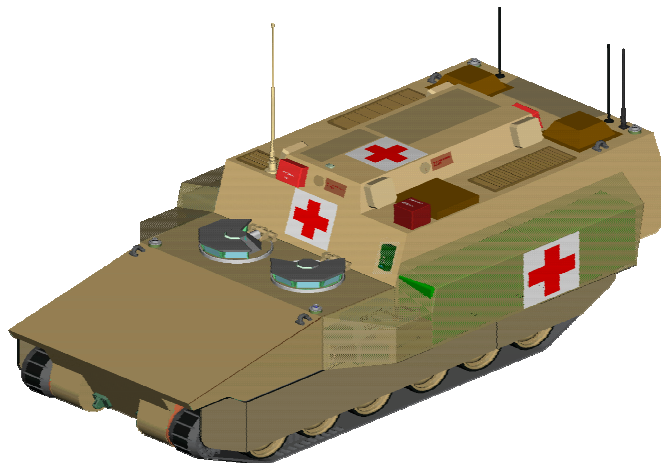
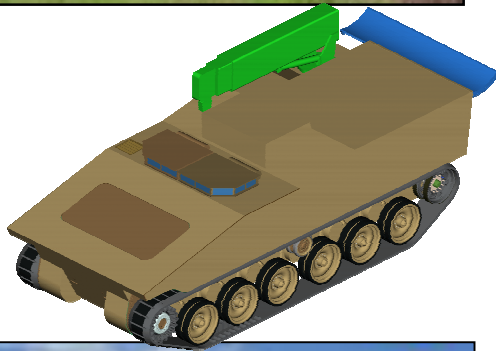
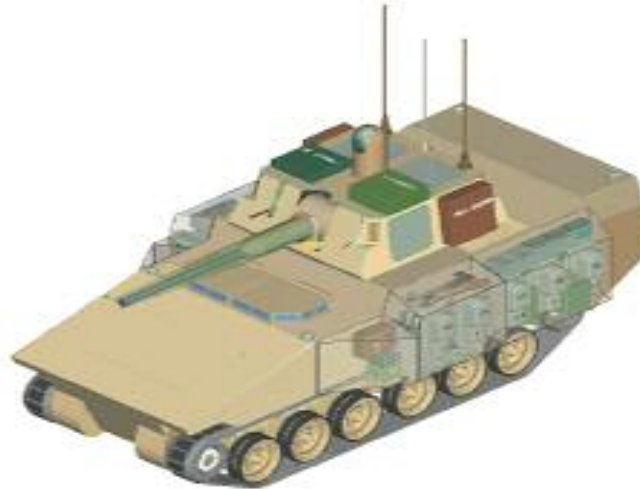


