



**U.S. ARMY
MATERIEL
COMMAND**

AMC Small Business Program Overview

November 16, 2004

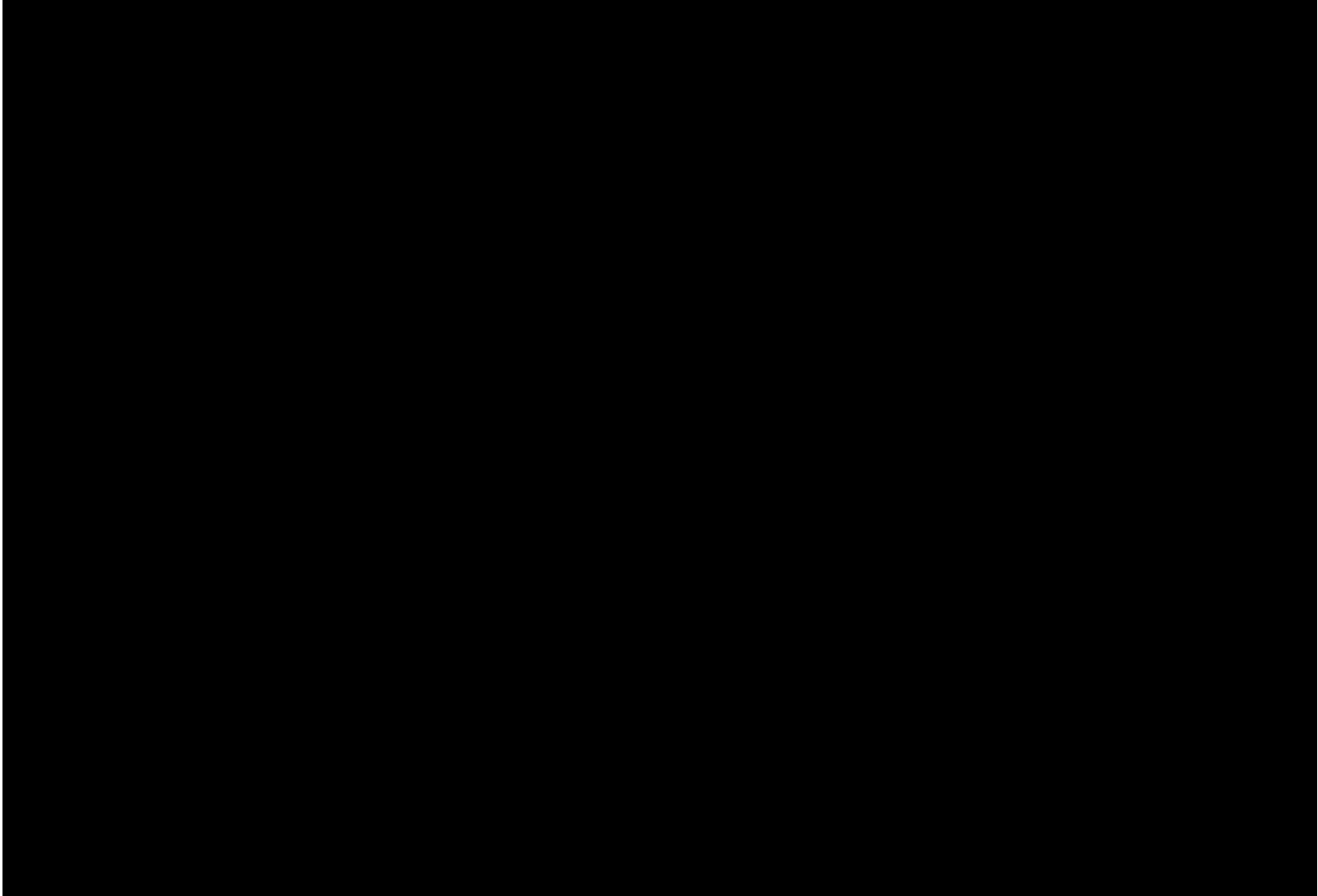
GEN Benjamin S. Griffin



"Need to be faster, more agile, less bureaucratic - Need to fight this every day."



