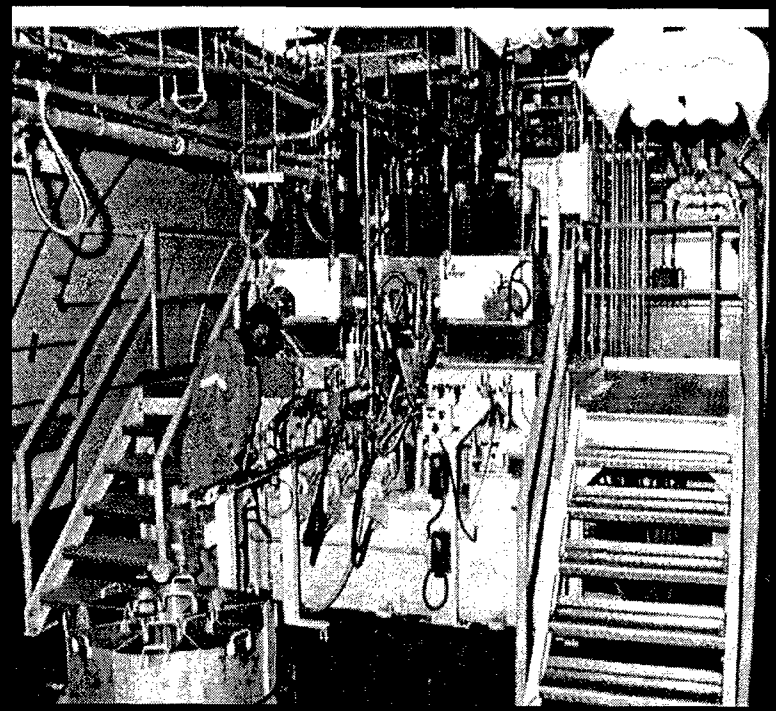


POC: Sal Longo (973) 724-6251

Committed to Excellence

Gun Propellant Experimental Facility

- Formulation of New Propulsion Concepts
- Transition to Development due to Flexibility & Range of Software/ Equipment
- Thermochemistry Software:
  - * Laboratory Formulation
  - * Closed Bomb Ballistic Evaluation
  - * Ballistic Calculations



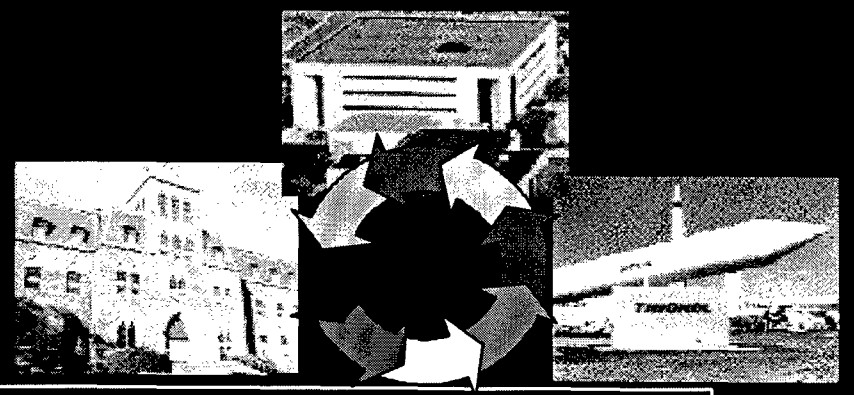
- Equipment:
  - * Fluid Energy Mill Grinding of Energetic Materials to a Desired Particle Size
  - * Formulation of up to 100lbs of Propellant-STD Technique
  - * State of the Art Twin Screw Extrusion *(Picture)*
  - * Sensitivity Testing of Formulations

Committed to Excellence

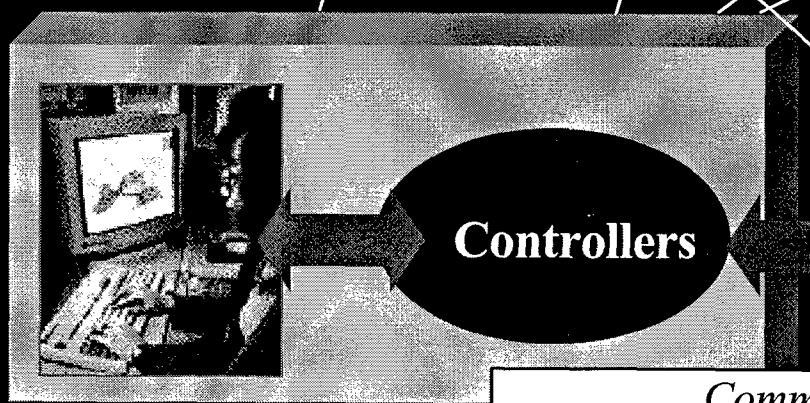
Totally Integrated Munitions Enterprise

Concept:

- **Level 1: "Operation Control"**
- **Level 2: "Integration of Operations with Business Practices"**
- **Level 3: "Communication Between Remote Sites"**



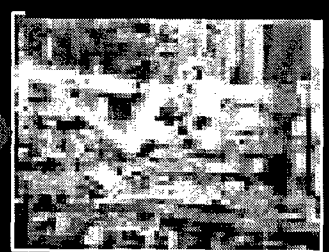
Material Resource Planning ⟷ **Activity Based Cost Accounting** ⟷ **Computer Aided Logistics** ⟷ **Monitoring, QA, and Surveillance**



Twin Screw Extruder



CNC Machining



Committed to Excellence

How to do Business with ARDEC

(http://www.pica.army.mil/pica/busops.html)

- Cooperative Research & Development Agreements (CRADAs)
- Dual Use Science & Technology Program
- Use of ARDEC Test Facilities

  POC: Tim Ryan (973) 724-7953
- Independent Research & Development Program
- Picatinny Innovation Center

  POC: James Greenfield (973) 724-6048
- Small Business Innovative Research (SBIR)

  POC: John Saarmann (973) 724-7943
- Technical & Industrial Liaison Office:
  - Unsolicited Proposals
  - Concepts
  - Commercial Product Offers
  - Army Potential Contractor Program

  POC: Elaine Serao (973) 724-7349
- Small Business Office, POC: Mike Cecere (973) 724-2410

52 Active Cooperative Research and Development Agreements (CRADAs)

- **15 - NJ CRADAs and 37 - Other State CRADAs**
- **NJ CRADA Examples:**

* Armand Corp	Transportation Modeling & Simulation
* Computel	Interactive Multimedia Communication
* County College of Morris	Picatinny Innovation Center
* C-Tech Associates	Soldering and Cabling Technology
* Lifeline Carpet Systems	Photoluminescent Emergency Exit Systems
* Multi Arc	Ceramic and Metallic Coatings
* New Jersey Inst of Tech	Environmental R&D
* Quality in Manufacturing	Soldering Technology
* Rutgers University	Transportation Infrastructure Technology

- **POC: Jim Greenfield (973) 724-6048 & Tim Ryan (973) 724-7953**

Committed to Excellence

TACOM ARDEC A76 Study

- Goal - Obtain Most Cost-Effective Services Through Open Competition Between an In-house Bid & a Best Value Contractor
- Scope - 262 Positions (Subject to Revision Over Course of the Study)

Directorate of Logistics	(72)
Directorate of Public Works	(60)
Directorate of Public Safety	(23)
External Affairs	(2)
Directorate of Corporate Info & Technology	(94)
Logistics Support Eng. Ctr	(11)

- Schedule (Tentative)
- Issue Solicitation By June 1999

POC: G. Ferdinand (973-724-2330)

Committed to Excellence

Public-Private Partnership Goal

- Over 1,500 Acres Available for Development
- Over 4M Square Ft Under Roof
- Ideal Location with Infrastructure in Place
- Leadership & Community Support
- Significant Technology & Equipment
- Early Developer Interest



Capture Value of Picatinny Real Property

- Area of Interest for Development
  - R&D, Education, Office, & Lab Facilities
  - Recycling & Warehouse sites
  - Hotel/Conference Center

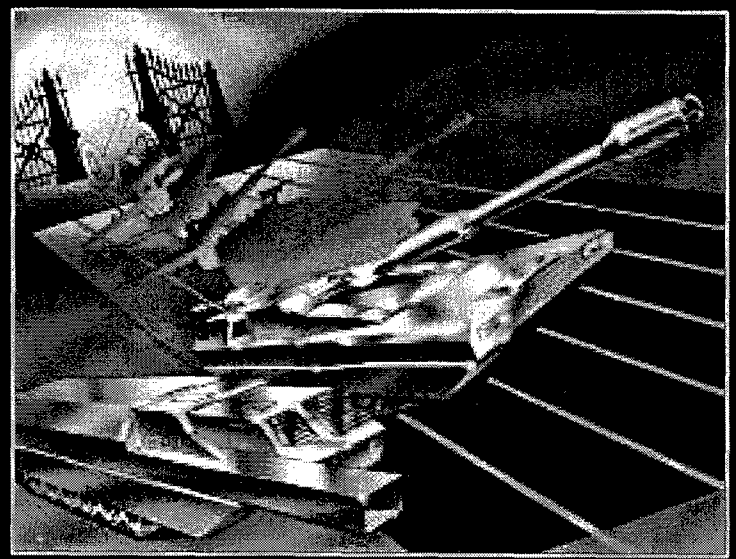
POC: H. Marucci *(973-724-3619)*

Committed to Excellence

What I Want to Leave You With

- **Mission: Research & Development, Engineering Not Manufacturing**
- **Core: Integration, Unique Technical Expertise**
- **Opportunities: Technical, Sub Contractors, Facilities**
- **Business with ARDEC: CRADA's, Task Force Alpha, A76, & SBIR**

US ARMY
TANK-AUTOMOTIVE AND ARMAMENTS COMMAND
ARMAMENT RESEARCH, DEVELOPMENT AND
ENGINEERING CENTER
(TACOM-ARDEC)