APBI: FCS Manned Ground Vehicles

United Defense

<http://www.udlp.com>



FCS APBI Suppliers' Conference, 13 - 15 October 2004

***"One Team - Equipping our
Warfighters with the world's
best capability. "***

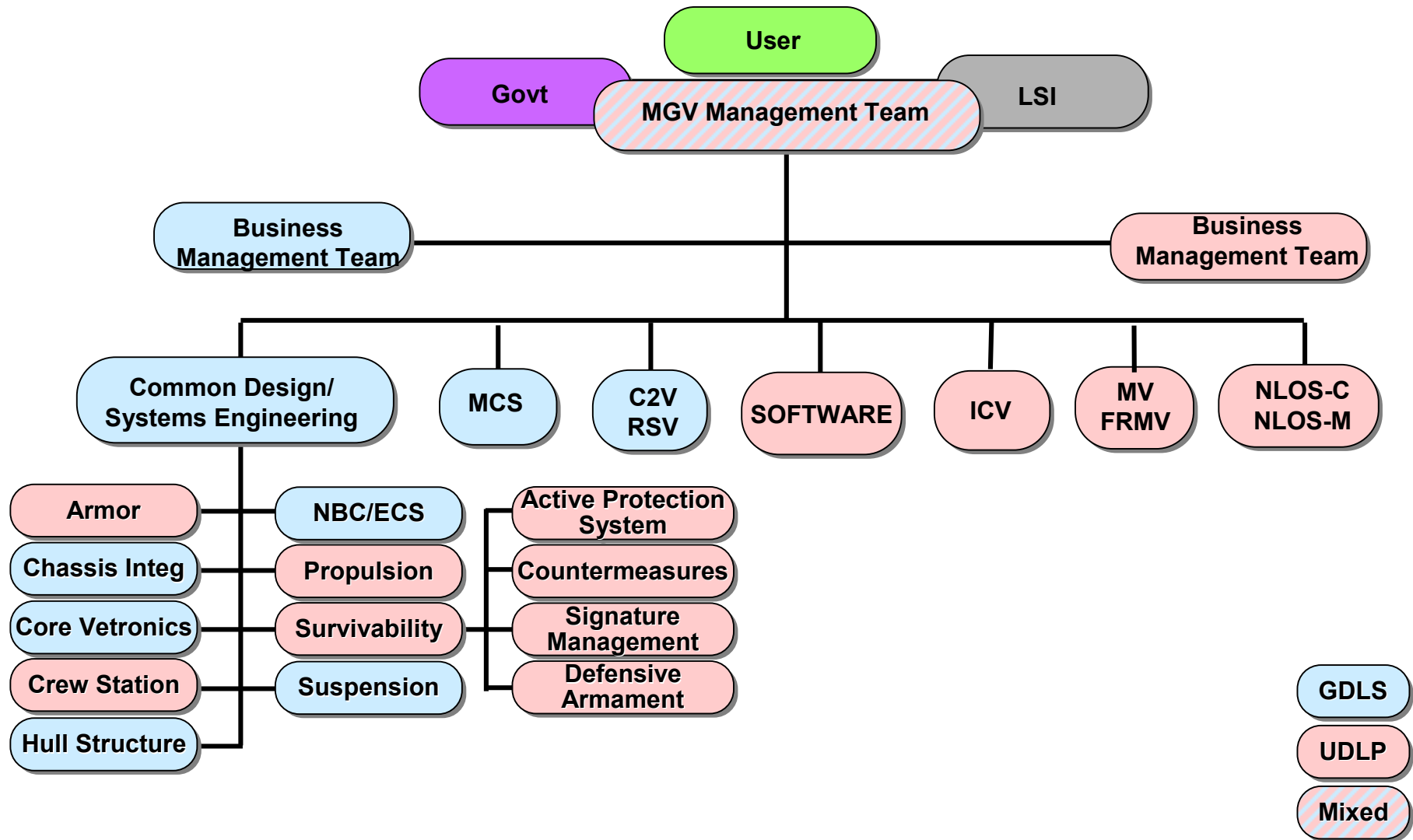
FCS Program Tenets = Critical Enablers

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- Create Opportunities for the *Best of Industry* to Participate
- Leverage Government *Technology* Base to Maximum Extent
- *Associate* On-Going Enabling Efforts With LSI-Led Activity
- *Collaborative Environment* from Design Through Life Cycle
- Seek maximum *Commonality* at Subsystem/Component Level
- Design/Plan for *Technology Integration & Insertion*
- Maintain and Shape the *Industrial Base* for the Future
- Retain *Competition* throughout Objective Force Acquisition
- Appropriate *Government Involvement* in Procurement Processes
- Consistent and Continuous *Definition of Requirements*
- Maintain and Shape *Government Acquisition* Community
- Program *Affordability* — *Balance* Performance and Sustainment
- Contribute to Achieving *Irreversible Momentum*