ALL BUSINESS



"Need to be faster, more agile, less bureaucratic - Need to fight this every day."



AMC Mission



Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our Allies.

AMC is the Army's weapon system development and sustainment command

If a Soldier shoots it, drives it, flies it, wears it, or eats it, AMC provides it.



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HQ AMC & Major Subordinate Commands

TACOM



Civ Mil
11,206 99



Patricia Redding

AFSC



Civ Mil
5,530 209



Randy Bartholome

AMCOM

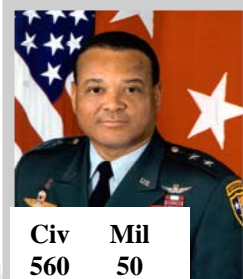


Civ Mil
8,243 208



Mitt Merritt, Jr.

USASAC

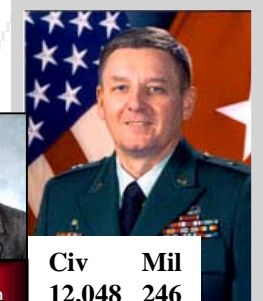


Civ Mil
560 50



John Rasmussen

RDECOM



Civ Mil
12,048 246

HQ AMC



Civ Mil
819 74



Scott Crossen

CECOM

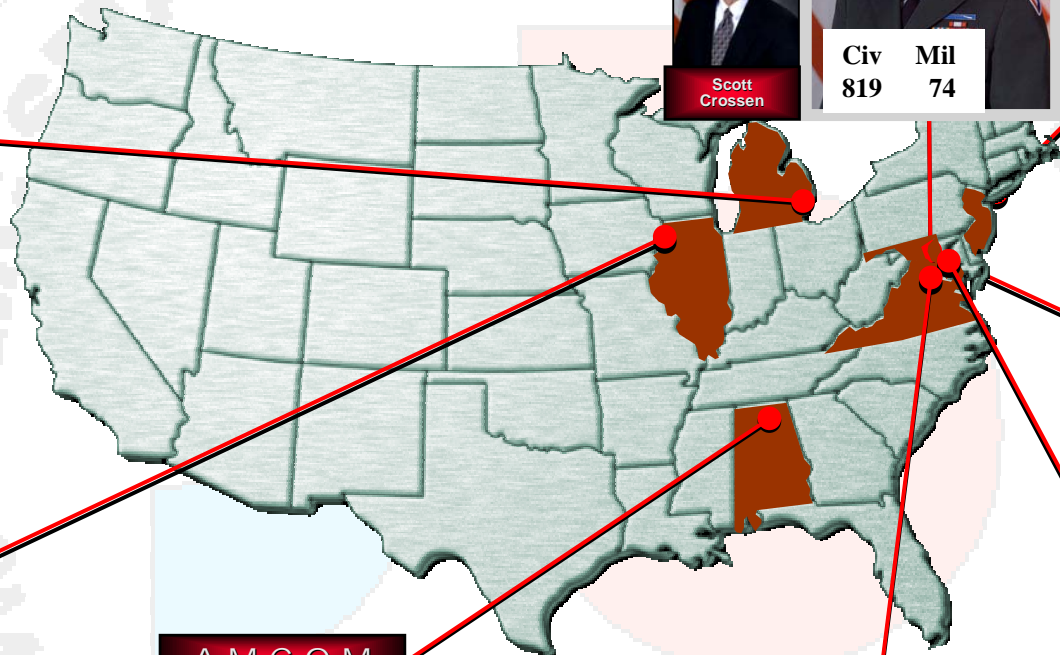


Civ Mil
6,916 95

CMA



Civ Mil
2,380 12



Numbers represent FY 04 authorizations



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AMC Small Business Offices



AMC contracts for:

- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services



Small Business Specialists

| | |
|-------------|----|
| Full Time - | 40 |
| Part Time - | 15 |

- AFSC – Army Field Support Command
- AMCOM – Aviation and Missile Command
- CECOM – Communications-Electronics Command
- RDECOM – Research, Development & Engineering Command
- TACOM – Tank-automotive and Armaments Command



Small Business Specialist Role



AMC CG DIRECTIVE

30 Jun 03

- SB Specialist at each buying command
- Appointed by Commander
- Report directly to Commander on all issues pertaining to SB
- > \$100 M annually -- FT
- < \$100 M annually -- PT

Ensure fair portion of contracts awarded to SBs

Advise and assist contracting, technical, and requirements personnel

Monitor the Command's performance against assigned targets

Serve as Commander's principal advisor on SB issues

Maintain an outreach program. Participate in conferences and Small Business Councils

Aid, counsel and assist SBs -- advice, information and instructions

Ensure organization takes necessary actions to implement the SB Program

Participate as members of Integrated Product Teams (IPTs)

Participate in acquisition planning to ensure appropriate SB participation



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Small Business

A Critical Component of our Defense Industrial Base

Supporting America's Warfighters

in Army Transformation

- Unmanned Aerial Vehicle systems
- Small Business Innovative Research activities
- Modular structures, counter-intelligence analysis, training systems
- Radio frequency tags
- An increasingly critical element of the force - in hostile areas

and on the battlefield today

- Uniforms, hand-held signal devices, projectile components, bomb lugs, ballistic blankets, body armor, roll-on/ roll-off platform tie-downs
- Air beam technology maintenance shelters and lightweight tactical tents
- AH-64 Tail Rotor Blade Erosion Strips
- Batteries, antennas and night vision components

"Small Business plays a critical role in supporting our Warfighters"

Benjamin S. Griffin
General, Commanding U.S. Army
Army Materiel Command



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Small Business is Big Business At AMC