PRESIDENTIAL RECOGNITION FOR QUALITY
RECIPIENT OF THE QUALITY TRIPLE CROWN

Advanced Planning Briefing for Industry

Presented by
Mr. Michael Fisette
Technical Director

28 October 1998

Tank-automotive & Armaments COMmand

TACOM

Mobility and Firepower for America's Army

TACOM-ACALA Overview

TACOM APBI FY99
28 October 1998

Lynn DeRoche
Executive for Contracting
TACOM-ACALA

Tank-automotive & Armaments COMmand
Committed to Excellence

A Common Vision

The Army Vision

AMC Vision

TACOM's Vision

TACOM-ACALA Vision

The best in customer support, today & tomorrow



Taking America's Army into the 21st Century

A Common Objective

National Military Strategy

Defense Planning Guidance

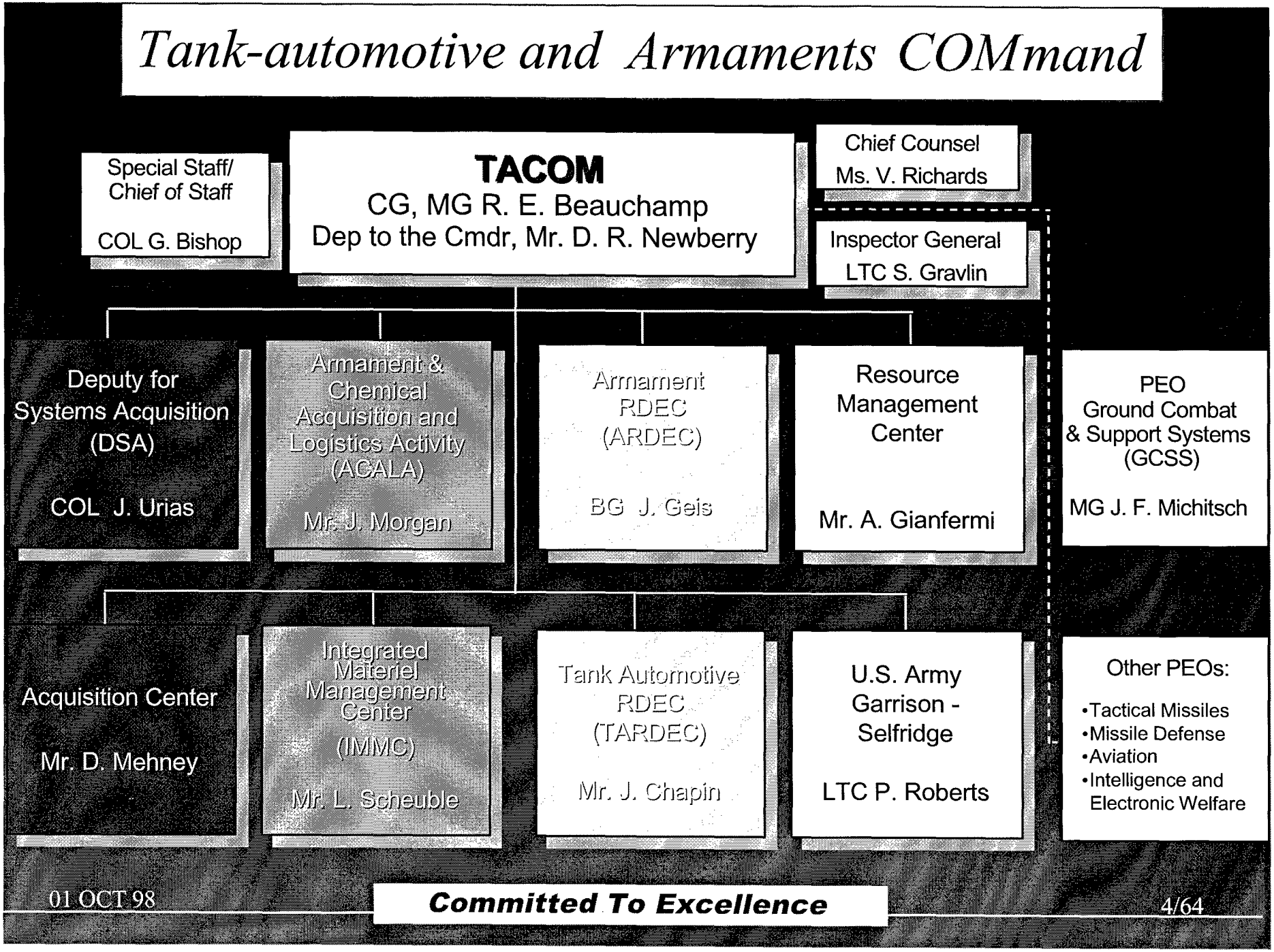
The Army's Mission

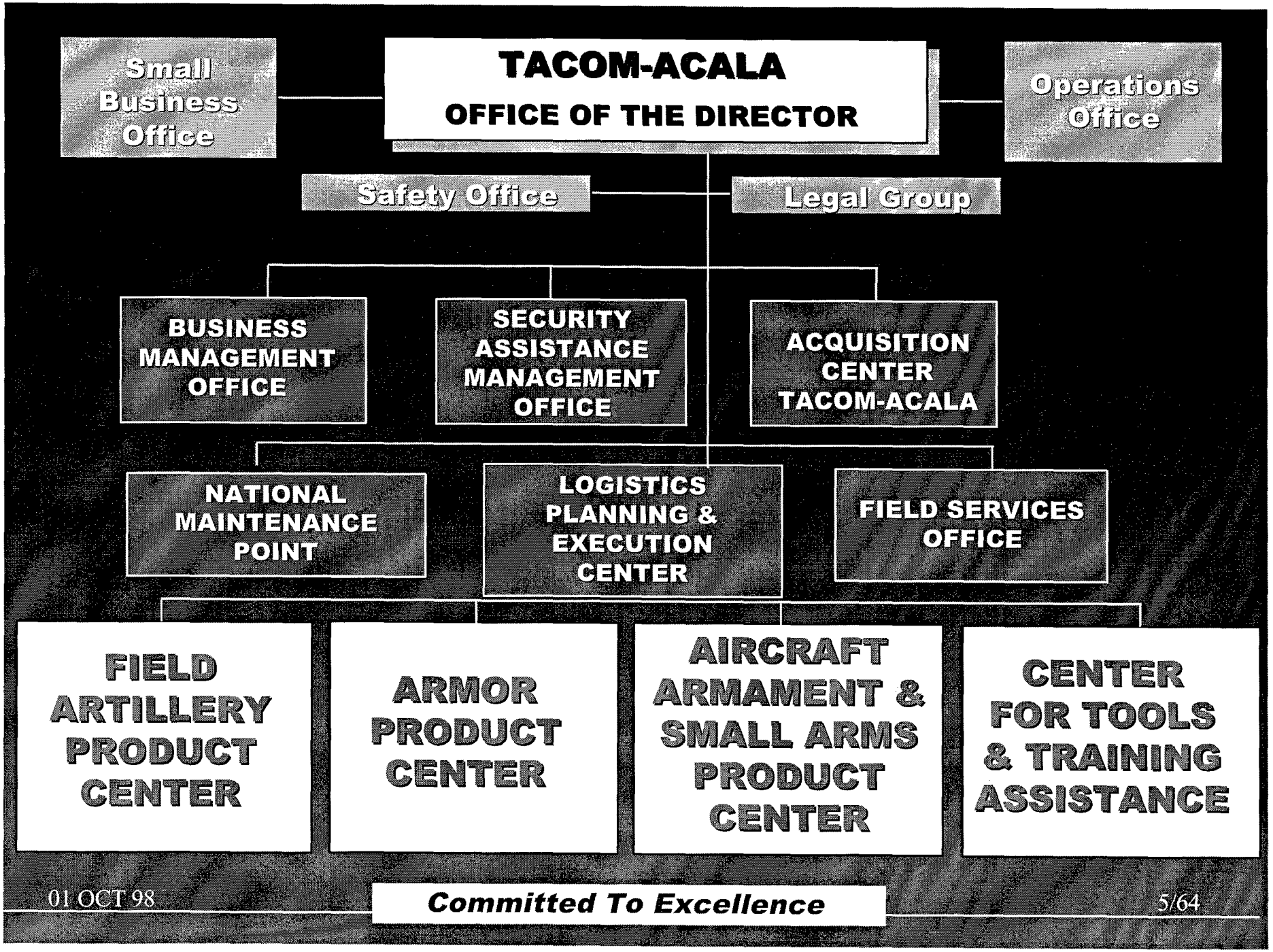
AMC Mission

TACOM Mission

TACOM-ACALA Mission

Provide worldwide armament, Sets, Kits and Outfits (SKO) and chemical defensive equipment acquisition and integrated materiel, weapon system and security assistance management to field and sustain best value to our customer.


Tank-automotive and Armaments COMmand
Special Staff/ Chief of Staff
COL G. Bishop
TACOM
CG, MG R. E. Beauchamp
Dep to the Cmdr, Mr. D. R. Newberry
Chief Counsel
Ms. V. Richards
Inspector General
LTC S. Gravlin
Deputy for Systems Acquisition (DSA)
COL J. Urias
Armament & Chemical Acquisition and Logistics Activity (ACALA)
Mr. J. Morgan
Armament RDEC (ARDEC)
BG J. Geis
Resource Management Center
Mr. A. Gianfermi
PEO Ground Combat & Support Systems (GCSS)
MG J. F. Michitsch
Acquisition Center
Mr. D. Mehney
Integrated Materiel Management Center (IMMC)
Mr. L. Scheuble
Tank Automotive RDEC (TARDEC)
Mr. J. Chapin
U.S. Army Garrison - Selfridge
LTC P. Roberts
Other PEOs:
•Tactical Missiles
•Missile Defense
•Aviation
•Intelligence and Electronic Welfare
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Small Business Office
TACOM-ACALA
OFFICE OF THE DIRECTOR
Operations Office
Safety Office
Legal Group
BUSINESS MANAGEMENT OFFICE
SECURITY ASSISTANCE MANAGEMENT OFFICE
ACQUISITION CENTER TACOM-ACALA
NATIONAL MAINTENANCE POINT
LOGISTICS PLANNING & EXECUTION CENTER
FIELD SERVICES OFFICE
FIELD ARTILLERY PRODUCT CENTER
ARMOR PRODUCT CENTER
AIRCRAFT ARMAMENT & SMALL ARMS PRODUCT CENTER
CENTER FOR TOOLS & TRAINING ASSISTANCE
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TACOM
Acquisition Center

TACOM-ACALA

Contract
Policy

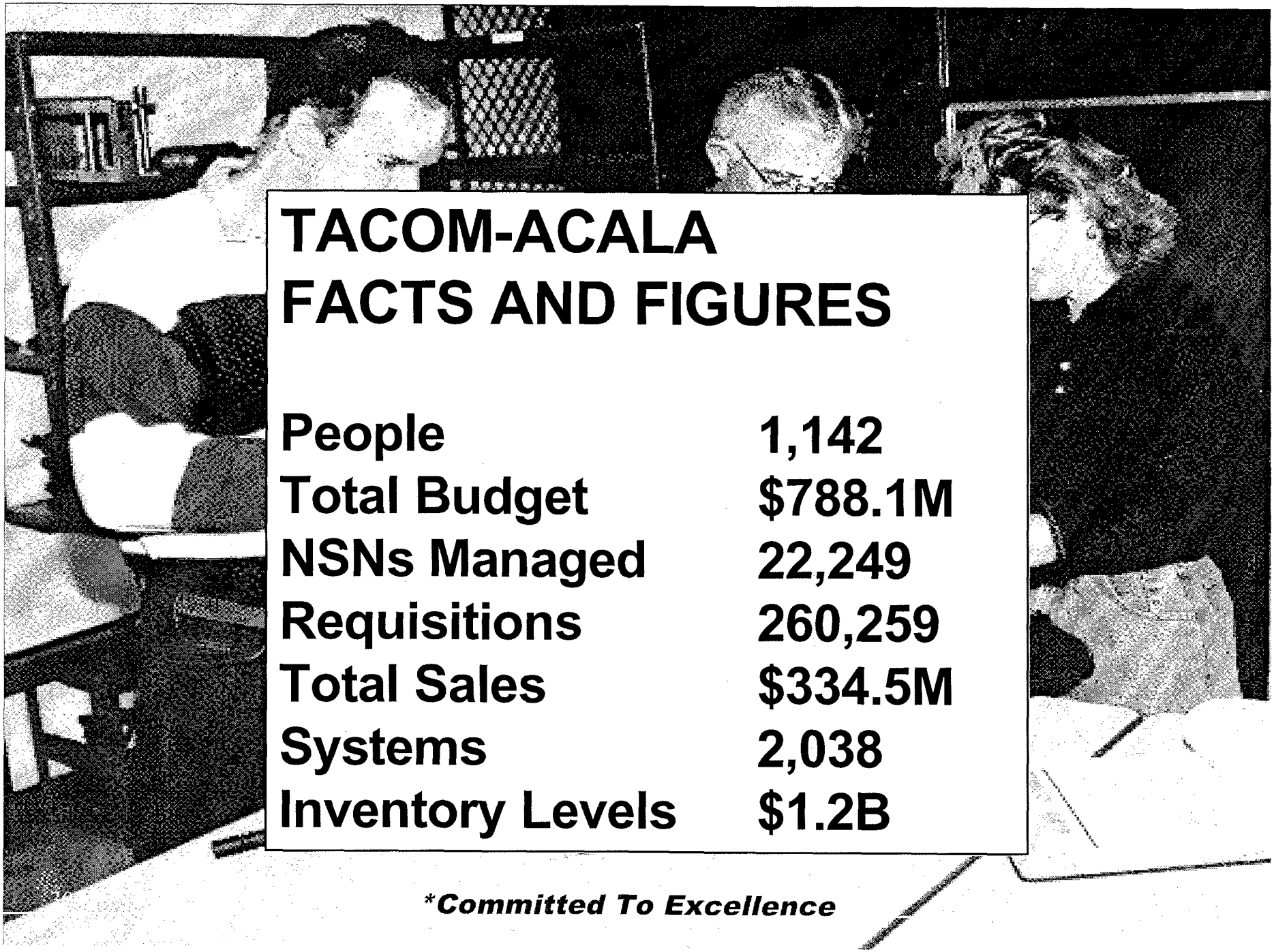
Operational
Control

TACOM-ACALA
Acquisition Center

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TACOM-ACALA FACTS AND FIGURES

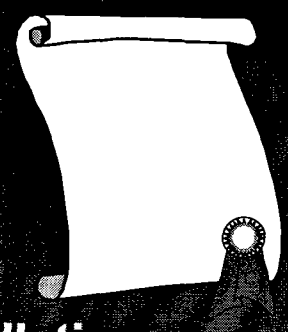
People	1,142
Total Budget	$788.1M
NSNs Managed	22,249
Requisitions	260,259
Total Sales	$334.5M
Systems	2,038
Inventory Levels	$1.2B

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TACOM-ACALA Is Proud OF:

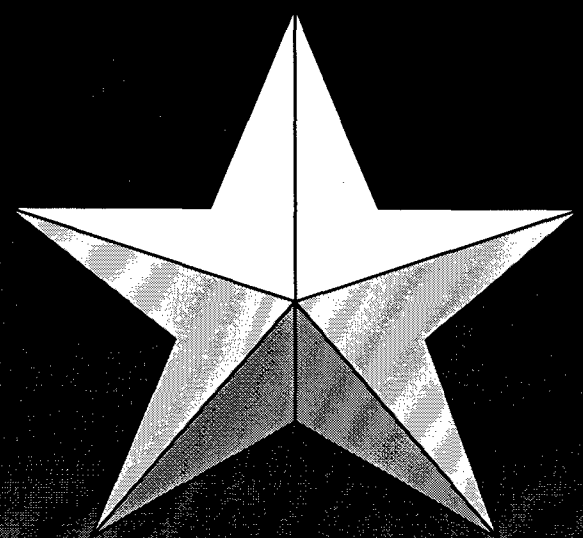
Awards

* VP Gore's Heroes of Reinvention Hammer Awards:
  Mortar, Paladin, ALT/PLT, and NonImproved Periscope Teams
* TACOM-ACALA Coach of the Year
* TACOM-ACALA Team of the Year
* Secretary of the Army Suggester of the Year Award
* Secretary of the Army Publications Improvement Award
* Education 2000: Soaring Eagles Mentoring Program
* Bring Your Daughters and Sons to Work Day
* TACOM-ACALA EEO Person of the Year Award: RIA Installation
* Secretary of Defense Productivity Excellence Award
* Army Small Business Team of Excellence
* EEO Person of the Year



TACOM-ACALA Is Proud OF:

Mission



- TACOM-ACALA Academy
- AMC Tools Mission
- ALT/PLT Reduction
- JTM/JCALS: First Site
- Exec Agent for Loans , SDRs, Stock Pos
- AMC WWW Log Mission (AEPS)

PRODUCT CENTER COMMUNITY



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PRODUCT CENTER COMMUNITY

Team Members

Weapon System Managers
Integrated Logistics Support Mgrs
Inventory Management Specialists
Maintenance Engineers
Equipment Specialists
Technical Writers
Database Managers