FCS MGV Responsibilities

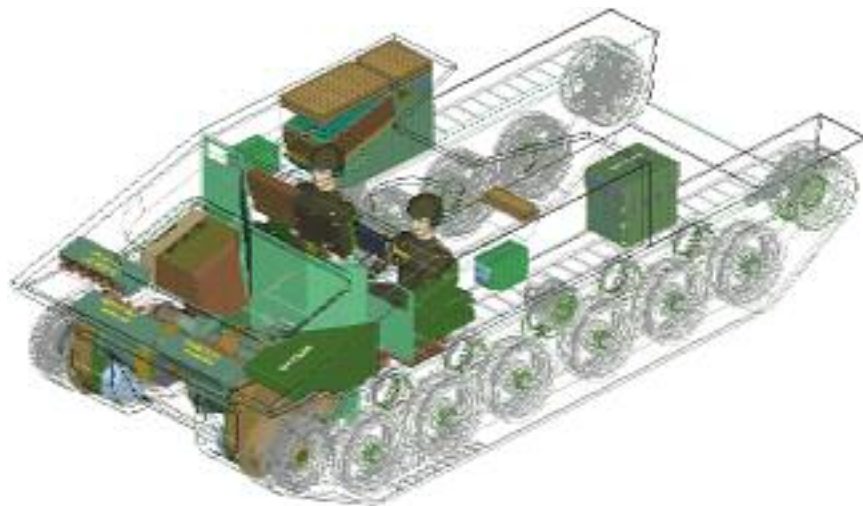


MGV Family of Variants w/Common Design

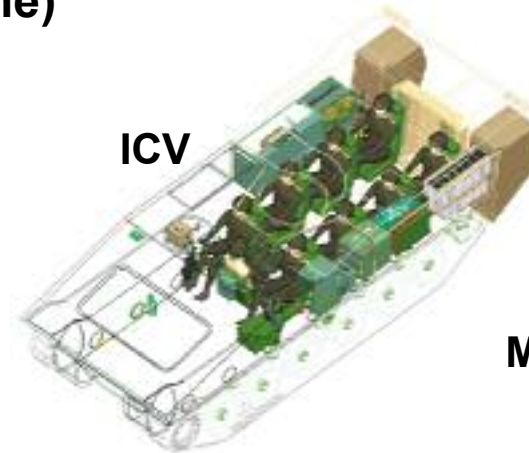
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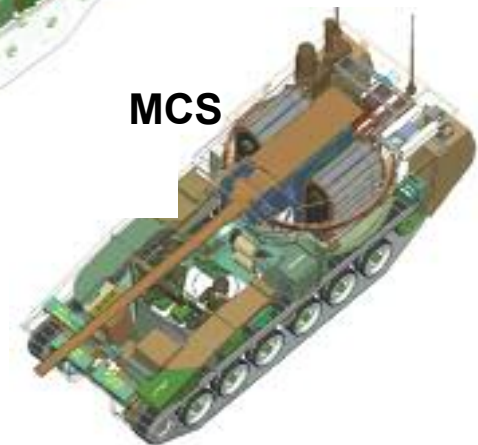
MGV Common Design Concept (Baseline)



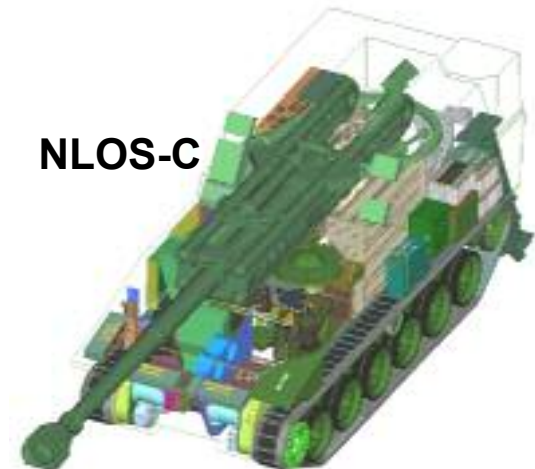
ICV



MCS



NLOS-C



- Lower hull and front upper hull (titanium, composite, ceramic)
- Hybrid electric propulsion (controls, engine, battery, power management, cooling, grilles, ducts, fuel system)
- Semi-active suspension and band track
- CBRN and environmental control
- Vetrionics and SMI: Crew cockpit, hatches, displays with mission-tailorable software and hardware

