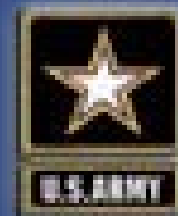


Future Combat Systems

Cari Garrison
FCS SM&P Director

***The 7th Annual Army
Small Business
Conference***



FCS Small Business Policy



- FCS policy is to actively encourage and seek out Small/Diversity Business participation
- The FCS SDD contract awarded to the Lead Systems Integrator (LSI) establishes small business goals
- The LSI has a small business subcontracting plan that is aligned to be SDD contract goals.

The LSI recognizes the benefits of a Small Business

FCS Goals



	FCS SDD Goals (% of Boeing subcontracted Dollars)
Small Business	17.5%
Small Disadvantaged Business	3.5%
Woman Owned Small Business	2.5%
Historically Underutilized Business Zone Small Business	0.3%
Veteran Owned Small Business	1.5%
Service Disabled Veteran Owned Small Business	0.2%

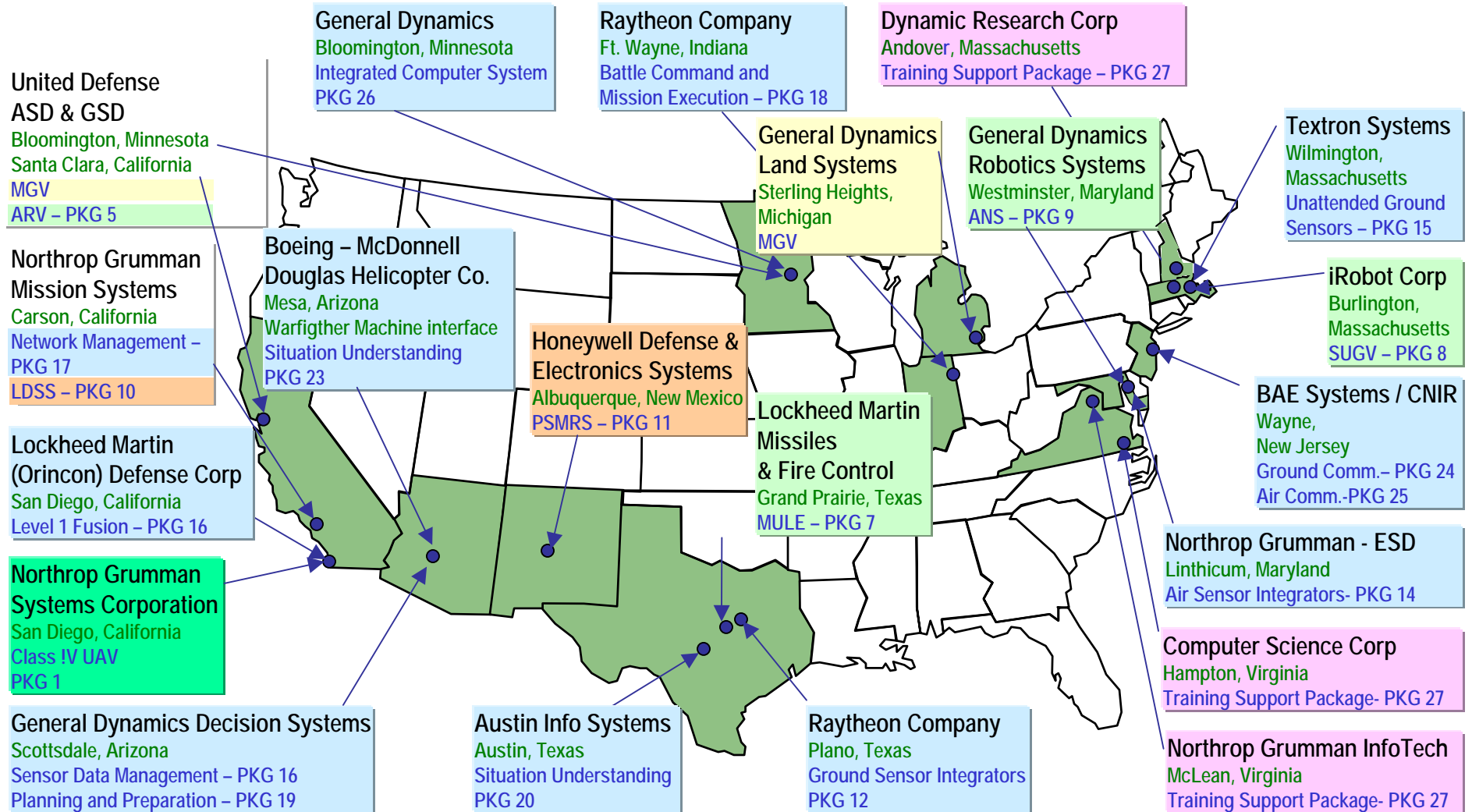
Contracting Approach



- **Broad Industry Announcements (BIA's)**
 - Utilize BIA process to identify and include the Best of Industry for FCS
 - Significant industry participation (over 4500 proposals evaluated)
- **Conducted Nine industry briefings with over 1100 participants**
- **System Design and Development (SDD) Competition**
 - RFPs unrestricted to Industry
 - Over 1600 RFPs released to 309 suppliers for 23 subcontracts
- **FCS policy encourages Small business participation**
 - Small businesses are a large part of our “Best of Industry” team
 - Small business plan is aligned to contract goals that are flowed down to our large business partners
- **23 supplier partners selected (21 large and 2 small)**

Building the “Best of Industry” Team

FUTURE COMBAT SYSTEMS



FCS LSI Partners

Partner	Location	Package	Web Site	Small Business Liaison Contacts	
Austin Info Systems	Austin, TX	(20) Situational/Understanding	www.austininfo.com	Small Not Applicable	
BAE Systems - CNIR	Wayne, NJ	(24) Ground Platform Systems	www.baesystems.com	James Nunemaker	james.nunemaker@baesystems.com
BAE Systems - IESI	Nashua, NH	(25) Air Platform Systems	www.baesystems.com	Ira Brand	ira.brand@baesystems.com
Computer Sciences Corporation	Hampton, VA	(27) Training Support Package	www.csc.com	Ruby Dargan	rdargan@csc.com