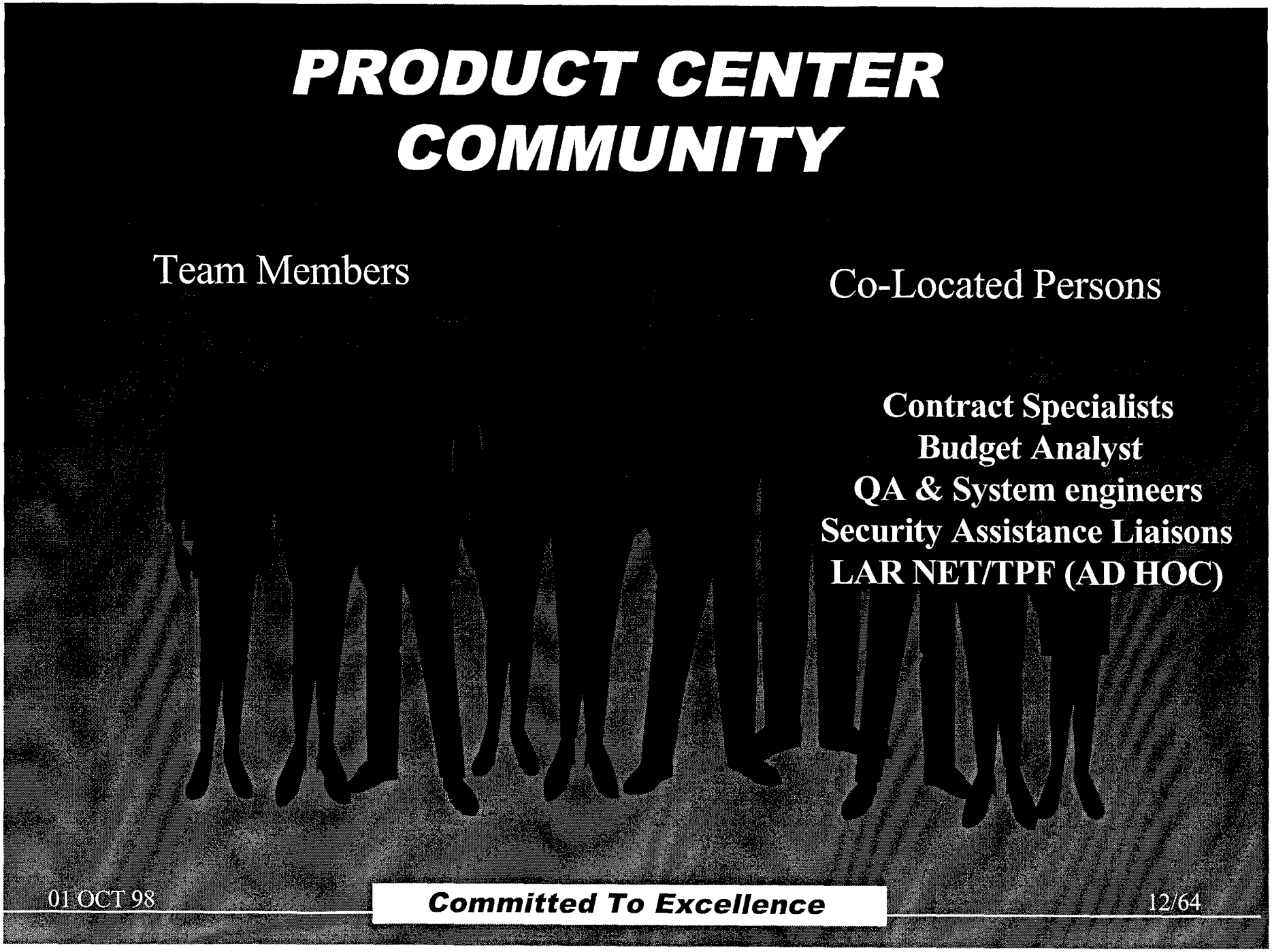


PRODUCT CENTER COMMUNITY

Team Members

Co-Located Persons

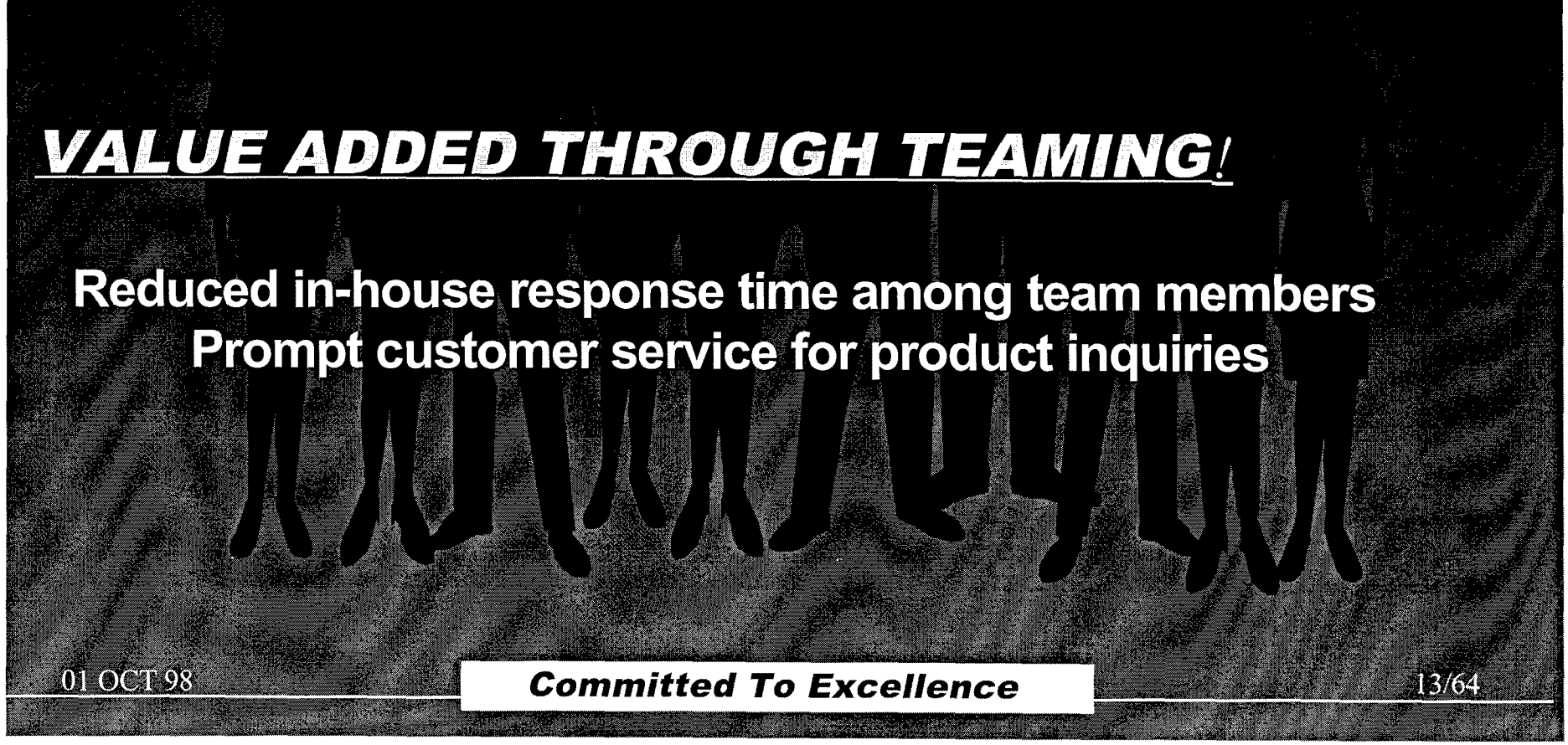
Contract Specialists
Budget Analyst
QA & System engineers
Security Assistance Liaisons
LAR NET/TPF (AD HOC)



PRODUCT CENTER COMMUNITY

Team Members

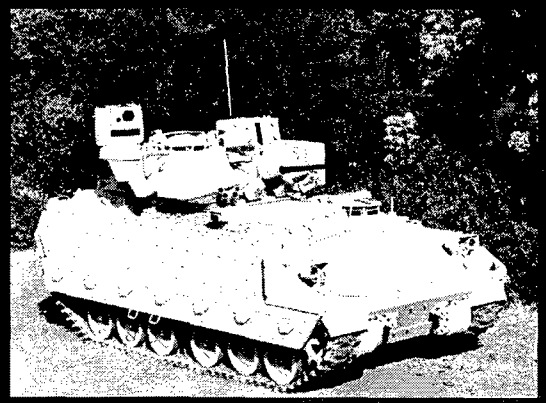
Co-Located Persons



VALUE ADDED THROUGH TEAMING!

Reduced in-house response time among team members
Prompt customer service for product inquiries

Armor Product Center



BFVS
CEV
Abrams Armor
M60 Armor

Volcanoes
MICLIC
MOPMS
DSESTS



Field Artillery Product Center

- Crusader
- Paladin
- M109 Series SPH
- M119A1 Howitzer
- M198 Howitzer
- M120 Mortar
- M224 Mortar
- GLPS

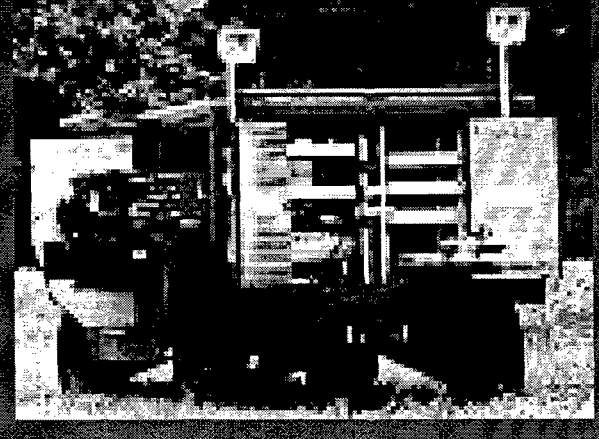


Fire Control
M90 MVS
PADS

Center for Tools & Training Systems

- AMC PM for SKOs and Tools
- Tool Sets
- Support Equipment
- Mobile Shop Sets
- Diving Equipment
- Landing Mats
- Air Compressors
- Live Fire/Target Training Systems
- Tank Target Mechanism





Aircraft Armament/ Small Arms Product Center

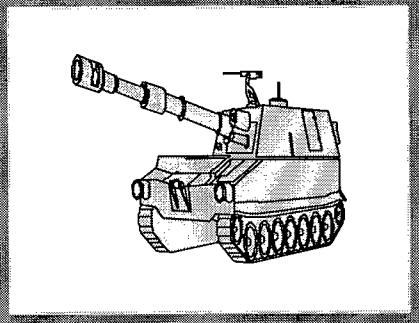


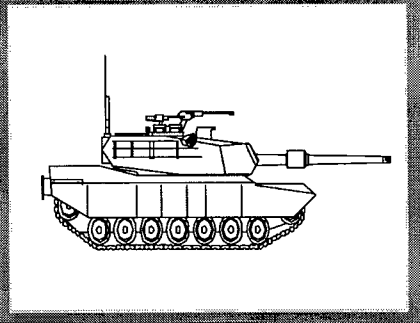
Apache Arm & FC
Kiowa Armament
Cobra/Comanche
M16A2 Rifles
M249 SAW
Mk19 GMG
M9 Pistol
Soldier Optics
M60, M2 MGs

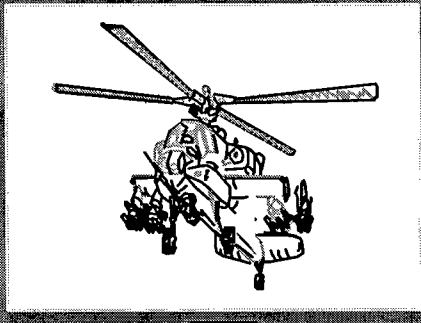
M242 Bushmaster
M203 Gren Launcher

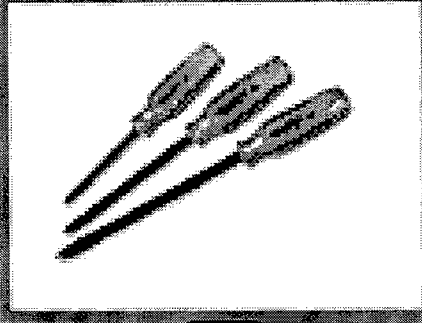
Product Center / Acquisition Center Functional Relationship

TACOM-ACALA PRODUCT CENTERS









IPT IPT IPT

ARTILLERY & MORTAR GROUP	**ARMOR & FIRE CONTROL GROUP**	**SMALL ARMS & AIRCRAFT ARMAMENT GROUP**	**CHEMICAL & FIELD SUPPORT GROUP**

TACOM-ACALA ACQUISITION CENTER

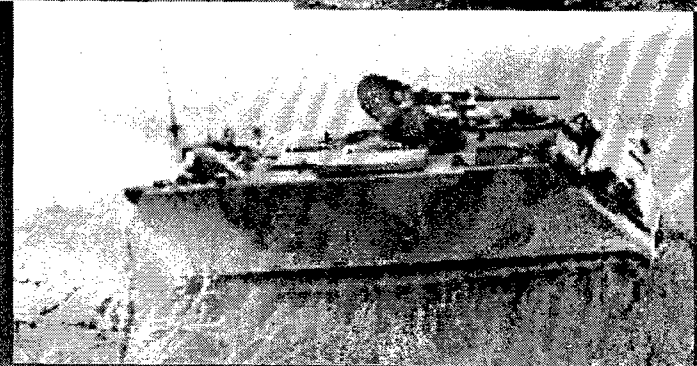

TACOM-ACALA Acquisition Center
Lynn DeRoche
Executive for Contracting
(309) 782-3223
MAJ Jack David
Deputy
(309) 782-3224
Marilyn Strieter
Armor & Fire Control
(309) 782-3425
Sally McGlone
Artillery & Mortar
(309) 782-4524
Margaret Rowe
Chemical & Field Support
(309) 782-5521
Allen Hale
Small Arms & Aircraft Armament
(309) 782-5553
Sally Husson Turke
Contracting Operations
(309) 782-3798
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Chemical & Field Support Group

- Chemical Branch
  - M40 Mask Family
  - Collective Protection Equipment
  - Filter Units (Gas & Particulate)
  - Detection Programs
  - Decontamination Programs
  - Smoke Generator Programs



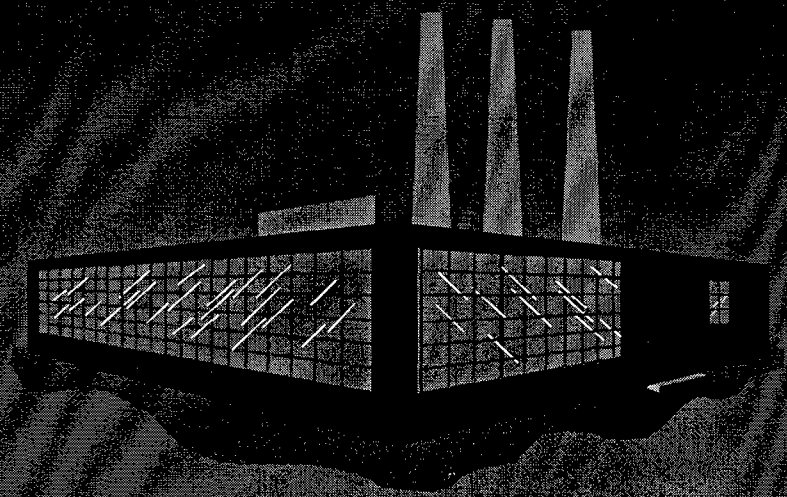




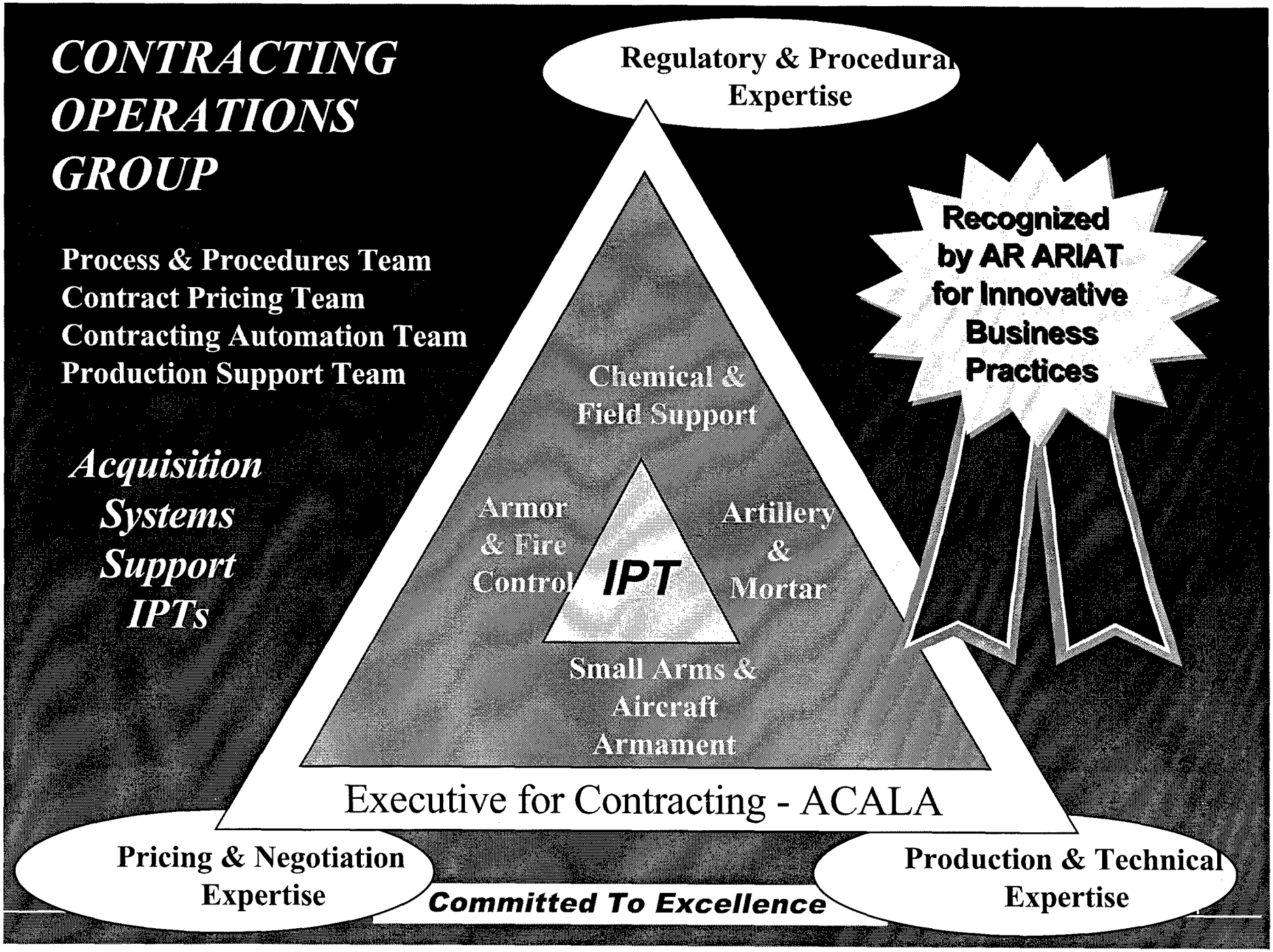
Our Business Relationship With the Depots



Anniston
Army Depot



Red River
Army Depot


CONTRACTING OPERATIONS GROUP
Process & Procedures Team
Contract Pricing Team
Contracting Automation Team
Production Support Team
Acquisition Systems Support IPTs
Regulatory & Procedural Expertise
Recognized by AR ARIAT for Innovative Business Practices
Chemical & Field Support
Armor & Fire Control
IPT
Artillery & Mortar
Small Arms & Aircraft Armament
Executive for Contracting - ACALA
Pricing & Negotiation Expertise
Production & Technical Expertise
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PARADIGM SHIFT