Procurement items from Common Design (chassis subsystems/components) and Variant Design (mission module elements) are to be determined

Approved for Public Release, Distribution Unlimited, TACOM 8 Oct 2004, case 04-110

UDLP Procurement Approach

- Maximize competition for award of an estimated 35 to 50 SDD subcontracts
- Insure Best of Industry by leveraging LSI BIA studies, industry days and trade shows, including small, small disadvantaged, women owned and veteran owned businesses
- Augment history and supplier data base from Crusader, Bradley, FSCS and other related UDLP (and GDLS) programs
- UDLP requires an export license to release a RFP and a RFI to foreign persons per the International Traffic in Arms Regulations. Processing an export license takes approximately 60 days.
- Seek maximum participation by inviting potential suppliers to complete and submit the “potential supplier profile” on their company @ UDLP website:
http://www.uniteddefense.com/ebiz/fcs_info.jsp
 - Pre-RFP/RFI supplier-initiated technical marketing is encouraged
 - Information inquires on business opportunities are processed through the UDLP GSD/ASD Supplier Coordinators
 - Sandra Northon – GSD
 - Lynn Arholm – ASD

UDLP procurements will be managed in close partnership with GDLS, LSI and Army

Provide industry awareness through:UDLP FCS Web site

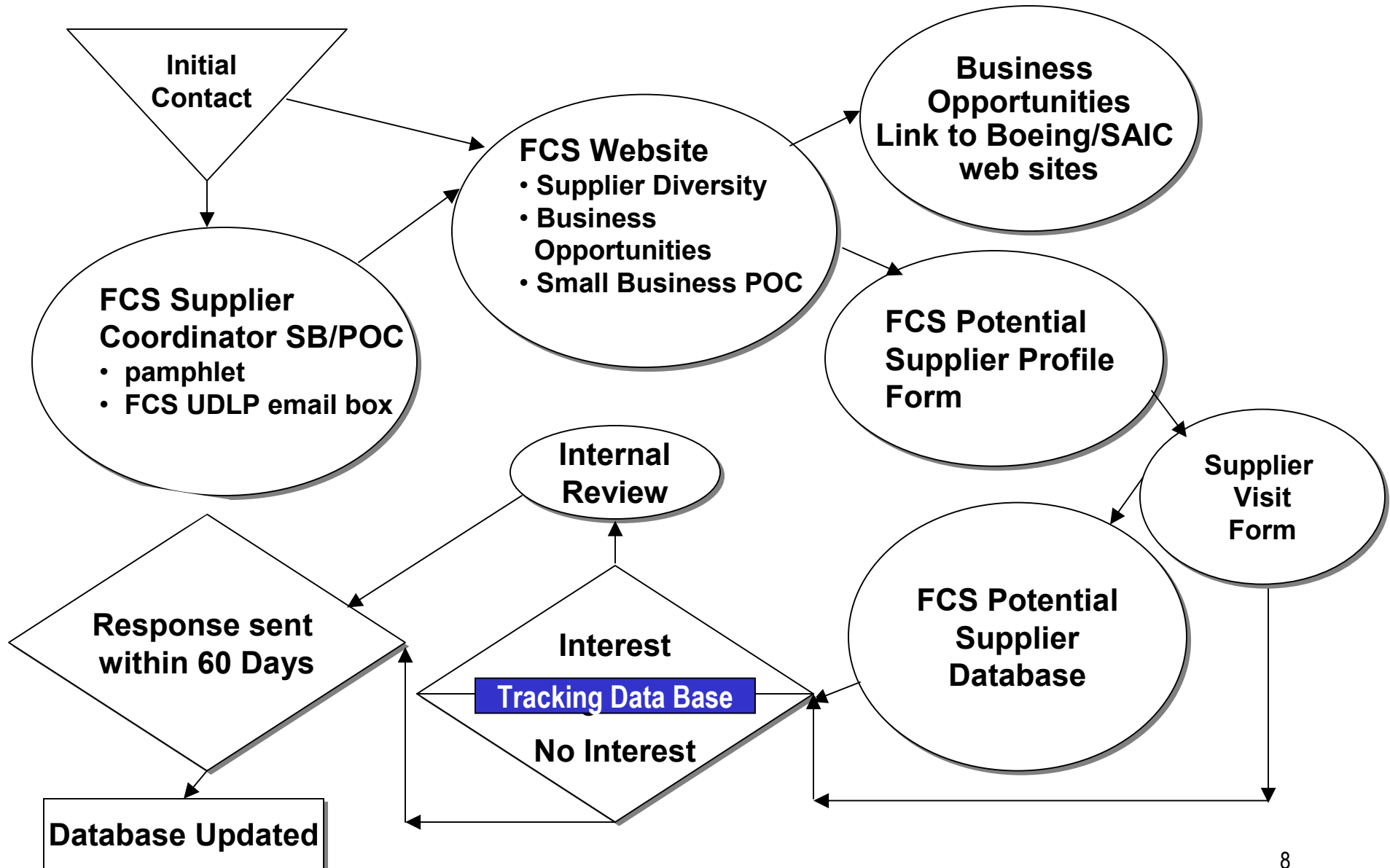
- information on RFIs and RFPs to be released
- program information
- submit your company profile (maintained in a FCS supplier database)
<http://www.udlp.com/ebiz/fcsprocurementinformation>
 - database used to match with appropriate supplier lists
 - supplier “visit requests” can be processed on our web site

