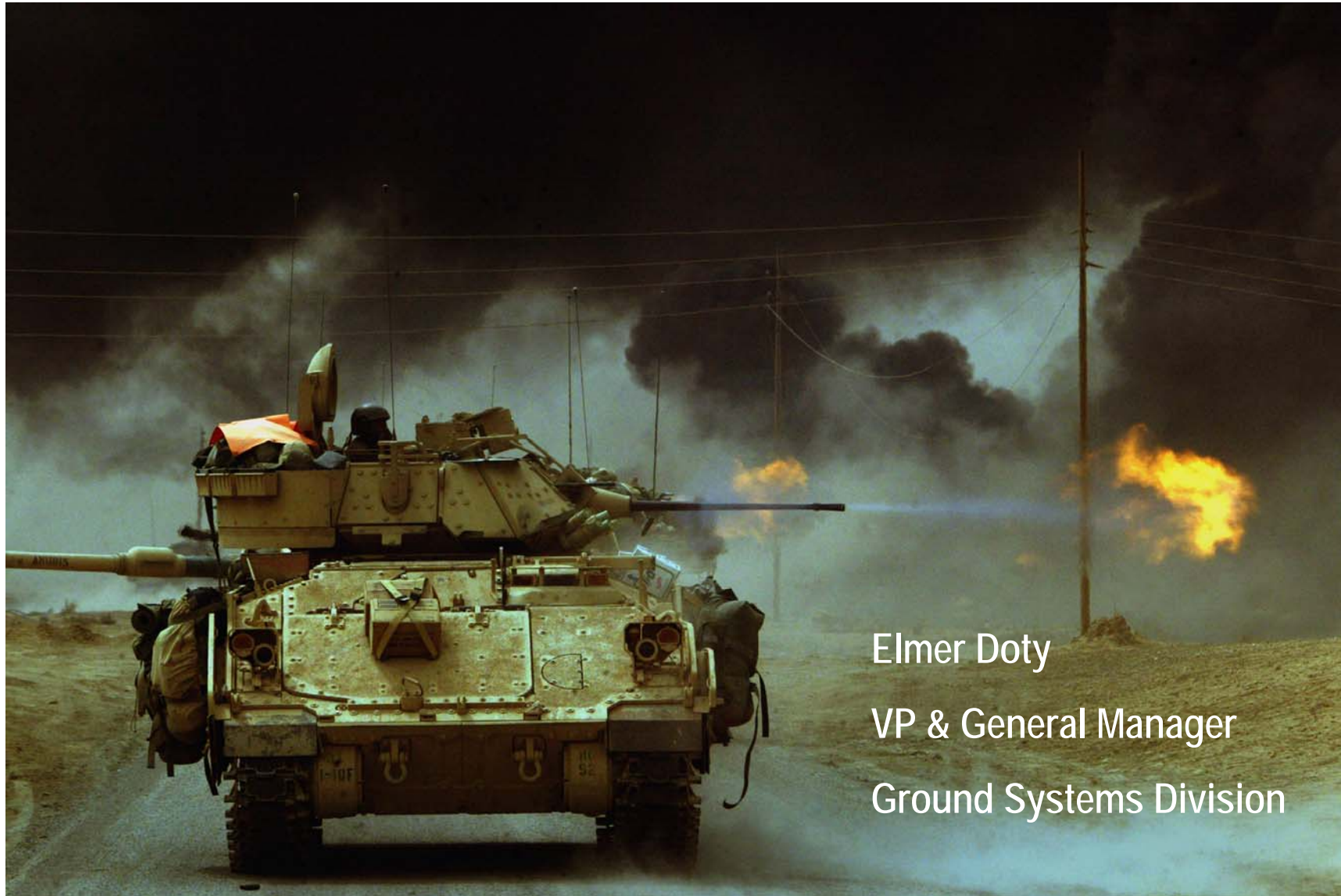


# INDUSTRY CHALLENGES AND PROSPECTS

United Defense





Elmer Doty  
VP & General Manager  
Ground Systems Division


# United Defense Products

United Defense



 In service with the U.S. Army and/or USMC in Operation Iraqi Freedom

 In service with the U.S. Navy in Operation Iraqi Freedom

 Advanced prototypes

# Where We Are

United Defense



- **It's good business**
  - ▶ Small business brings capabilities that UDLP does not have
  - ▶ Success of small businesses is critical to the economic vitality of our nation
  - ▶ Successful businesses result in greater employment in our communities
- **It's a policy of our government**
  - ▶ FAR Subpart 19.201 - It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns.