IPTs Are Changing the Acquisition Process



Contracting Officer Isolated

Integration

Problem Solving

Administration

Analysis



IPTs Transition To

Teamed Approach

Real-Time Documentation

Streamlined Process

Continuous

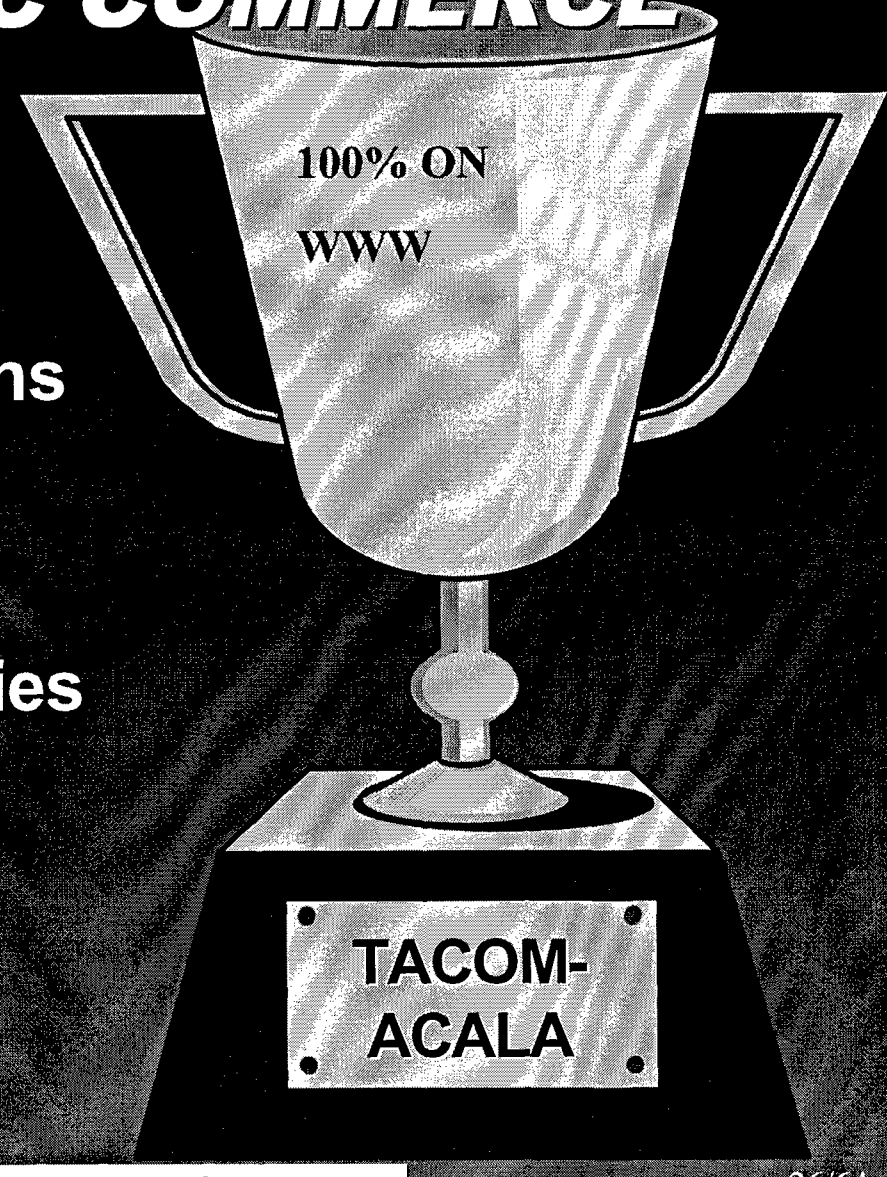
Improvement


Contracting Initiatives
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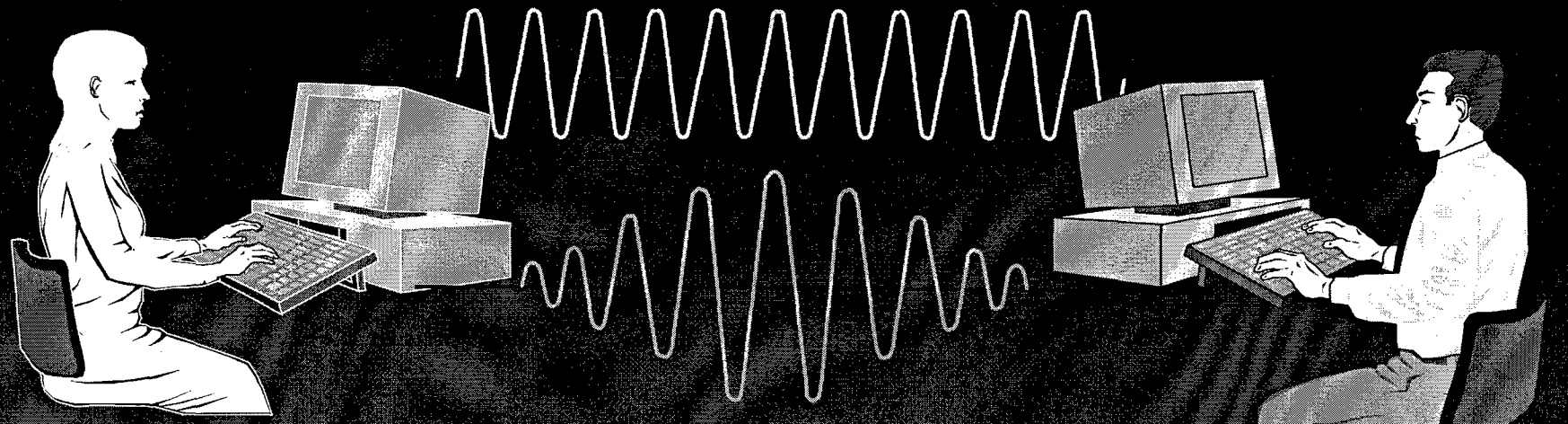

Contracting Initiatives
• Electronic Contracting
• Interface With Industry
• Corporate Contracts
• Alternate Dispute Resolution
• Lead Time Reduction
• Partnering
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ELECTRONIC COMMERCE

- DVD/EDI
- Electronic Solicitations
- Tech Data
- Business Opportunities
- Electronic Response Module



DVD / EDI
A Success Story!



DVD / EDI
A Success Story!

PAST ACCOMPLISHMENTS:

IDIQ Contract for Non-Improved Periscopes

First for this Command Test Case for AMC

FIVE-Year Contract - Currently in Second Year

313 Electronic Orders Issued through SEP 98

DVD / EDI

A Success Story!

- **FY 98 ACCOMPLISHMENTS:**
  - **Optically Improved Bradley Periscopes Awarded with EDI/DVD**
  - **Inclusion of DVD into Awarded Contracts:**
    - **30 Round Rifle Magazine with Center Industries (NISH Contractor)**
    - **9 MM Pistol Magazine with Checkmate Industries**

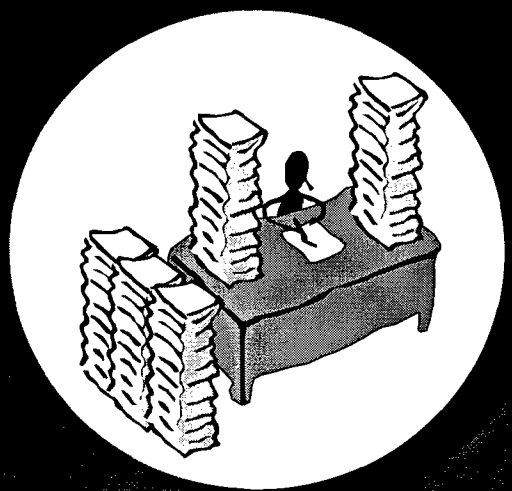
DVD / EDI
A Success Story!

FUTURE EFFORTS:

Review All High Demand Items for Use of DVD/EDI

Use of Electronic DD 250's

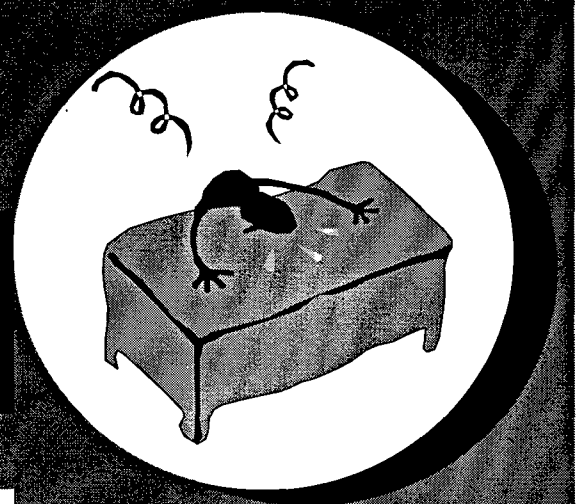
More EDI Contracts

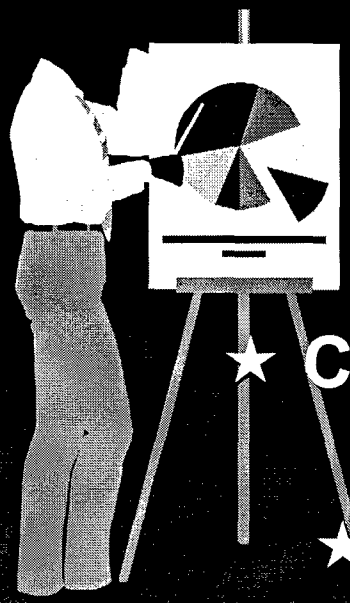


Ideal for
Long-Term Contracts

Faster
Award
Process

Paperless Awards!

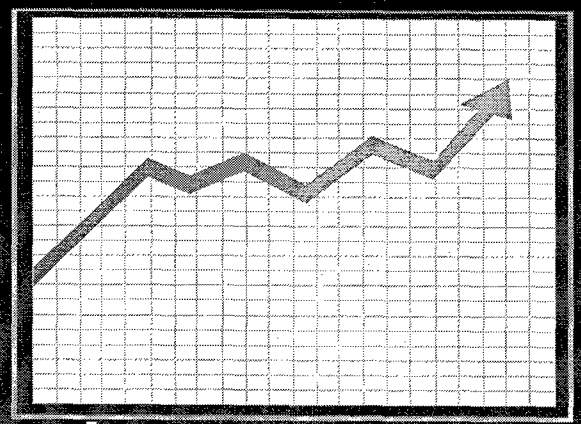




Business Opportunities

www.tacom.army.mil/acqcen

- ★ Competitive and non-competitive solicitations
- ★ Technical Data Packages
- ★ Solicitation clauses
- ★ All Attachments
- ★ Market Surveys
- ★ Procurement History
- ★ Public Notices of Buys/Awards
- ★ Links to other WWW sites



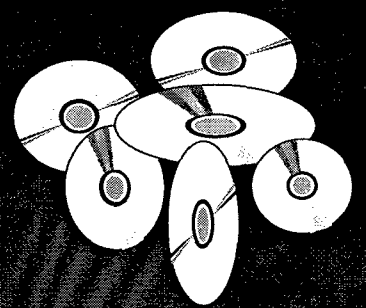
Bid Response Module



- Internet Based
- Initially for
  Buys Under $25K
- Targeted for Nov 98

More TDPs via the Web

- Only Unrestricted TDPs on the WWW
- Cuts down Government Costs
  - Now average over 45 CDs per buy
  - Lower mailing costs

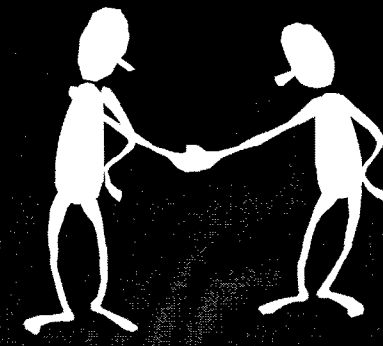


- Immediate access to TDP after issue

INTERFACE WITH INDUSTRY

- *TACOM-ACALA Ombudsman:*
  MAJ Jack W. David
  - A/C (309) 782-3223
  - FAX (309) 782-3169
  - E-Mail: ombudsman@ria.army.mil
  - Web Site:

  http://www-acala1.ria.army.mil/dabombud.htm



SMALL BUSINESS ROUNDTABLE

- TACOM-ACALA hosted TACOM's 3rd Small Business Roundtable of FY 98
-



and Small Business to work together more effectively

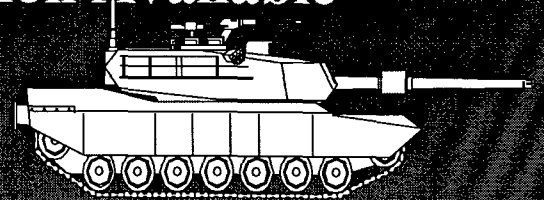

CORPORATE CONTRACTING
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Corporate Contract Features

- *Jointly Developed*
- *Single Contract*
- *Multiple Ordering Organizations*
- *Examples:*
  - Abrams Tank Components (Team Tank)
  - 30 mm Area Weapons System
  - Focused Sustainment

Abrams Tank Components (Team Tank)

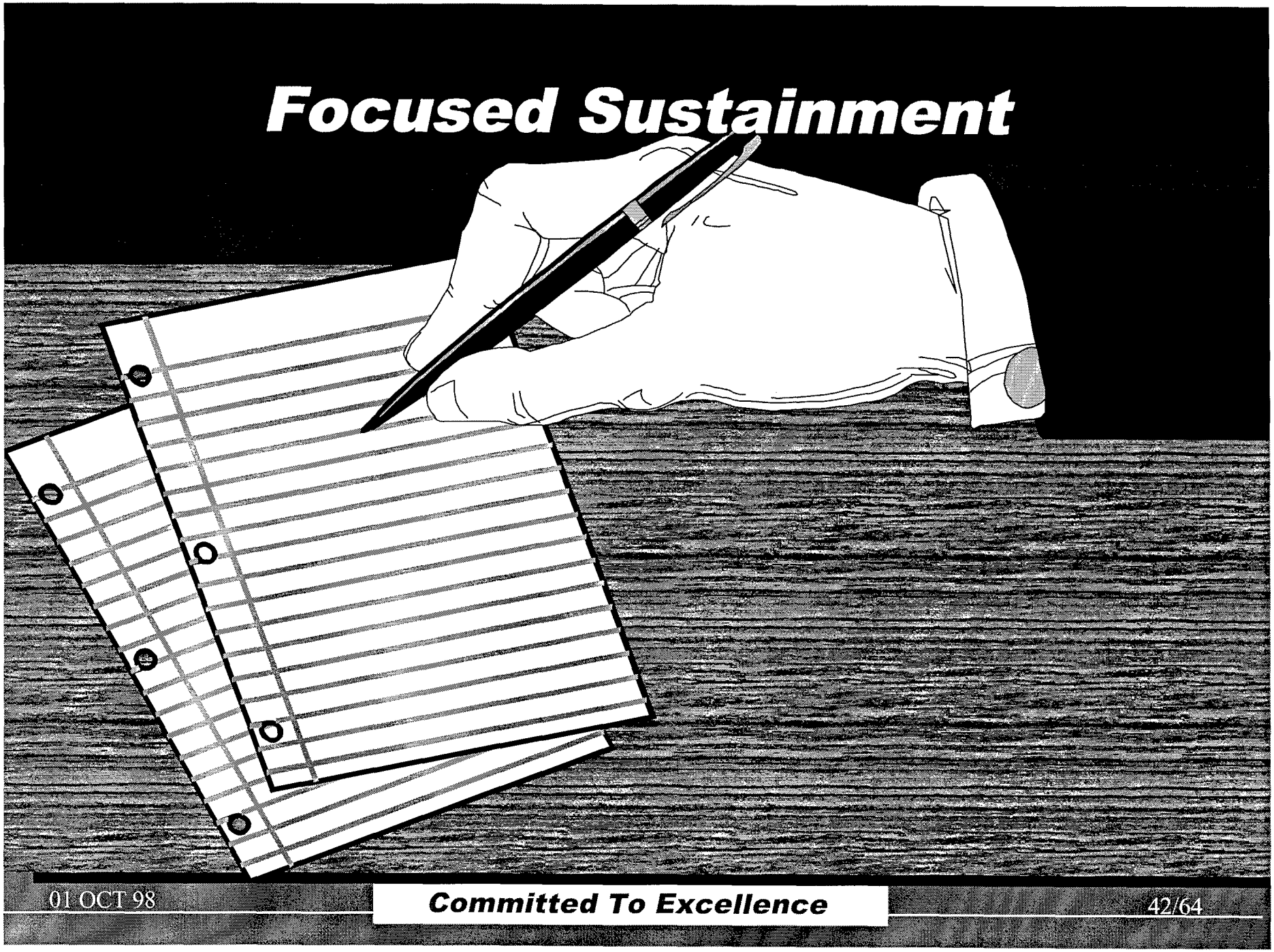
- Sole source to General Dynamics Land Systems
- Long-Term, 5 Year Corporate Catalog Contract Negotiated & Awarded
  - **41 Non-Commercial Line Items Priced and Awarded**
    - **Formally Verified Pricing Information Available to Other Buying Agencies**
  - **Incentive for Early Delivery**
  - **Set up for DVD with Ordering from Multiple Sites**