Total Contracts \$ 26.3 Billion

Small Business \$ 4.3 Billion

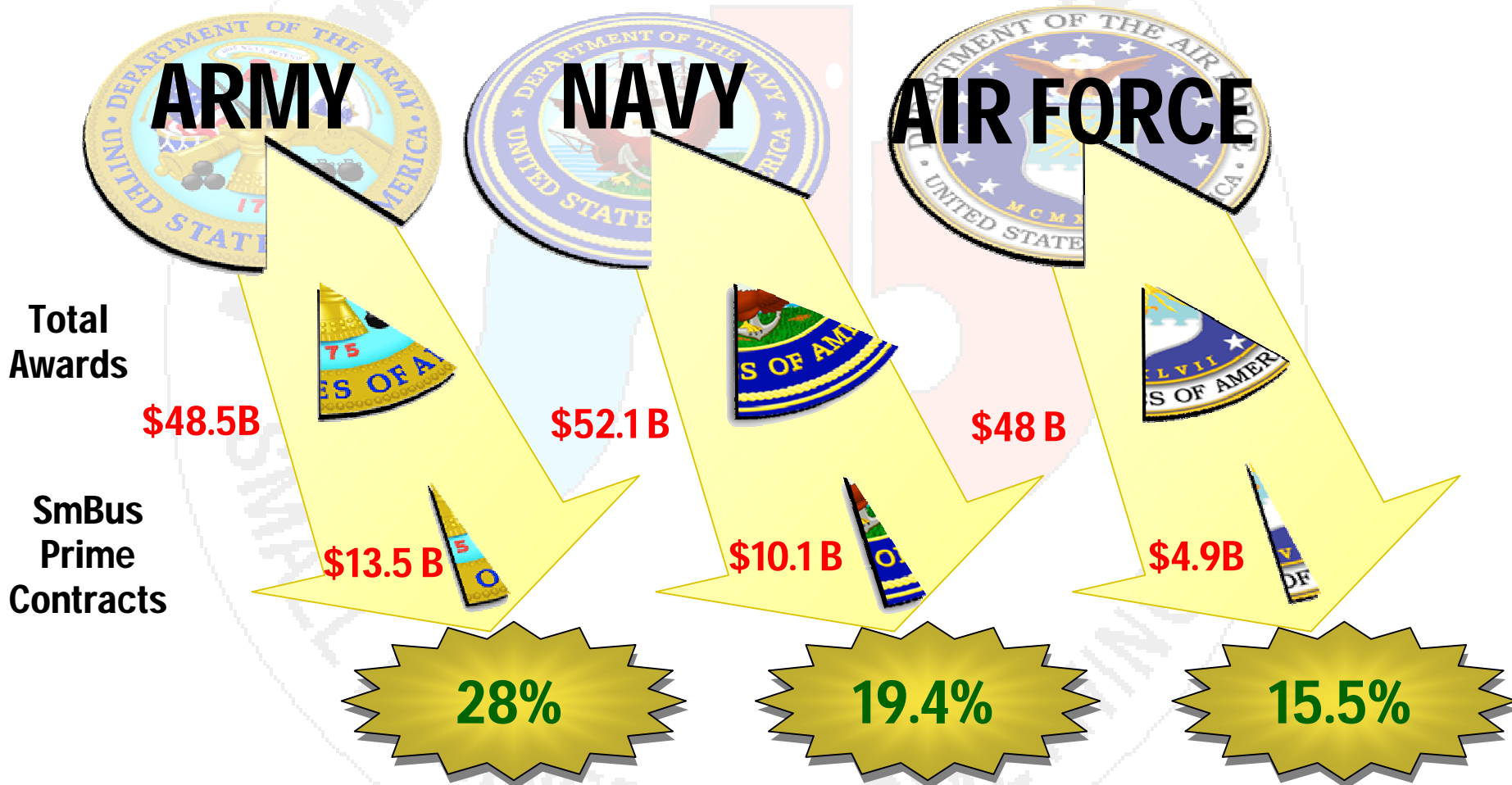
Total 2003



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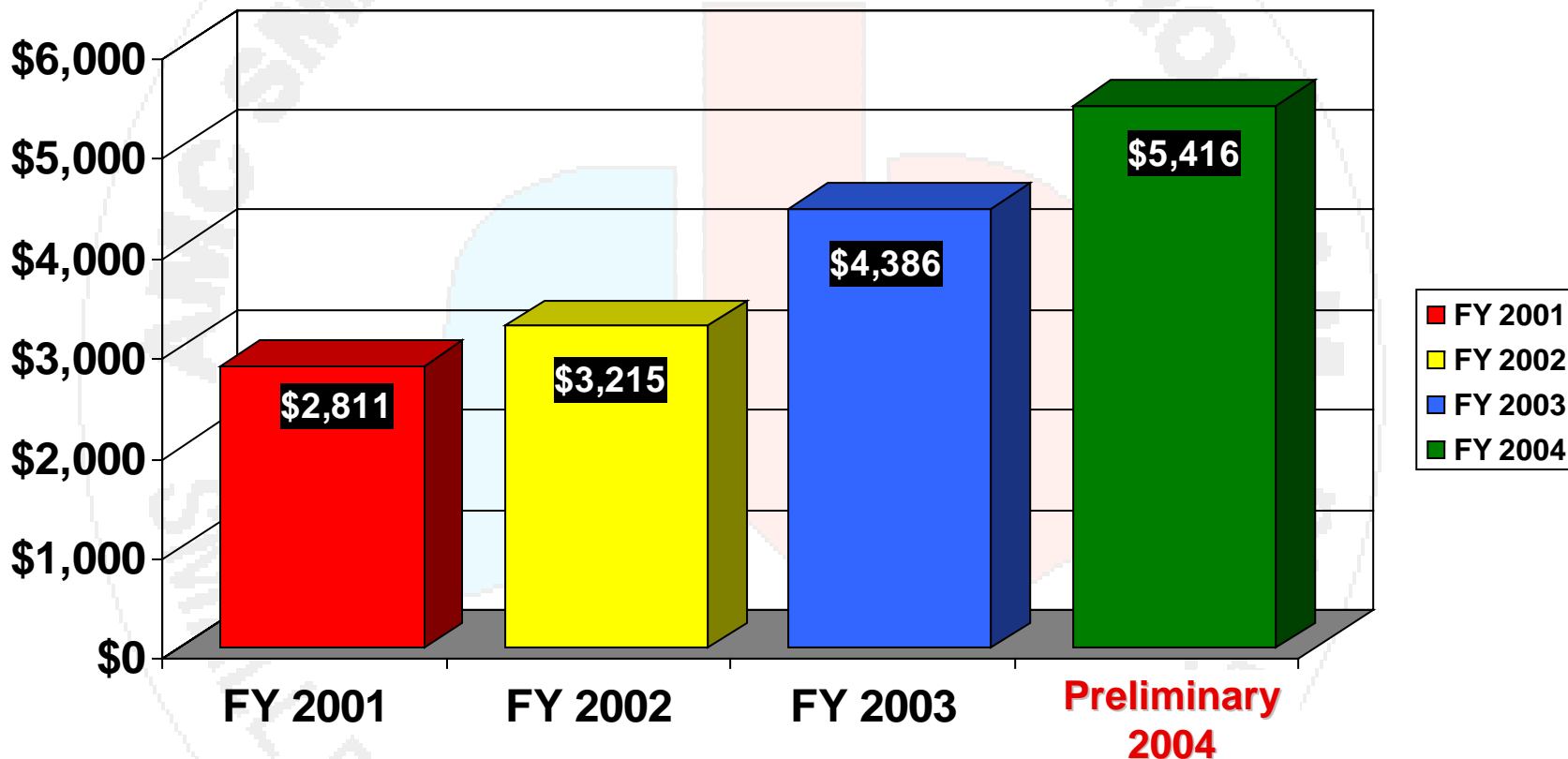
Total Procurement Awards and Prime Contracts FY03



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AMC Small Business Program Obligations in Millions