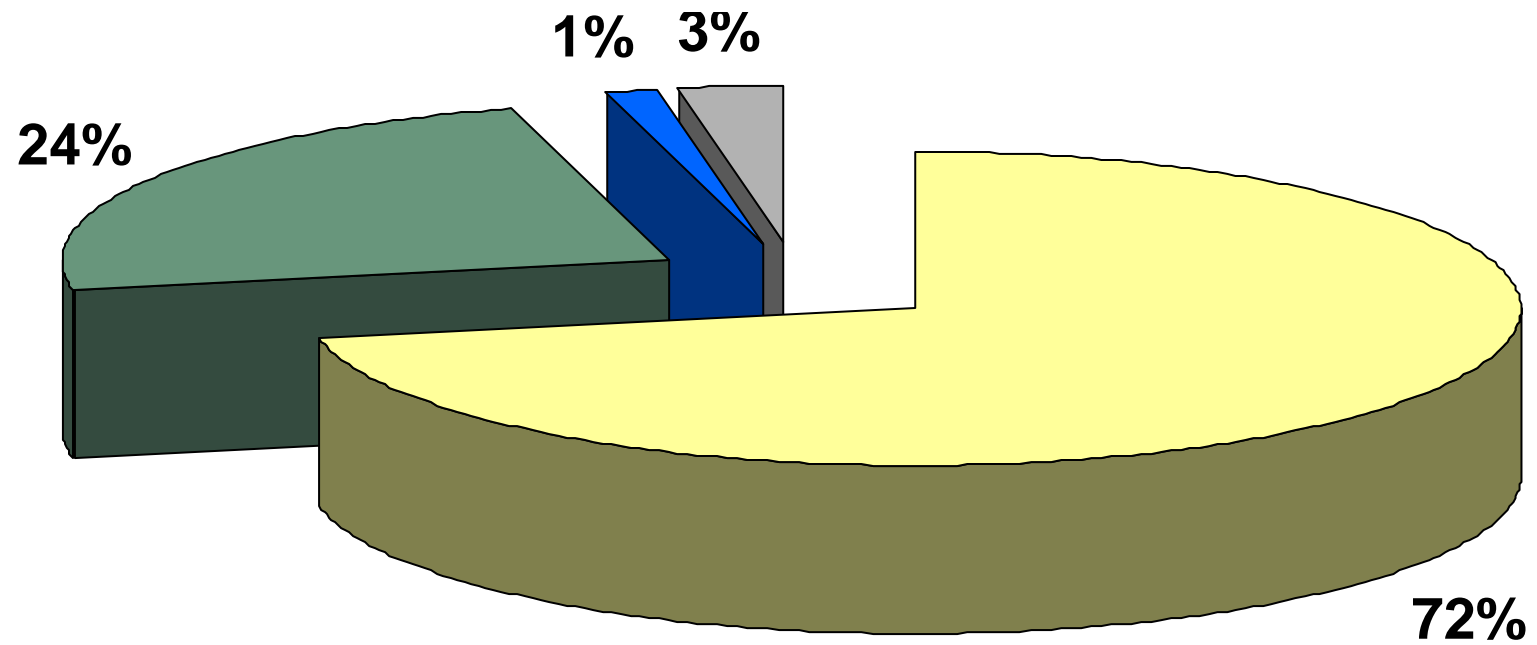
# What We Consider When Choosing a Small Business Partner

- Technical Know-How
- Financial Stability
- Flexibility
- Service After Sale
- Reputation
- Warranty of Product
- Quality of Work
- Reliability
- Competitiveness (New Ideas)
  - ▶ Point-of-Use Delivery
  - ▶ Just-In-Time Delivery
  - ▶ Lean Manufacturing

**The goal is to provide a Win/Win for Both Partners**

# Small Business Content of Purchases

United Defense



**Applicable United Defense purchases in 2002 were about \$700M.**

**28% went to the small business base.**

**This is less than in years past due to recent acquisitions**

■ Large  
■ Small  
■ SDB  
■ SWOB

- 1994 – Recipient of SBA’s Dwight D. Eisenhower Award
- 1995 – Outstanding SBLO Service Award to the Minority Community of Central Pennsylvania
- 1997 – Charles Price Award
- 1996, 1997, 1998, 1999, 2000, 2001– DCM Philadelphia 5% SDB Achievement Award
- 2000 – Recipient of the SBA Award of Distinction
- 2001 – Minnesota Minority Supplier Development Council’s Minority Business Enterprise Recognition Award

# FCS Status

## Manned Ground Vehicle Requests for Information (RFI)

- Purpose: to obtain Industry Information without compromising Proprietary Data
- RFIs being issued now through 1Q 2004
- RFIs Released To Date
  - ▶ Chemical Biological Radiological and Nuclear (CBRN) Detection and Warning Reporting
  - ▶ NBC Water Filtration
  - ▶ Power Converter
  - ▶ Actuators
  - ▶ Traverse Bearing



- Potential Future RFIs
  - ▶ Driving Sensors
  - ▶ Crew Station Displays
  - ▶ Electrical Crew Station Subsystems
  - ▶ Mechanical Crew Station Subsystems
  - ▶ Fire Control Electronics
  - ▶ Active Protection Systems
  - ▶ Ammo Systems
  - ▶ Armament Systems
  - ▶ Countermeasures

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