Dynamics Research Corporation	Andover, MA	(27) Training Support Package	www.drc.com	Walter Collins	wcollins@drc.com
General Dynamics – Advanced Information Systems	Bloomington, MN	(26) Integrated Computer Systems	www.gd-ais.com	John Hornseth	john.hornseth@gd-ais.com
General Dynamics – Decision Systems	Scottsdale, AZ	(16) Sensor Data Management (19) Planning and Preparation	www.gdds.com	Ron Steele	ron.steele@gdds.com
General Dynamics – Decision Systems	Westminster, MD	(9) Autonomous Navigation System	www.gdds.com	Cheri Russell	crussall@gdds.com
Honeywell Defense & Electronics Systems	Albuquerque, MN	(11) Platform Soldier – Mission Readiness System	www.honeywell.com	Bill Spofford	bill.spofford@honeywell.com
iRobot	Burlington, MA	(8) Small Unmanned Ground Vehicle	www.irobot.com	Small Not Applicable	
Lockheed martin – Missiles & Fire Control	Grand Prairie, TX	(7) Multifunction Utility/Logistics and Equipment Vehicle	www.lockheedmartin.com	Cathy Usztan-Bedford	cathy.usztan-bedford@lmco.com
Locheed Martin – ORINCON Defense	San Diego, CA	(16) ISR Sensor Fusion, Level 1	www.orincon.com	Jay Cohen	jay.m.cohen@lmco.com
Northrop Grumman – Electronic Systems Division	Linthicum, MD	(14) Aerial Sensor integrator	www.northgrum.com	Susanne Adams	susanne.adams@ngc.com
Northrop Grumman – Information Technology	McLean, VA	(27) Training Support Package	www.northgrum.com	Sandy Vandereemf	sandy.vandereemf@ngc.com
Northrop Grumman – Mission Systems	Carson, CA	(17) Network Management (10) Logistics Decision Support Systems	www.northgrum.com	Ms. Pat Austin	pat.austin@ngc.com
Raytheon – Network Centric Systems	Plano, TX	(12) Ground Sensor Integrator	www.raytheon.com	Valerie King	valerie_king@raytheon.com
Raytheon – Network Centric Systems	Ft. Wayne, IN	(18) Battle Management and Mission Execution	www.raytheon.com	Valerie King	valerie_king@raytheon.com
Textron – Intelligent Battlefield Systems Division	Wilmington, MA	(15) Tactical and Unattended Ground Sensors	www.systems.textron.com	Holly Pare	hpere.systems.textron.com
United Defense – Ground Systems Divisions	Santa Clara, CA	(5) Armed Robotic Vehicle (ARV)	www.uniteddefense.com	Barbara Knox	barbara.knox@udlp.com