■ UDLP FCS Supplier Coordinators/POC

■ Small Business

- UDLP actively seeks suppliers classified as small, small-disadvantaged, women- owned, veteran-owned small, and service disabled veteran-owned small business, historically black colleges/universities, and minority institutions

United Defense FCS Outreach Process



UDLP web site

United Defense

http://www.udlp.com

United Defense

fcs procurement information

Welcome to the United Defense, L.P. (UDLP) Future Combat System (FCS) procurement information web site. You will find solicitation information, general FCS program information and UDLP procurement requirements within this site. Information is updated regularly, so please visit often.

fcs program information

UDLP is an integral part of the U.S. Army's Future Combat System (FCS), Manned Ground Vehicles (MGV) program. This program is for the design of the next generation of eight (8) tactical and support vehicles to be used by the U.S. Army which are scheduled to be deployed in 2010. In order to improve manufacturing and field support costs of the vehicles, common components will be used on all vehicles. The development of each subsystem is managed by an Integrated Product Team (IPT) consisting of the U.S. Army, the Lead Systems Integrator (Boeing/SAIC), UDLP, and General Dynamics Land Systems. Go to IPT information for a list and descriptions.

United Defense's procurement objective and initiative for this program is to continuously solicit and obtain "cutting edge" evolving technology from industry to ensure that the U.S. Army fields a "state-of-the-art" force. To accomplish this we will continuously conduct market research, solicit industry trade study submittals, and seek out and encourage small