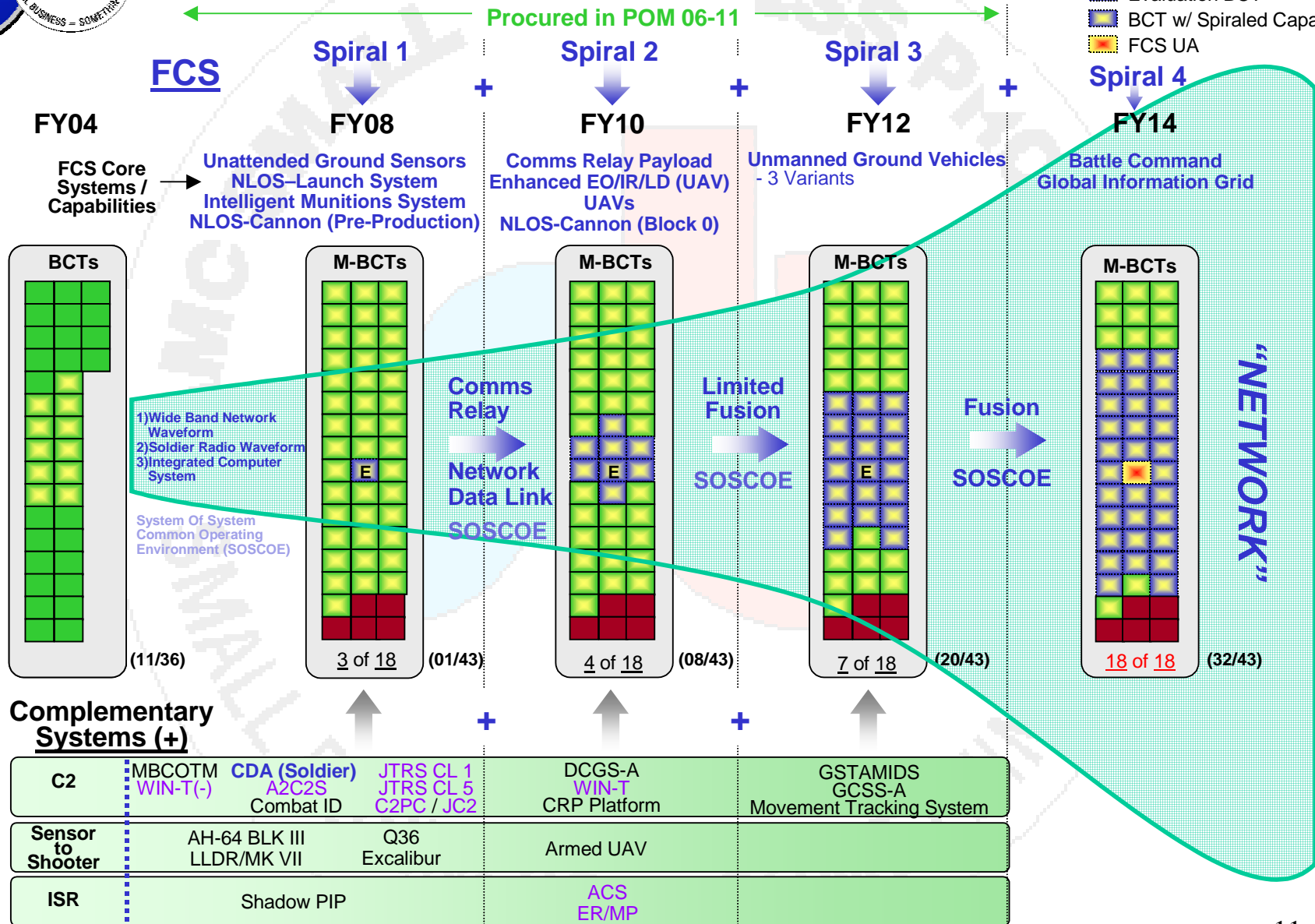


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Acceleration Strategy

- Army BDE
- Pending FY 06 Decision
- Modular Construct
- E Evaluation BCT
- BCT w/ Spiraled Capabilities
- FCS UA



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Accelerating FCS Capabilities

Revised Strategy to Meet the Needs of the Army at War

Capabilities: Spirals capabilities to the current force- Fields **18 of 18** Core FCS Systems

Funding: \$9B available for **reinvestment in Spiraling Technology into Current Force**

Schedule: **Sets Program up for success.....**supports modularity

Risk: **Allows for technology maturation...reflects CAIG integration concerns (Hardware and Software)**