Small Business Approach



- **Subcontract flow down of FCS small business goals to large business subcontractors down to tier 3 level**
- **Incentivized Large Business by having achievement of Small Business goals as part of the award fee assessment.**
- **Use small businesses for other program expenditures (i.e. travel)**
- **Dedicated small business focals**
 - **Audry Musgrove of the Boeing Supplier Diversity Program**
 - **Lynn Livengood of SAIC to plan and lead FCS small/diversity business outreach efforts**
 - **Designated small business contacts at each large supplier**

Future Opportunities for Small Business



- **Work with selected FCS suppliers and their subcontractors**
 - SDD phase
 - LRIP and production phases
- **Additional LSI subcontract opportunities**
 - Engineering Services
 - Software
 - Modeling and Simulation
 - Logistics
 - Computer and Laboratory equipment
- **Technology Development**
 - Future FCS System capability
- **Continue to watch FCS website**
- **Visit the FCS booth today**

Communicating with Industry



FCS Dedicated Website

- <http://www.boeing.com/fcs>
- **Timely information on the FCS Program and periodic updates**
- **Instructions on how to participate on the FCS team**
- **Industry Day Presentations**
- **Bid Lists and award recipients**
- **Questions and Answers process/mailbox**
- **Upcoming Event notifications for LSI, Government and Major Suppliers**
- **What's New**
 - **Provides links to the most current information**
- **Utilization/Links to all major suppliers**
- **Open to the general public**

FCS Website



Website address - <http://www.boeing.com/fcs>

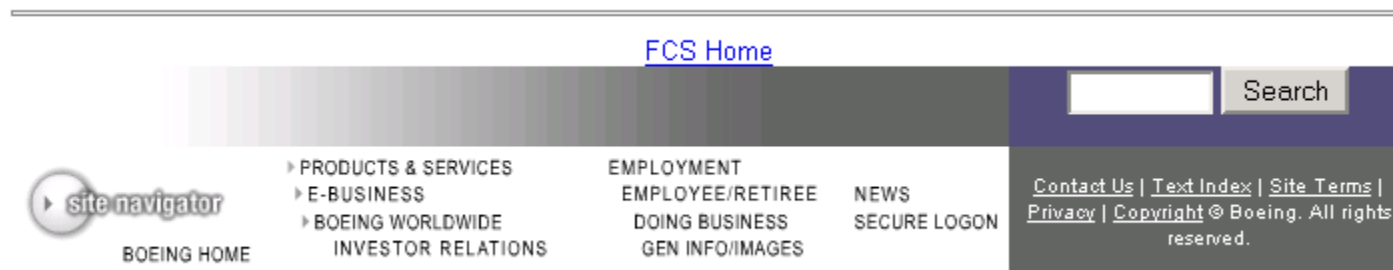
FCS Website – Industry Collaboration



Industry Collaboration

As stated in "[About FCS Program](#)" on this web site, a major objective and initiative for this program is for the LSI to continuously solicit and obtain "cutting edge" evolving technology from industry through our Industry Collaboration Initiative to ensure that the U.S. Army fields a "state-of-the-art" force as planned in 2010. To accomplish this, we will be continuously conducting Market Research, soliciting Industry Trade Study submittals, and seeking out and encouraging Small Business participation to "optimize" our composite Government - Industry LSI Team resources and capabilities. Please check out the links below for more information:

- ◆ [Unsolicited Proposals](#)
- ◆ [Market Research](#)
- ◆ [Supplier Diversity](#)





FUTURE COMBAT SYSTEMS
FCS
One Team - The Army/DARPA/Industry

The LSI is only as
good as our
Industry Partners
Questions?