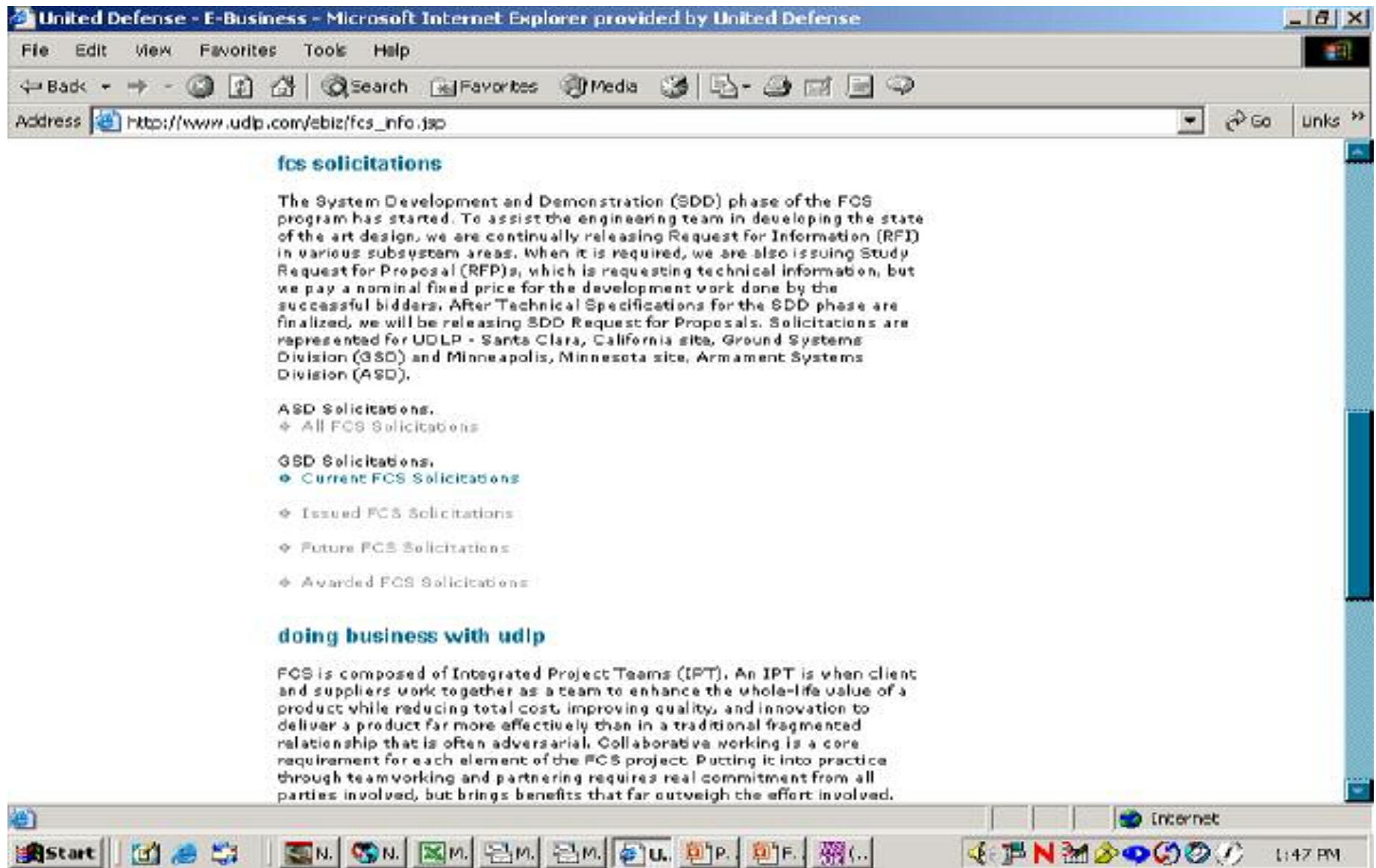
feedback

Internet 1:07 PM

UDLP web site

United Defense

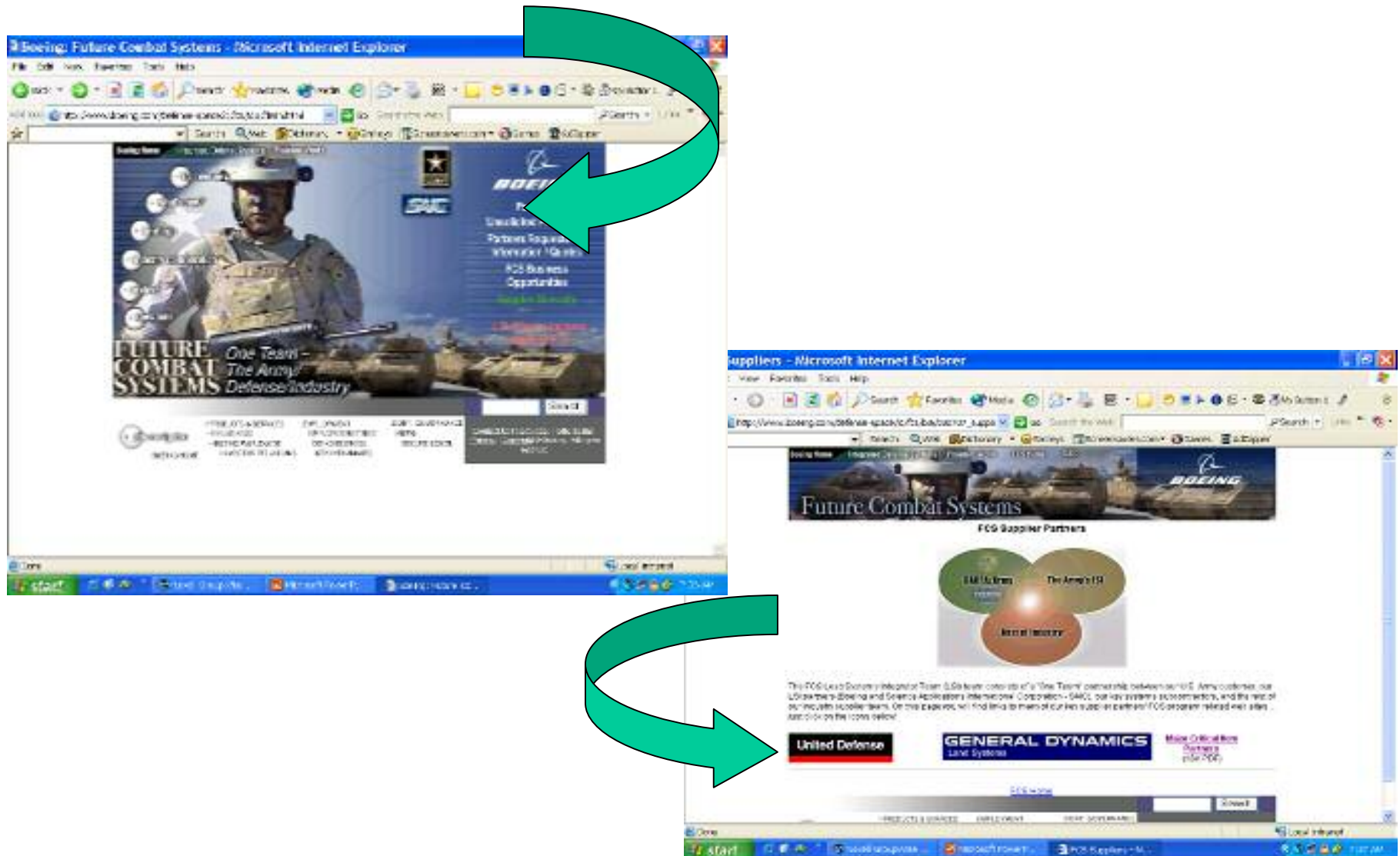
<http://www.udlp.com>



Boeing web site

United Defense

<http://www.udlp.com>



Requests for Information (RFI) Process

United Defense

<http://www.udlp.com>

- **Purpose: to obtain Industry Information without getting into Proprietary Data**
- **RFIs being issued now through 4Q 2004**
- **RFIs Released To Date**
 - CBRN Detection and Warning
 - NBC Water Filtration and Purification
 - Power Converters
 - Actuators
 - Traverse Bearing
 - 30/40 Ammunition Handling System
 - Mechanical Transmission
 - High Power DC Cable
 - Angular Position Sensor
 - Turret Drive
 - Water Cross-Leveling
 - Carbon Monoxide Ruggedization
 - Precision Tracking Device
 - Passive Threat Warner
 - Multi-Function Countermeasure
 - Band Track & Drive Sprocket
 - Hard Kill System
 - Digital Imaging System
 - Survivability Coordinator Processor