**This is about getting FCS Right
Sustaining Transformation and Spiraling Capabilities to the
Current Force**



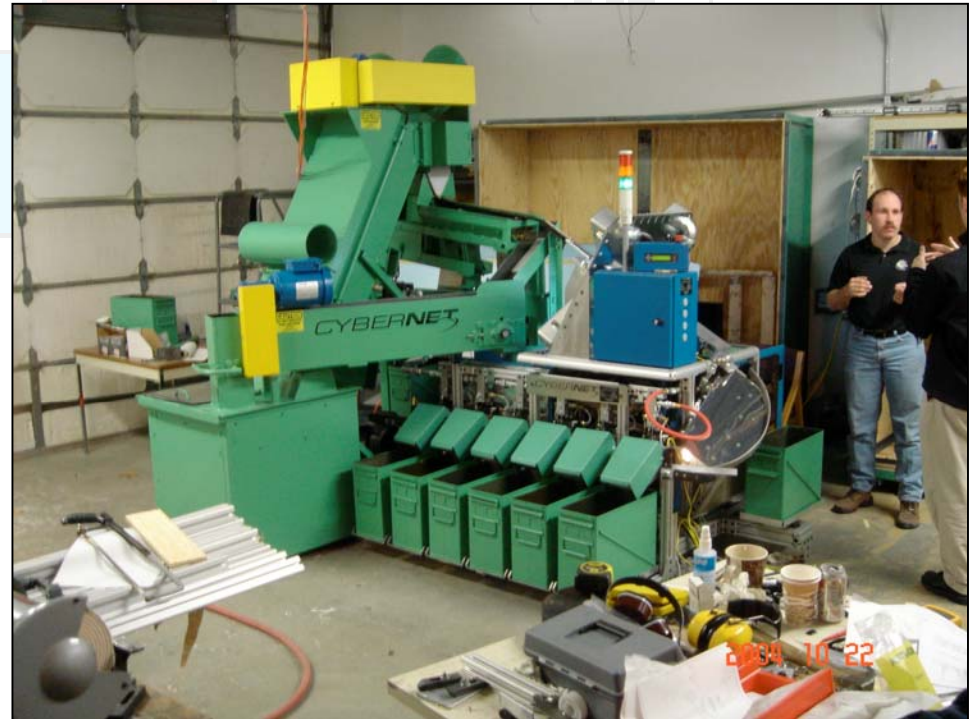
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Projectile Identification System

Small Business Solves Problems

- SBIR Phase II Contract at ARDEC Picatinny
- Defense Ammunition Center identifies need asks for new device
- Small Business responds
- PIDS is in Arifjan today
- Sorts and inspects 5.56mm, 7.62mm, 9mm, 45 and 50 caliber ammo at 12,500 rounds per hour



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Phraselator

Developed for military but has multiple applications



- 1999 DARPA SBIR Grant
- One way phase based translator: User speaks a phrase in English and a prerecorded translation emanates from the device
- After 9-11, development was accelerated and used by forces in Afghanistan
- Updated model was deployed to Iraq in 2003



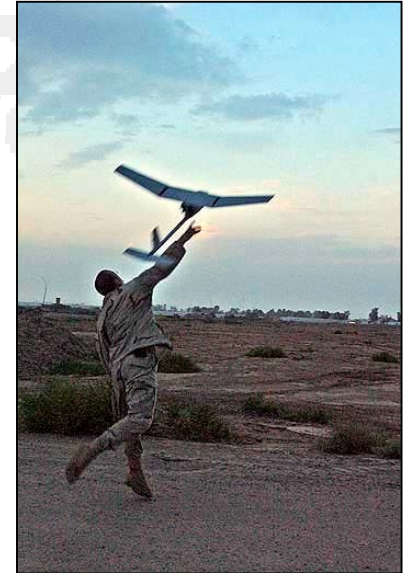
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Raven

Small business responds quickly to warfighter needs

- **ACTD in 1999**
- **Currently used in Afghanistan and Iraq**



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Top 10 Reasons to Love SMALL BUSINESS

The Office of Advocacy of the Small Business Administration offers the top 10 reasons to love small business, the heart of the American economy



10.

Small businesses make up more than 99.7% of all employers.

9.

Small businesses create more than 50 percent of the non-farm private gross domestic product (GDP).

8.

Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.

7.

The 22.9 million small businesses in the United States are located in virtually every neighborhood.

6.

Small businesses employ about 50 percent of all private sector workers.

5.

Home-based businesses account for 53 percent of all small businesses.

4.

Small businesses make up 97 percent of exporters and produce 29 percent of all export value.

3.

Small businesses with employees start-up at a rate of over 500,000 per year

2.