30 mm Apache Area Weapon System (AWS)

- Sole source to Boeing Helicopter, Mesa
- Historic PLT of 18 months
- Long-Term (3 to 5 Years) Corporate Catalog Contract Negotiated & Awarded
  - **700 Non-Commercial Line Items Priced**
    - **Formally Verified Pricing Information Available to Other Buying Agencies**
  - **130 Line Items in Formal Requirements Contract**
  - **Ordering Officers appointed in Product Center**


Focused Sustainment
CONCEPT
Joint TACOM Effort In Partnership with Industry to leverage Contractor Capability to Supplement, Not Supplant, the Army Organic Sustainment System.
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Focused Sustainment
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Focused Sustainment

- *Multi-Year IDIQ Contract*
  - Four Basic Years
  - Two Options of Three Years Each
  - Six Separate Contractors
- *AEPS Ordering Interface*

Focused Sustainment

LEAR SIEGLER - DAAE07-98-D-T060
(Annapolis, MD) Large Business

DIMENSIONS INTERNATIONAL INC - DAAE07-98-D-T061
(Alexandria, VA) Large Business

EAGLE SUPPORT SERVICES CORP - DAAE07-98-D-T062
(Huntsville, AL) Small Business

LOGISTICS, ENGR & ENVIRON SUP SERV (LESCO) - DAAE07-98-D-T063
(Huntsville, AL) Small 8(a) Woman-Owned

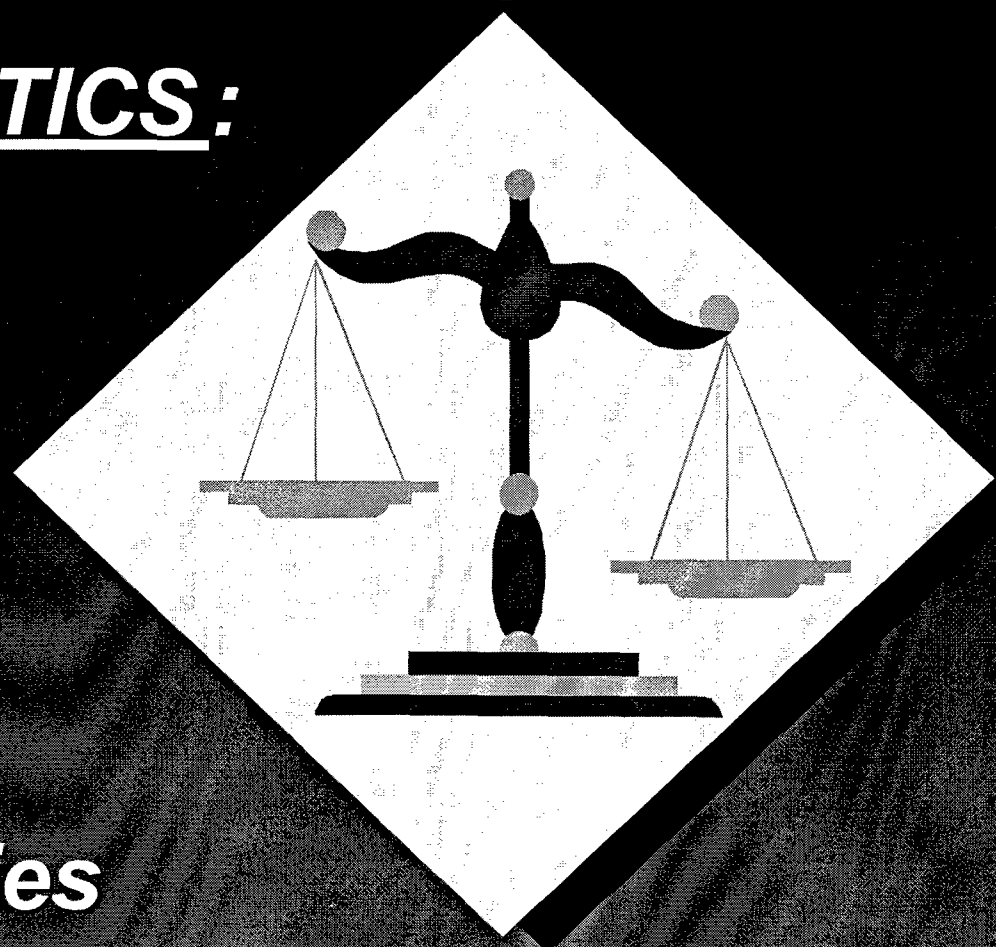
PREMIER PROFESSIONAL SERVICES INC - DAAE07-98-D-T064
(Huntsville, AL) Small 8(a) Woman-Owned

DUCOM, INC - DAAE07-98-D-T065
(Silver Spring, MD) Small 8(a) Woman-Owned

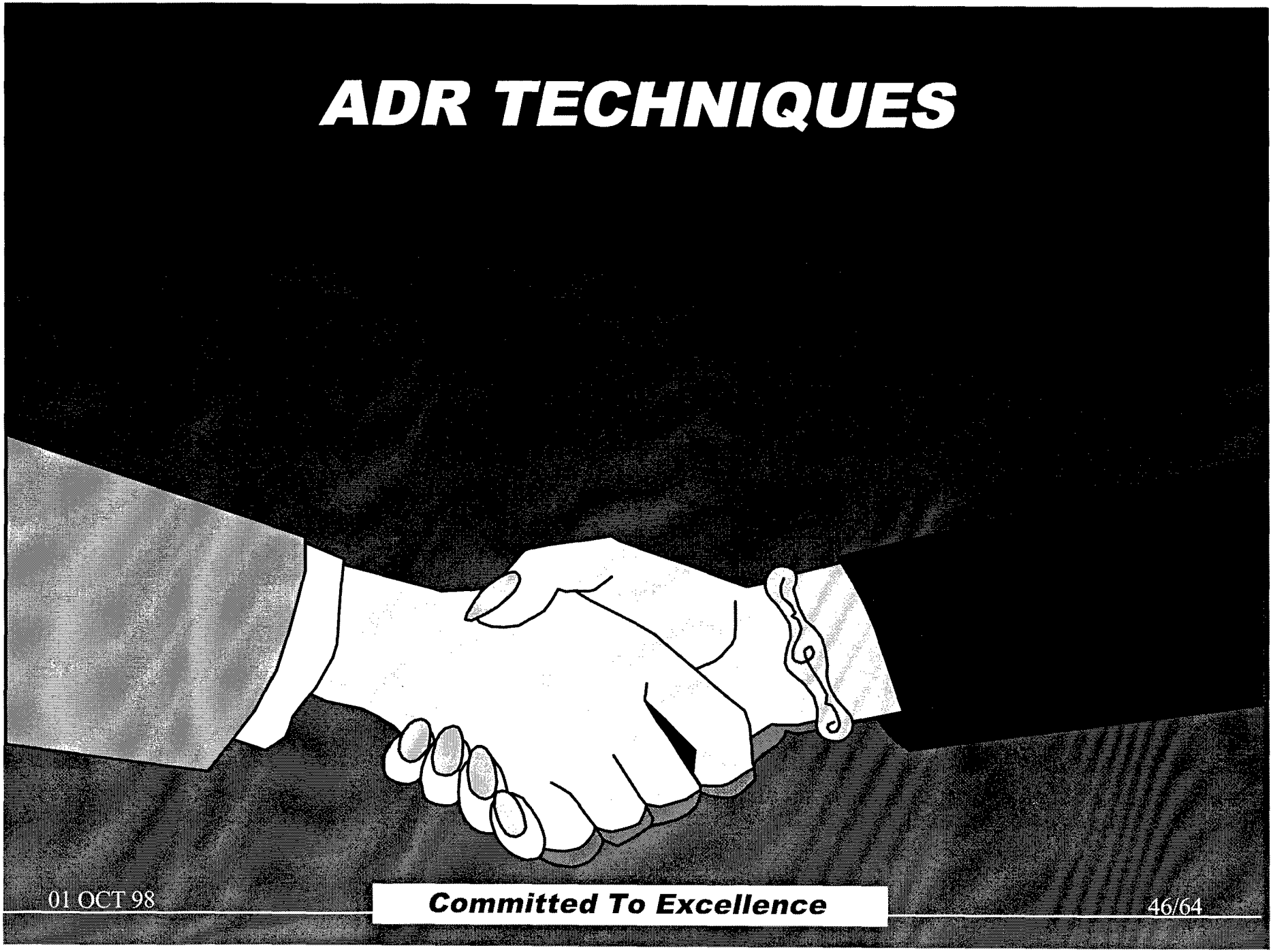
Alternate Dispute Resolution (ADR)

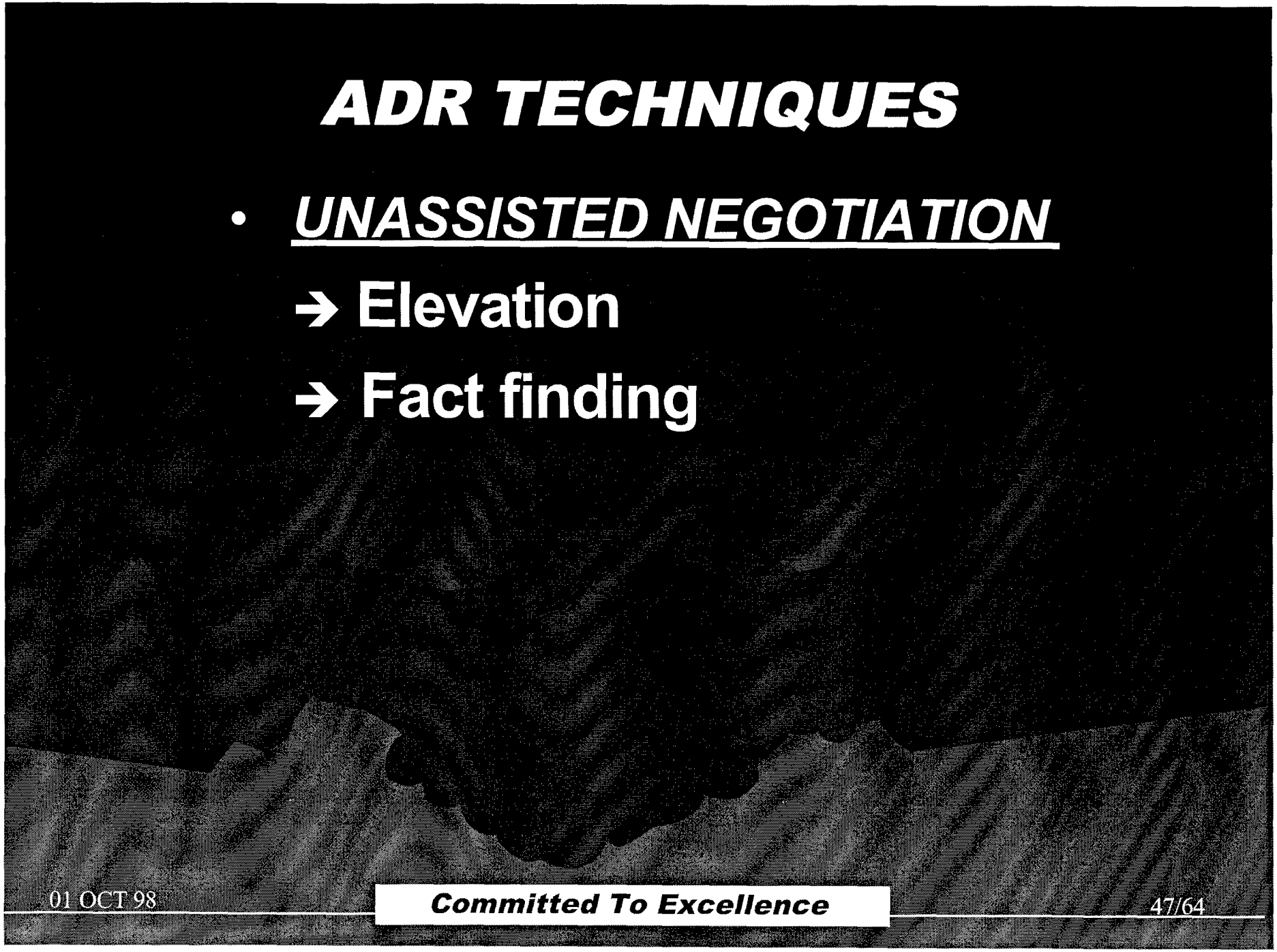
CHARACTERISTICS:

- Voluntary
- Expeditious
- Nonjudicial
- Flexible
- Controlled by the parties



ADR TECHNIQUES




ADR TECHNIQUES
• UNASSISTED NEGOTIATION
→ Elevation
→ Fact finding
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ADR TECHNIQUES
• UNASSISTED NEGOTIATION
• ASSISTED NEGOTIATION
→Facilitation & Conciliation
→Neutral Evaluation
→Mini-trial
→Arbitration
→Summary trial
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ADR TECHNIQUES
• UNASSISTED NEGOTIATION
• ASSISTED NEGOTIATION
• ADJUDICATION
→Binding Arbitration
→ASBCA
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EXPANSION OF ADR

- TACOM-ACALA encourages Contractors to consider ADR
- Summary of techniques available
- Roster of "third parties" being developed
- Workforce training in process



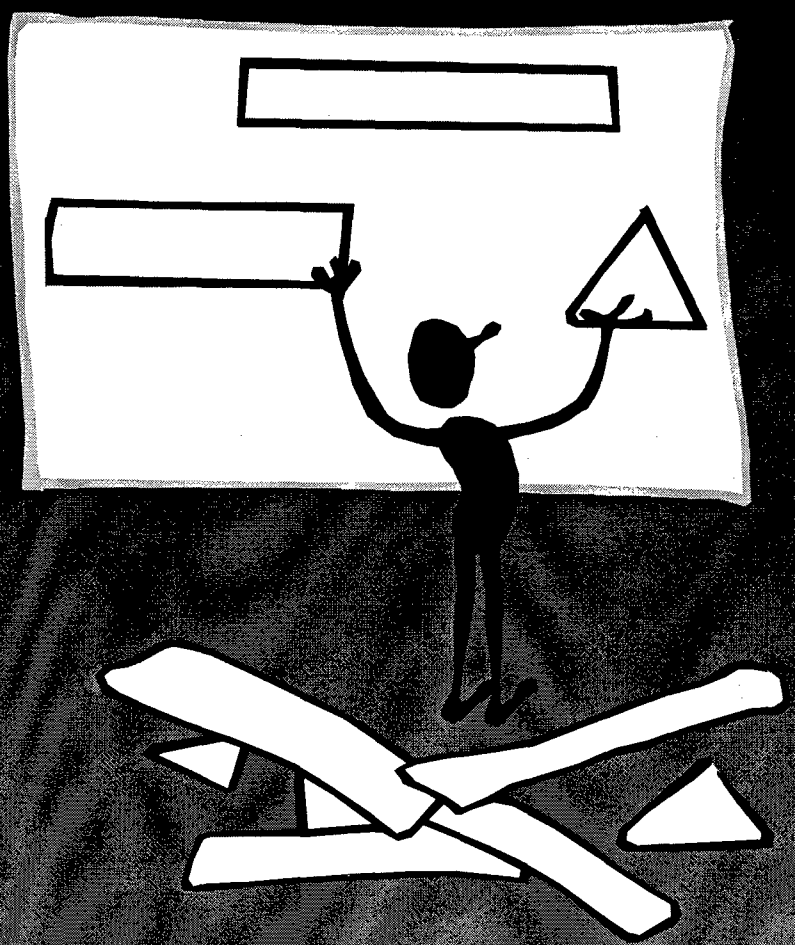
ADR Success Stories

- *Conduct of Fire Trainer Claim (Jan 98):*
  - Used "mini-trial"
  - Resolved long-time "stalled" issues on 1982 Contract, including
    - $8.1 Million at Issue
    - 1988 defective pricing claim
    - Request for equitable adjustment resulting from 1986 unilateral definitization
    - Final EPA determination and adjustment