BACK-UP SLIDES

FCS Small Business Subcontractors



- **Competitive Procurements**

- **Two set-aside packages**

- **Small Unmanned Ground Vehicle**
iRobot Corporation, Burlington, MA (\$21M)
 - **Situation Understanding Software**
Austin Info Systems, Austin TX (\$60M)



- **Subcontractor Small business Suppliers**

- **19 2nd tier suppliers identified thus far by Tier One supplier partners on 21 packages**

Manned Ground Vehicles

- MGV – Partners

- United Defense *
- General Dynamics Land Systems *



- Manned Ground Vehicles (8 vehicle variants)

- Mounted Combat System
- NLOS- Cannon
- Reconnaissance & Surveillance
- Infantry Carrier Vehicle (ICV)
- Command and Control Vehicle
- NLOS- Mortar
- Maintenance and Recovery Vehicle
- Medical Treatment and Evacuation Vehicle



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Unmanned Ground Vehicles



- **UGV Partners**

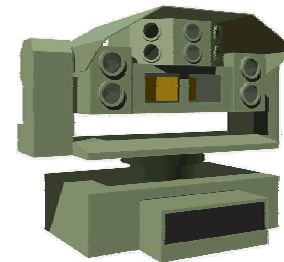
- **Small Unmanned Ground Vehicle – (SUGV)**
iRobot – Burlington, MA



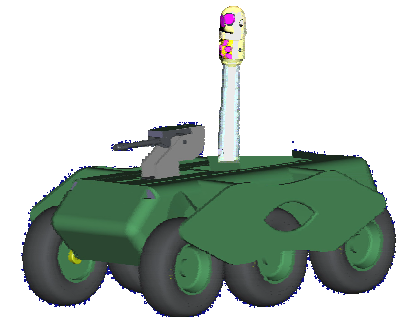
- **Multi-Functional Utility/Logistics and Equipment Vehicle (MULE)**
Lockheed Martin – Grand Prairie, TX



- **Autonomous Navigation System**
General Dynamics Robotics Systems



- **Armed Robotic Vehicles**
United Defense Ground Systems – Santa Clara, CA



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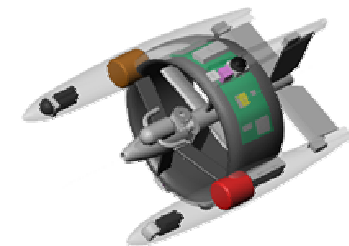
Unmanned Air Vehicles

- **Class IV Tactical UAV Systems**
 - Northrop Grumman Unmanned Systems San Diego, CA



Class IV

- **Class I UAV System**
 - Award deferred, coordinating with DARPA on existing technologies and opportunity to spiral in



Class I

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C4ISR



- **C4ISR – Command & Control, Communications and Computers, Intelligence, Surveillance and Reconnaissance**
- **C4ISR Partners**
 - **Ground Sensor Integrator – Raytheon NCS**
 - **Air Sensor Integrator – Northrop Grumman (Electronic Systems)**
 - **Ground & Air Vehicle Communications – BAE Systems (CNI / IESI)**
 - **Integrated Computers - General Dynamics (Advanced Information Systems)**

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Logistic Procurements



- **Logistics Partners**

- **Logistics Deployment Sustainment System (LDSS)**

Northrop Grumman – Carson, CA

- **Platform Soldier Mission Readiness System (PS-MRS)**

Honeywell – Albuquerque, NM

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Training Procurements



- **Training Partners**



Computer Science Corp – Hampton, VA

Dynamic Research Corp – Andover, MA

Northrop Grumman – McLean, VA

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