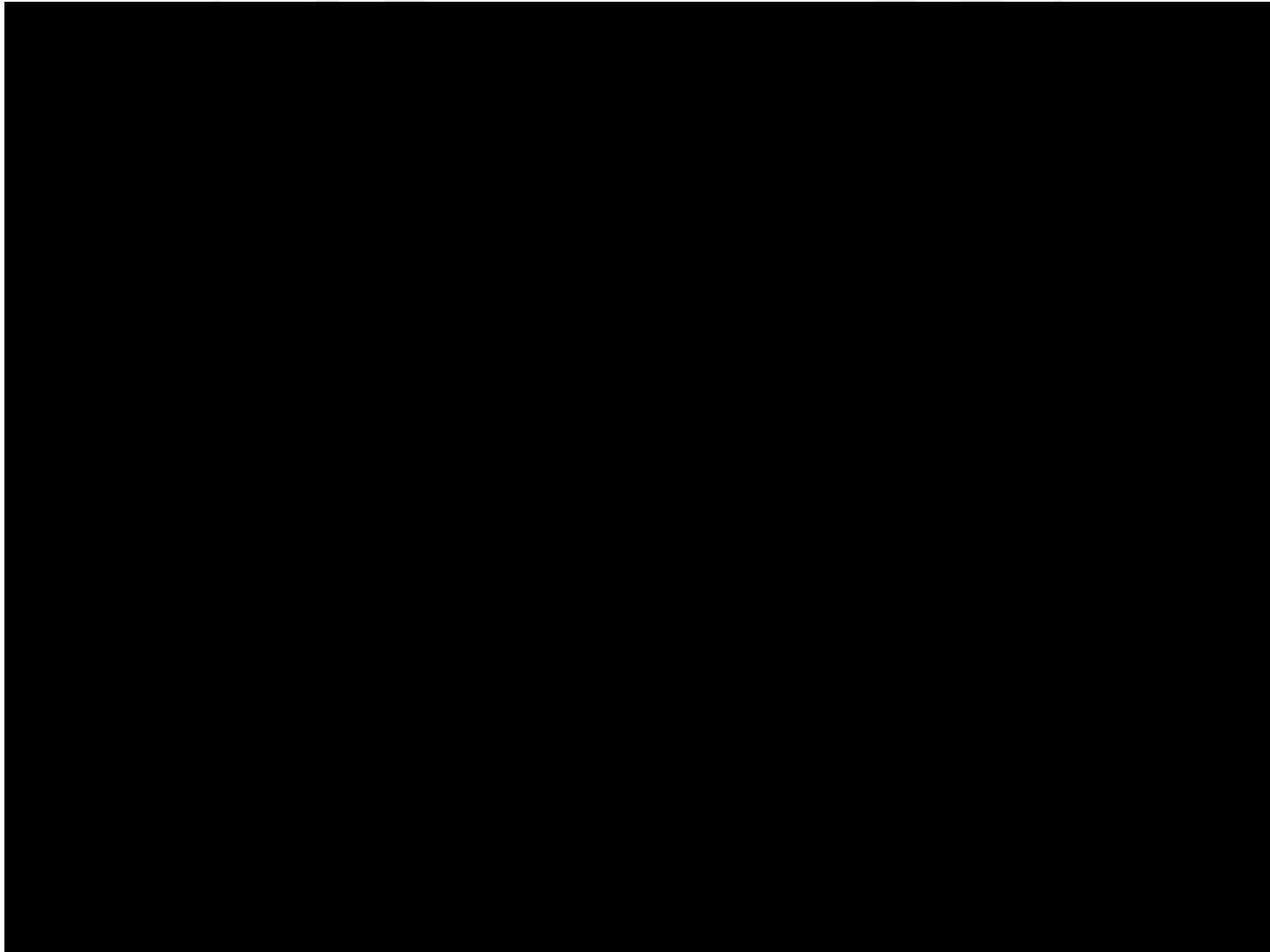
Four years after start-up, half of all small businesses with employees remain open

1.

The latest figures show that small businesses create 75 percent of the net new jobs in our economy.



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Facing the Future...



Together