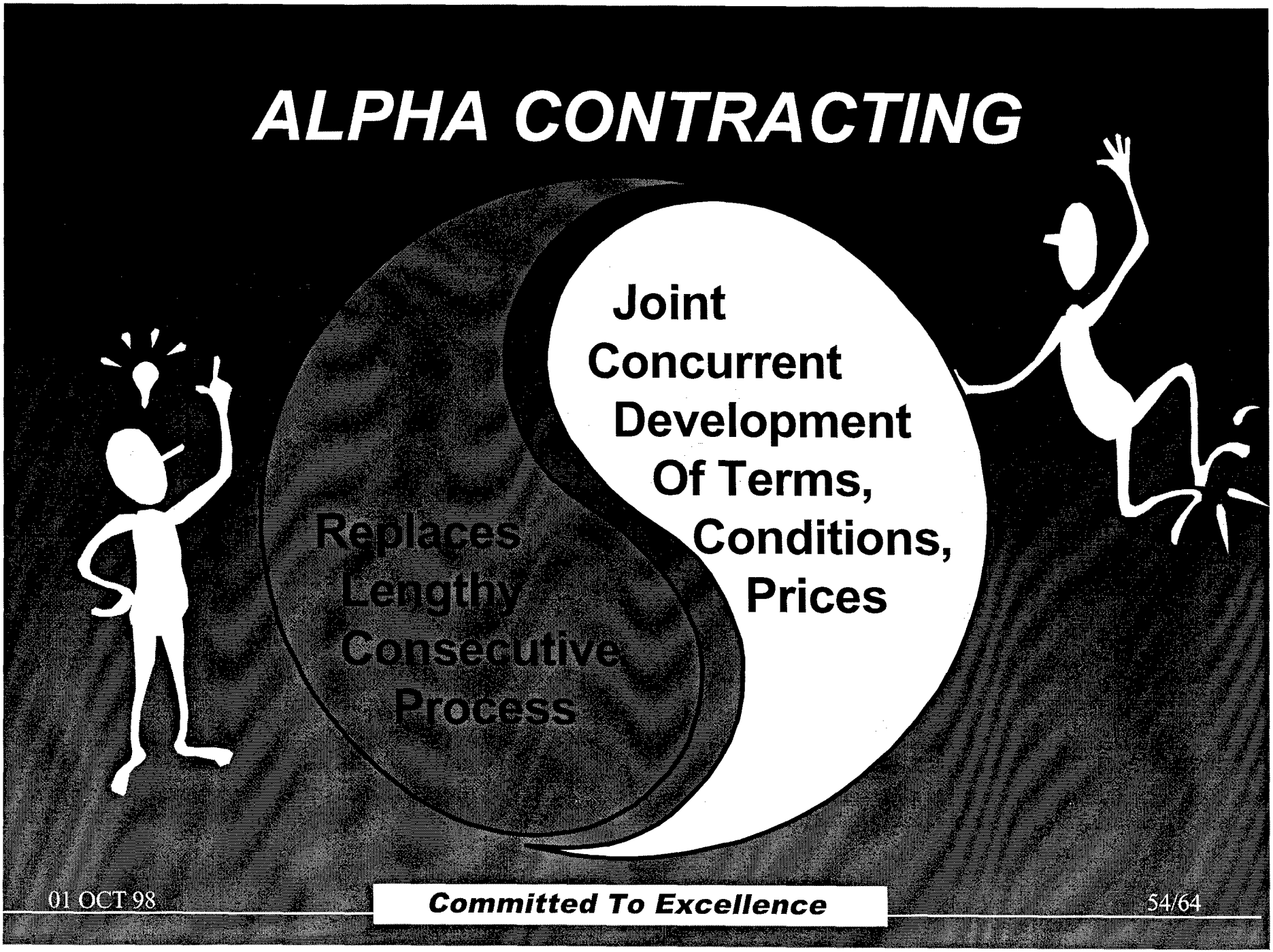
ADR Success Stories

- *M60 Butt Stock Dispute (Jun 98):*
  - Used unassisted negotiation
    - Between Director of TACOM-ACALA and Company President
  - Various forms of relief not normally available under ordinary court or board action were agreed upon in the settlement of:
    - Termination for Default
    - Claim in excess of $300,000 for additional work, alleging a defective Technical Data Package

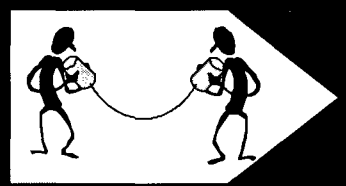
Leadtime Reduction



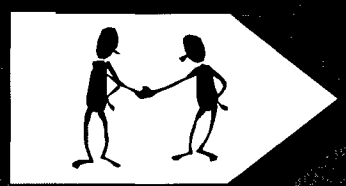
- ALPHA Contracting
- Long-Term Contracts
- PLT Reduction


ALPHA CONTRACTING
Joint Concurrent Development Of Terms, Conditions, Prices
Replaces Lengthy Consecutive Process
01 OCT 98
Committed To Excellence
54/64

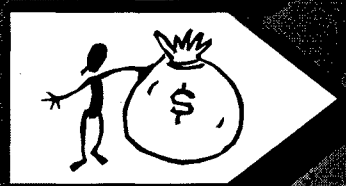
BENEFITS of ALPHA CONTRACTING



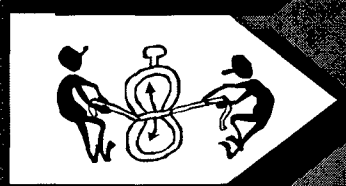
Enhance Communications



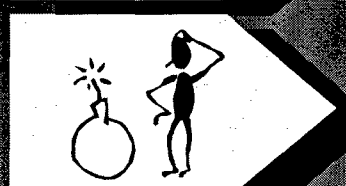
Promote Partnership and Teamwork



Reduce Proposal and Evaluation Costs



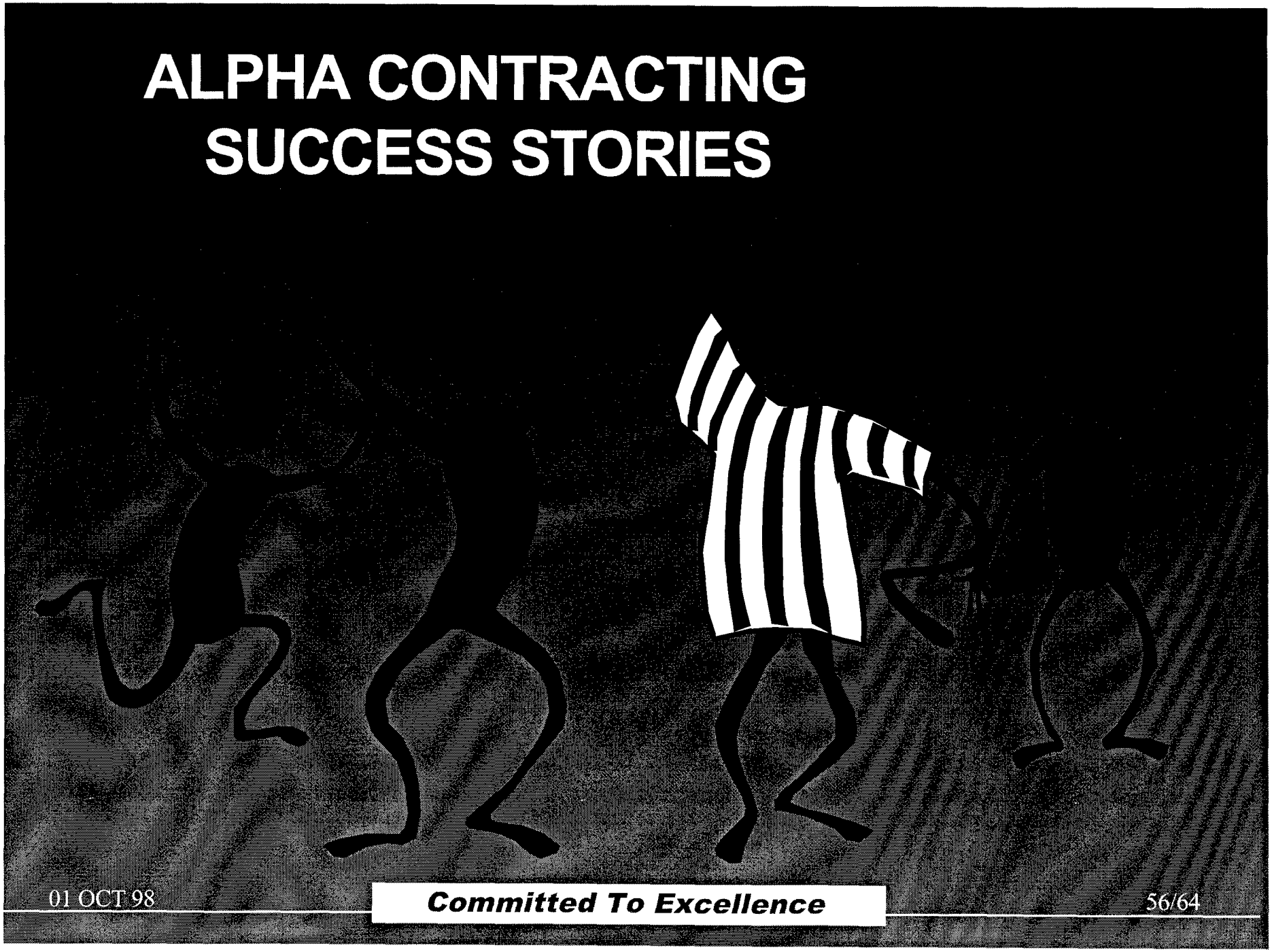
Reduce Cycle Time



Reduce Program Risk

Method Of Choice On All Sole Source Negotiated Contract Acti[illegible]s In TACO[illegible]ACALA

ALPHA CONTRACTING SUCCESS STORIES



ALPHA CONTRACTING SUCCESS STORIES

- Apache Area Weapons System, McDonnell Douglas Helicopter Systems, Aug 96
  - Winner, McDonnell Douglas Aerospace Quality Award
- M45 Chemical Biological Mask With Campbell Plastics Engr & Mfg, Inc., 8a Contractor, Aug 97
  - Hammer Award Runner Up
- M1A2 Tank Components, General Dynamics Land Systems, Jun 97 (Team Tank)

Long-Term Contracting... Lead Time Reduction

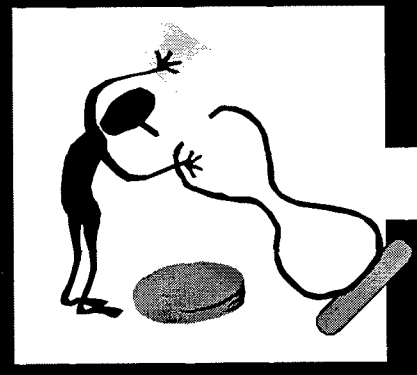
- *TACOM-ACALA: 72 Percent Reduction in Administrative Lead Time (ALT) and Procurement Lead Time (PLT) To Date*



- FY 1990 Baseline: 822 Days
- Current PLT: 234 Days

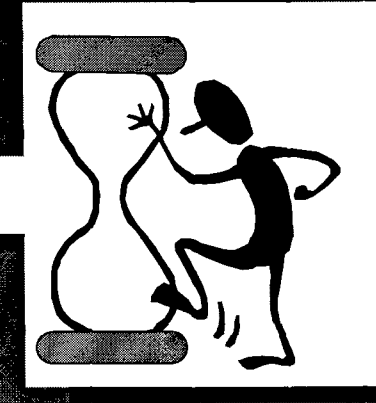
Ultimate TACOM Goal: 48 Hours

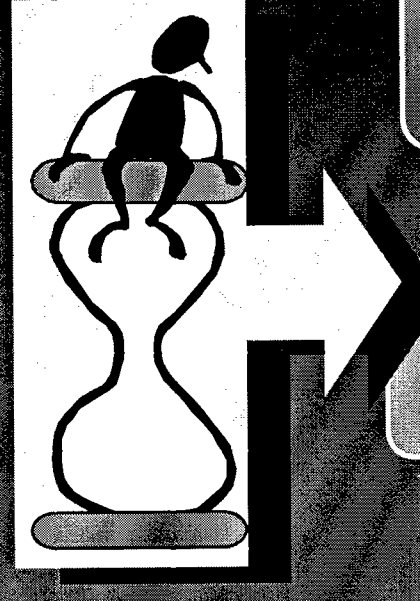
Long-Term Contracts:



Award Covers All Requirements For Three Years

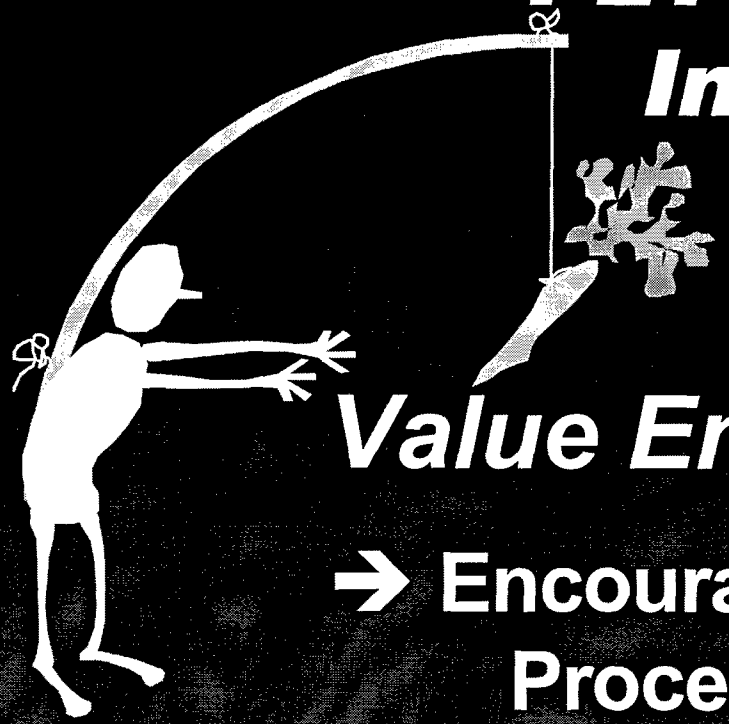
Buys Response Rather Than Inventory





Placed in Anticipation of a Need

PLT Reduction Initiatives

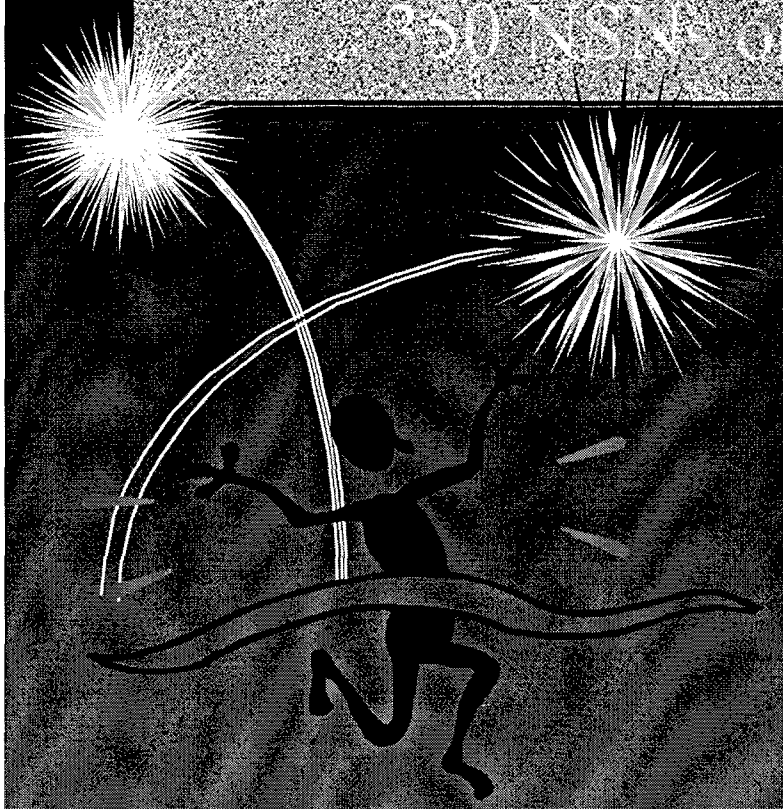


Value Engineering Clause:

- Encourages PLT Reduction Thru Process/Material Changes
- Clause Used and Savings Calculated With NSN Supply Performance Analyzer

Our Long-Term Contract (LTC) GOALS

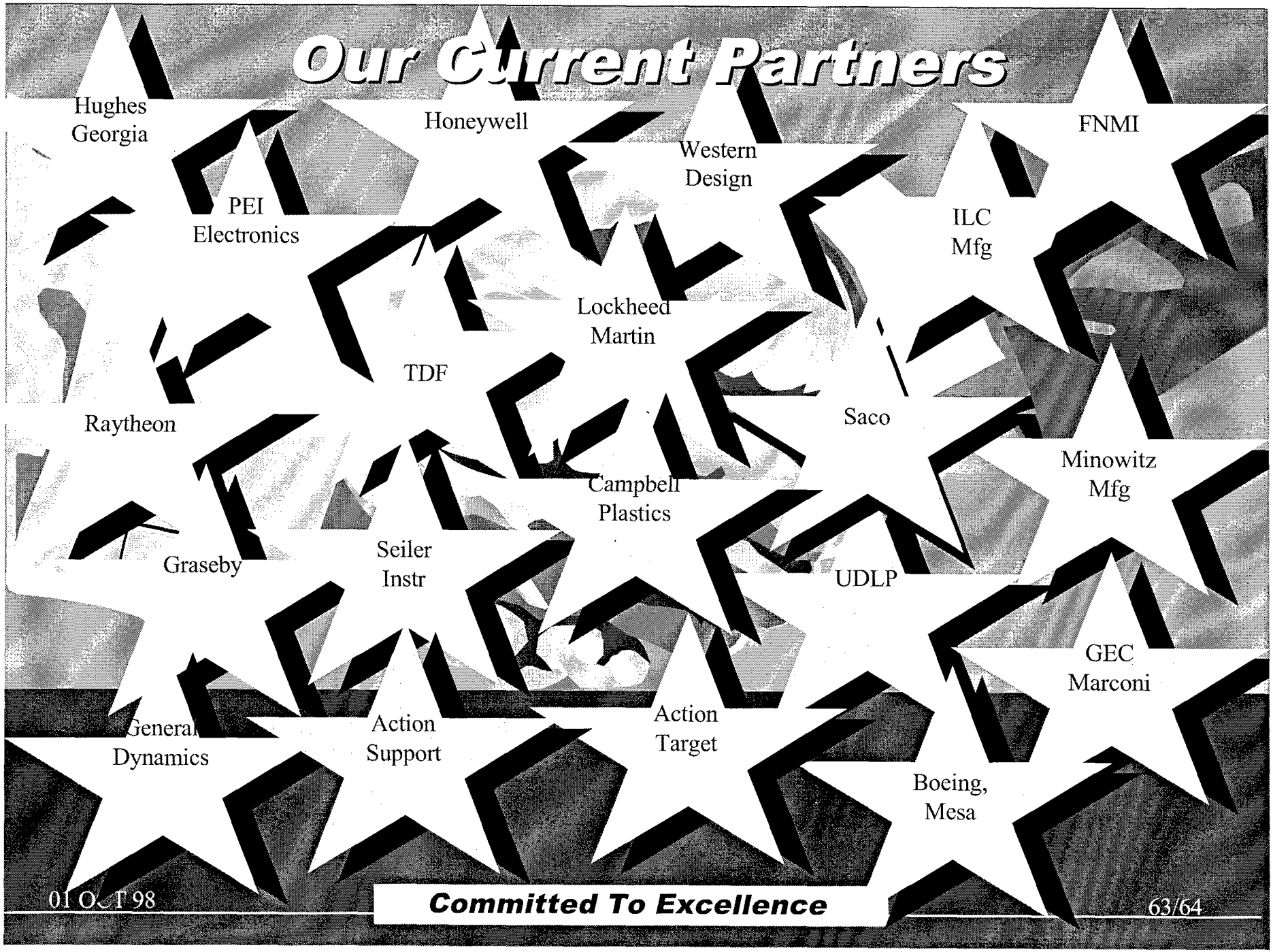
- TACOM-ACALA Goal:
  - 350 NSNs on LTC per Fiscal Year



- NSNs on Long Term Contracts To Date:
  - Total: 1,465
  - FY 98: 400

Partnering With Industry

- *TACOM-ACALA began Partnering in 1995*
- *Commitment between two or more parties:*
  - Improve Work Relationships
  - Improve Communications
- *NOT Mandatory - NOT Legally Binding*
- *Formula for SUCCESS:*
  - EVERY Player - from Top Management on Down Must be COMMITTED to the Partnership


Our Current Partners
Hughes Georgia
Honeywell
FNMI
Western Design
PEI Electronics
ILC Mfg
Lockheed Martin
TDF
Raytheon
Saco
Minowitz Mfg
Campbell Plastics
Graseby
Seiler Instr
UDLP
GEC Marconi
General Dynamics
Action Support
Action Target
Boeing, Mesa
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You are cordially invited
To Partner with us.
Commit today !
Kris Mendoza
Kris Mendoza
Partnering Champion
(309) 782-6736
98
Committed To Excellence



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Mobility and Firepower for America's Army



APBI - 1998

Building Partnerships for the 21st Century

Presented by:

Mr. Ronald H. Vogt
Executive for Operations

28 Oct 1998

Tank-automotive & Armaments COMmand

TACOM
Mobility and Firepower for America's Army

TACOM I M M C
Briefing Outline

OMA & AWCF Funding Trends
Foreign Military Sales Trend
Contracts
EC/EDI
Focus Sustainment
Depot Transition

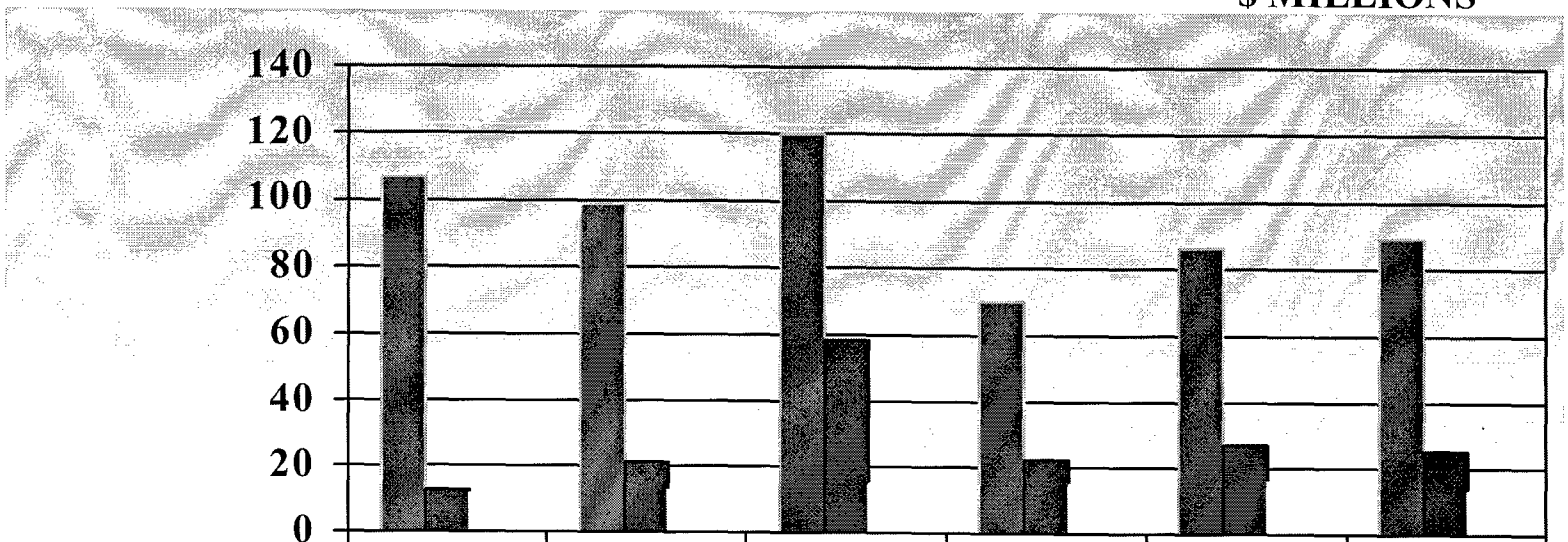
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OMA FUNDING LEVEL

$ MILLIONS



	FY96	FY97	FY98	FY99	FY00	FY01
ORGANIC	106.8	99.1	120.1	70.2	86.5	89.5
CONTRACT	12.6	21.4	58.1	22.7	26.8	25.5
PPSS	11.8	12.8	14.7	15.2	16.1	13.1

Increase in FY98 due to approval of AIM XXI.

Decrease in FY99 and out due to PBD021.

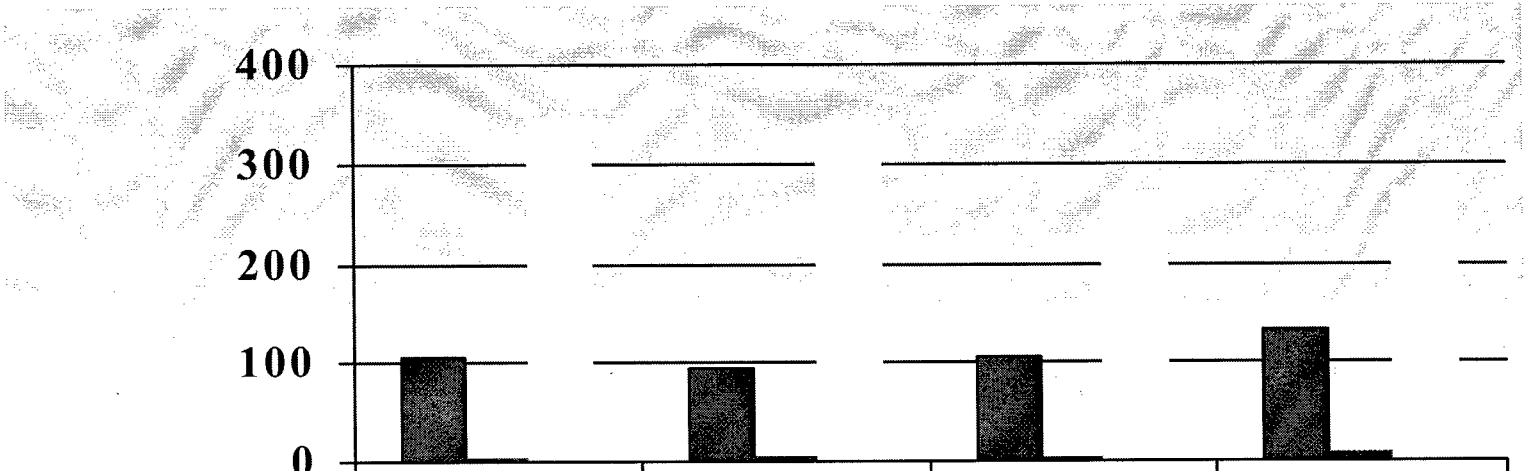
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TACOM-IMMC

AWCF FUNDING LEVEL

$ MILLIONS



	FY96	FY97	FY98	FY99
Depot	105.7	94.6	106.4	132.6
Contract	2.5	4.2	2.5	6.7
Acquisition	346.2	328.2	273.6	274.2

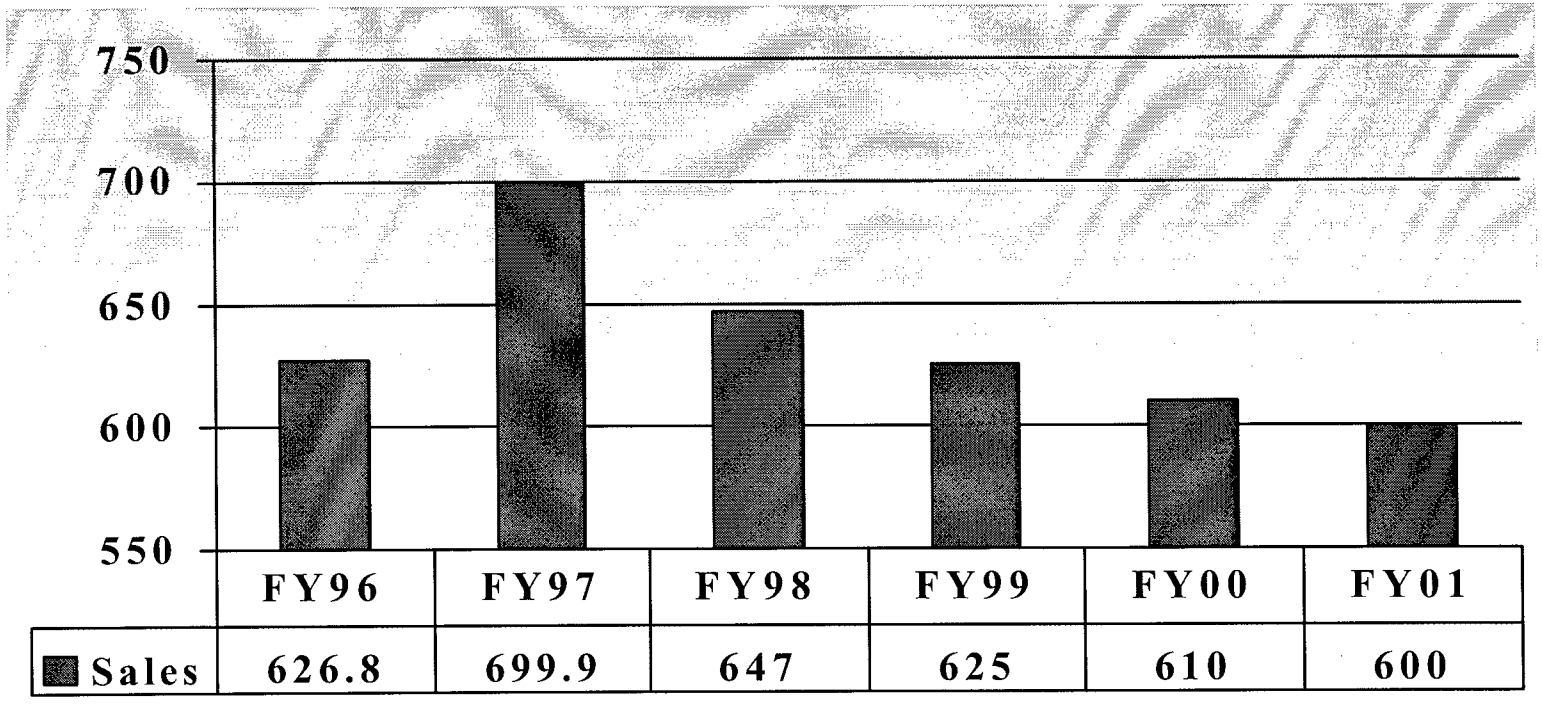
Expenditures for Acq/Repair are equal to our funded level.
We are not permitted to over obligate.