■ Upcoming Opportunities

- Electrical Crew Station Subsystems
- Defensive Armament
- Mechanical Crew Station Subsystems
- Fire Control Electronics
- NLOS Mortar Tube & Breech
- Smart Displays
- Driver Indirect Vision Controller
- Turret Drive Motors/Actuators
- Cannon Tube-Breech Forgings
- NLOS-M Slip Ring
- Electrical Cabling
- Traverse Bearing NLOS-C
- Traverse Bearing NLOS-M
- Driving Sensors
- Motion Controller system
- Track Radar
- Turret Slip Ring

Requests for Proposal (RFP) Process

United Defense

<http://www.udlp.com>

- IPT Leads & variant PMs develop Scope of Work and Requirements
- IPTs & PMs with SCAs review all potential supplier information
- Competition is the rule
 - all Single Source decisions must be approved by the LSI
- RFPs released with 30-60 days response
- Best Value Source Selection Process Utilized
- Upon Release of Request for Proposals
 - All informal conversations and discussions cease
 - Only formal contract award process discussions
 - Managed through the Subcontracts Organization
 - Equal information flow to all bidders

UDLP procurements will be managed in close partnership with GDLS, LSI and Army

The FCS Competition Firewall

- Assures fair and open competition
- Separates the Buyers/Inside and Sellers/Outside
- No FCS Competition Sensitive information passes from inside to outside
- Separates UDLP procurement participants (including technical/design staff with knowledge of subsystems being procured) from potential internal and external competitive bid teams
- The UDLP Subcontracts Organization stands between the IPTs/PMs & Suppliers to ensure Procurement Integrity
- **Note: Suppliers must adhere to all FCS firewall requirements and, if deemed necessary, must be prepared to establish their own firewall**

UDLP Supplier/Subcontract POC's

United Defense

<http://www.udlp.com>

■ UDLP Subcontracts Manager:

- Kathy Armstrong

Tele: 408-289-4837

email: kathy.armstrong@udlp.com

■ UDLP Supplier Coordinators:

- Sandra Northon - GSD

Tele: 408-289-3484

email: sandra.northon@udlp.com

- Lynn Arholm - ASD

Tele: 763-572-6846

email: lynn.arholm@udlp.com

■ Small Business Development Administrator:

- Barbara Knox

email: udlpsm.business@udlp.com

■ Purchasing Manager - SBLO

- Richard Richter

Tele: 763-572-7904

email: richard.richter@udlp.com

BACK-UP Talking Points

MGV Responsibilities

- **MGV responsibilities are shared by UDLP/GDLS team**
 - 50/50 (+/-) split of total effort between UDLP and GDLS
- **Integrated Product Teams (IPTs) in place**
 - includes joint MGV Management Team and
 - System Engineering & Integration Working Group (SEIWG) established with Army-LSI-UDLP-GDLS representation
- **Variant Development Lead Responsibilities**
- **Common Design/System Engineering**
 - UDLP-GDLS collaborative effort to develop and populate common subsystem designs across variants
 - UDLP leads Software, Crew Station, Propulsion, Armor and Survivability IPTs
 - GDLS leads Common Design/Systems Engineering, Core Vetronics, Hull Structure, Suspension, NBC/ECS and Chassis Integration IPTs
 - Each company has active roles on IPTs led by the other company, including source selection of subsystems
- **C4ISR assets (selected by the LSI) will be integrated by the IPTs**

UDLP Variants

FRMV = FCS Recovery & Maintenance Vehicle

ICV = Infantry Carrier Vehicle

MV = Medical Vehicle

NLOS-C = Non-Line of Sight Cannon

NLOS-M = Mortar

GDLS Variants

C2V = Command & Control Vehicle

MCS = Mounted Combat System

RSV = Recon/ Surveillance Vehicle