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Foreign Military Sales
FUNDING TREND

$ MILLIONS



	FY96	FY97	FY98	FY99	FY00	FY01
Sales	626.8	699.9	647	625	610	600

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HAND - OUTS

CONTRACTS INFO

FORECASTED BUYS FOR FY99

FED STK NUM	UI
2530011442966[illegible]	EA
2530010076290[illegible]	EA
2530012501481[illegible]	EA
2815011439666[illegible]	EA
2530010092931[illegible]	EA
2815001507405	EA
2610013337[illegible]	EA
2610011714746	EA
2540013[illegible]7965	AT
2530012581917	EA
2610011261576	EA
2815011422765	EA
2610012161384	EA
2835[illegible]07400[illegible]4	EA
2920011442966[illegible]	EA
2530011407615	EA
2940011[illegible]70[illegible]	EA
[illegible]	EA

FY99 CONTRACT REPAIR

WPN SYS	NSN
FAASV	2805-01-210-0301
	6625-01-270-3653
	6350-01-273-8381
M109	3010-01-373-5945
	2920-01-442-4344
STE/M/IBFVS	6625-01-271-7842
	5905-01-271-1466
	5999-01-252-0191
	5999-01-067-8961
	5999-01-135-4515
	5999-01-130-9059
M113 FOV	2530-01-139-3748
BFVS	2520-01-285-9827
	2520-01-274-6449
M1 FOV	5995-01-317-7616

FOREIGN MILITARY SALES CONTRACTS

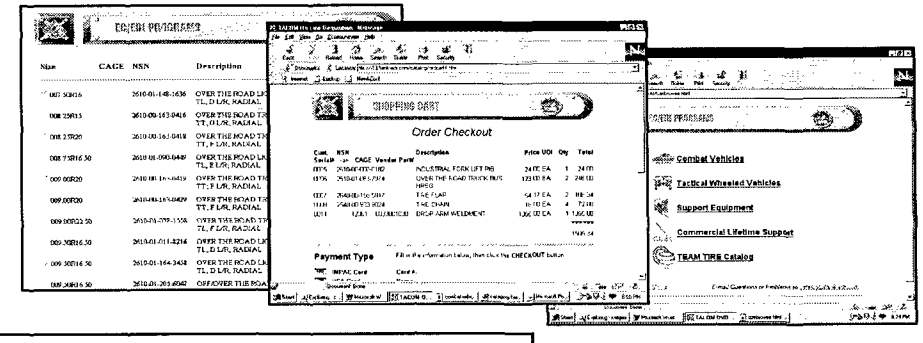
NOMENCLATURE	FY99	FY00
M1A2 ABRAMS TANK	90	100
HEAVY ASSAULT BRIDGE	6	
M88A2 RECOVERY VEHICLE	58	
M992A2 FAASV	48	
M1085A1 5 TON TRUCK	129	
M1083A1 5 TON TRUCK	17	
M1091 5 TON TRUCK	40	
M105A3 TRAILER	12	
M1000 TRANSPORTER		12
M1101 HMT	20	
M149A2 WATER TRAILER	40	
M200A1 TRAILER	9	
M1022A1 DOLLY	2	

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Web Catalog

- **On-line requisition capability for retail level**
- **Platform for retail purchasing via credit cards**
  - maintain TACOM sales; reduce DFAS fees
- **Basis for Commercial Lifetime Support (CLS)**
  - Low volume systems supported by vendor part #
  - Buying by part number save significantly over establishing NSNs



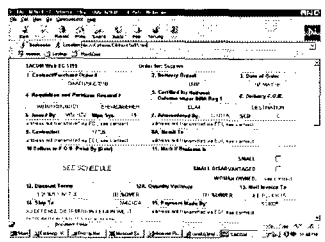
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TACOM Web EC

- **Interactive support for SME's**
- **On-line, e-forms access to DVD/EDI transactions**
- **Day One functionality for delivery orders, order acknowledgements and shipment notices**
- **Server based, minimal vendor expense**
  - Win 95/NT, modem, internet access
- **Secure access by ID/password per vendor**
- **Platform for future interactive modifications, bar code labels and more**
-







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FOCUSED SUSTAINMENT

WHAT IS FOCUSED SUSTAINMENT?

"BUY ONLY WHAT'S NEEDED; SPEND ONLY WHAT'S NECESSARY"

Indefinite Quantity, Indefinite Delivery Contract Instruments that provide logistics services and products on demand.

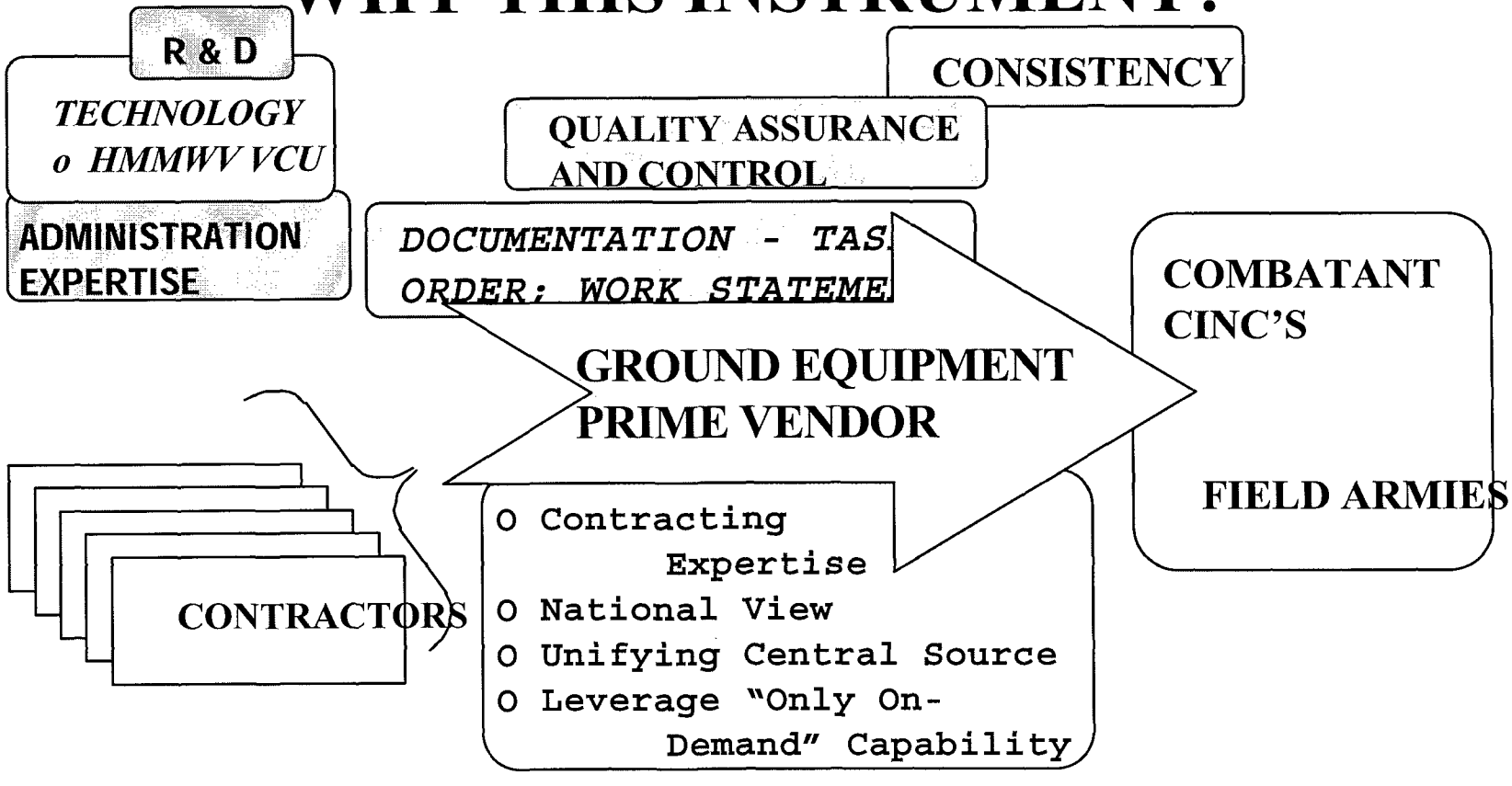
10-year contract with products and services covering all sustainment aspects; individually priced - each product or service can be ordered in any increment required.

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FOCUSED SUSTAINMENT

WHY THIS INSTRUMENT?



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FOCUSED SUSTAINMENT

CONTRACT AWARD: 4 SEP 98

MARKETING PLAN:

-- CHIEF OF STAFF WEEKSUM

-- PERSONAL LETTERS TO:

- MACOM DCSLOGS
- CORPS COMMANDERS
- COSCOM
- DIV COMMANDERS
- NATIONAL GUARD
- USAR
- CASCOM
- OC&S

-- ARTICLES IN LOGISTICIAN MAGAZINE

-- AEPS

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FOCUSED SUSTAINMENT

FOCUSED SUSTAINMENT PARTICIPANTS

- **LEAR SIEGLER**
  (Annapolis, MD) Large Business

- **DIMENSIONS INTERNATIONAL INC.**
  (Alexandria, VA) Large Business

- **EAGLE SUPPORT SERVICES CORP.**
  (Huntsville, AL) Small Business

- **PREMEIR PROFESSIONAL SERVICES INC.**
  (Huntsville, AL) Small 8(a) Women-Owned

- **LOGISTICS, ENGR & ENVIRON SUP SERV.**
  (Huntsville, AL) Small 8(a) Women-Owned

- **DUCOM Inc.**
  (Silver Spring, MD) Small 8(a) Women-Owned

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DEPOT TRANSITION

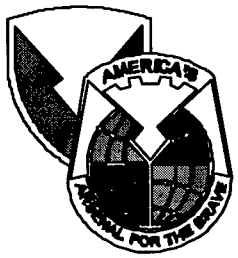
MISSION STATEMENT

Our Integrated Process Team's mission is to develop a transition plan to transfer depot management responsibilities from Headquarters, IOC, to Headquarters, TACOM, permitting effective command and control of Anniston Army Depot and Red River Army Depot. Operational Control (OPCON) is to occur on 1 Oct 98 with full command and control on 1 Oct 99. In conjunction with CECOM, IOC, and Headquarters AMC, the IPT will review all functions and processes to assess their value added and make determinations to eliminate, re-engineer, or adopt as-is.

AMCLG Memo
1 Jul 98 directed transfer of
rail mission at Hill AFB

VISION

To create an integrated business environment, supported by an integrated data environment, that provides a seamless merger of the core capabilities of Anniston and Red River Army Depots with TACOM's, resulting in enhanced support to our customers at lower cost.



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DEPOT TRANSITION

IOC

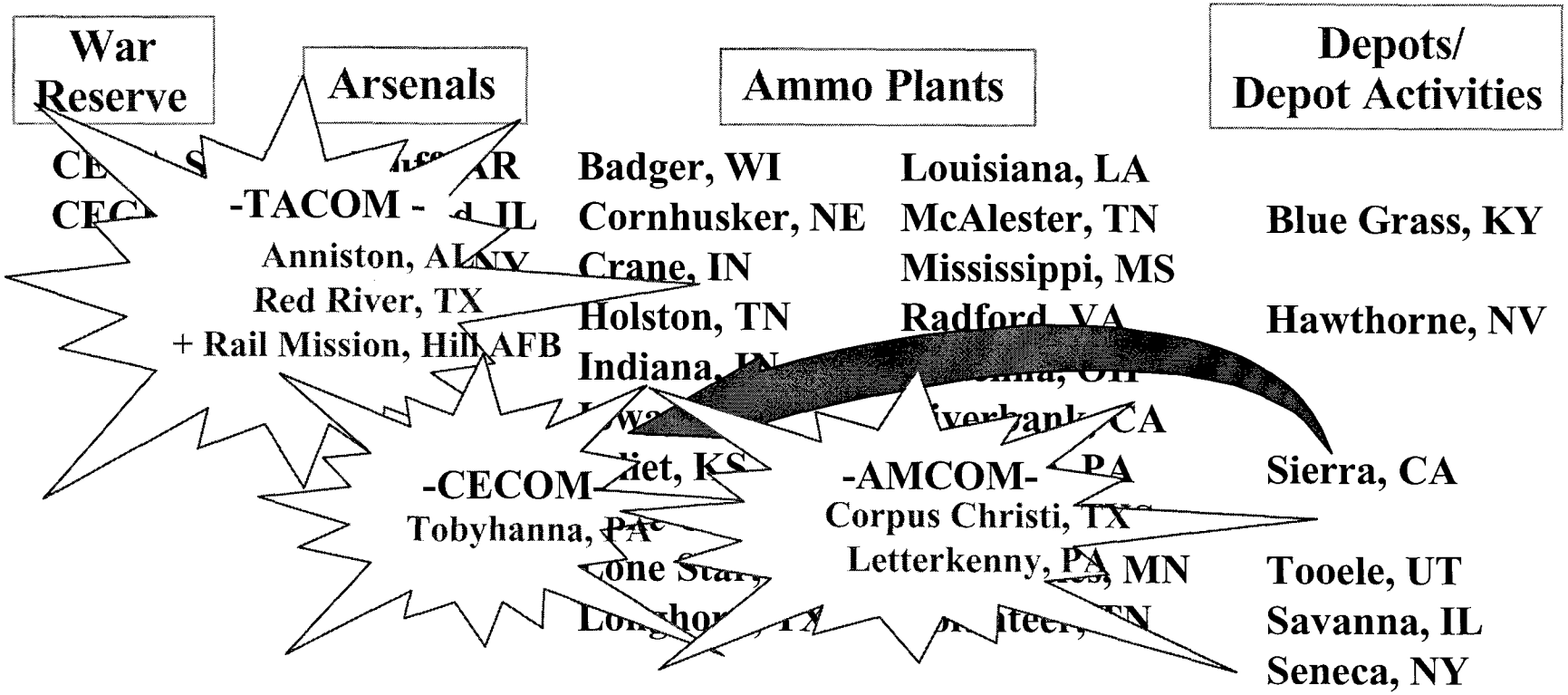
War Reserve	Arsenals	Ammo Plants		Depots/ Depot Activities
CEGA-SC	Pine Bluff, AR	Badger, WI	Louisiana, LA	Anniston, AL
CEGE-NE	Rock Island, IL	Cornhusker, NE	McAlester, TN	Blue Grass, KY
	Watervliet, NY	Crane, IN	Mississippi, MS	Corpus Christi, TX
		Holston, TN	Radford, VA	Hawthorne, NV
		Indiana, IN	Ravenna, OH	Letterkenny, PA
		Iowa, IA	Riverbank, CA	Red River, TX
		Joliet, KS	Scranton, PA	Sierra, CA
		Lake City, MO	Sunflower, KS	Tobyhanna, PA
		Lone Star, TX	Twin Cities, MN	Tooele, UT
		Longhorn, TX	Volunteer, TN	Savanna, IL
				Seneca, NY

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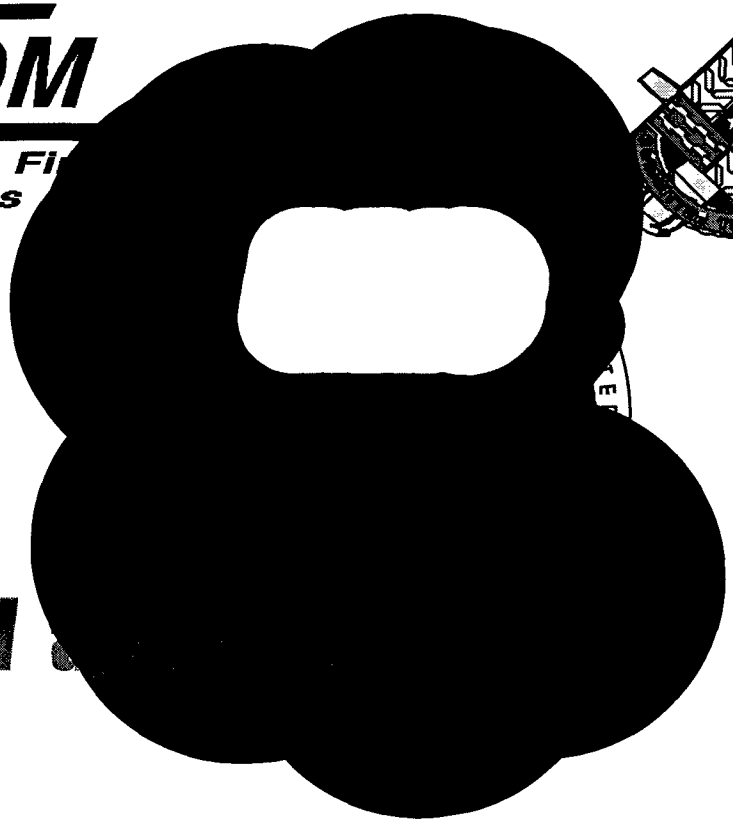
DEPOT TRANSITION

IOC



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for America's



IMMC on the WWW

http://www.tacom.army.mil/immc/immc.htm



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