



U.S. ARMY

AMC Business Development Update

AMCOM APBI

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AMC's Major Changes

- AMC's updated BD Policy has been signed, effective 27 Feb 24
- Working updates for subsequent documents, e.g. APBI Regulation, APBI scheduling, etc

GOAL – Restore predictability in opportunity planning

Sustaining the Strength of the Nation



U.S. Army Materiel Command

AMC MISSION

AMC delivers precision sustainment and materiel readiness to an expeditionary global force from the Joint Strategic Support Area to the tactical point of contact across the spectrum of conflict in support of the Joint Force.

PRIORITIES

- People
- Readiness
- Modernization



- OBJ #1 – Sustainable Strategic Path
- OBJ #2 – Data Centricity
- OBJ #3 – Climate Resiliency
- OBJ #4 – Positive CMD Climates @ Scale
- OBJ #5 – Harmful Behavior Reduction
- OBJ #6 – Strategic Recruiting & Retention



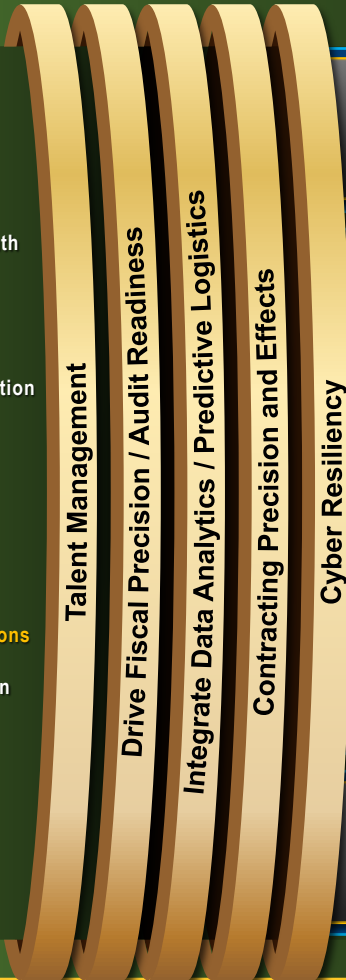
- CSA Focus Areas**
- Warfighting
 - **Delivering Ready Combat Formations**
 - Continuous Transformation
 - Strengthening the Army Profession



- AMC Priorities**
- Nested w/ SA/CSA Priorities and Focus Areas

LINES OF EFFORT

WAYPOINT - ENDSTATE



1.0 Soldier, Civilian & Family Readiness

Soldiers, Civilians & Families are resilient, diverse & inclusive supporting Army readiness

2.0 Posture the Joint Strategic Support Area

Installations capable of supporting current & evolving readiness & power projection requirements at the speed of war in a contested environment

3.0 Position the Defense Industrial Base

The Industrial Base (IB) capable of sustaining fielded systems, maintaining pace with Army modernization efforts & postured to surge in support of LSCO in MDO

4.0 Prepare the Theaters

Prepared Theaters through continuous shaping activity that ensures conditions are met to Set the Theater. Conducted as part of steady-state posture to integrate dynamic force sustainment to meet the requirements for Combatant Command (CCMD) OPLAN execution

5.0 Transform Sustainment WfF ISO 2030-2040

Sustainment WfF capabilities aligned to support operational design and modernization requirements across the breadth of the battle space (Foxhole to JSSA) to ensure freedom of action, extended operational reach, and prolonged endurance

AMC Vision

Be the Premier Enterprise Postured to Support a Global Joint Force with Predictive & Precision Sustainment





AMC Industrial Capabilities



Types of Partnerships	
<ul style="list-style-type: none"> • Workshare • Teaming • Direct Sales • ARMS • Facility Use • Facility Equipment • Lease • ASPI 	
Manufacturing Processes	
<ul style="list-style-type: none"> • Heavy and Light Machining • Seven-axis Machining Centers • Heat Treatment, Plating and Finishes • Guided Boring and Thick Wall Cylinders • Product Design, Development, Engineering and Fabrication • Foundry and Rotary Forging 	
Capabilities	
<ul style="list-style-type: none"> • Overhaul/Repair/Remanufacture <ul style="list-style-type: none"> - Ground Vehicles & Helicopters - Radios, Radars & Other Electronic Items - Chemical/Biological Protective Equipment • Tool, Die & Gage Development & Production • Wood Pallet Manufacturing • Explosive and Propellant Production • Metallurgy • Storage and Handling - Controlled Environment • Automated Testing • Firing and Test Ranges • Rail Car Storage • Precision Bearing Analysis 	

Public-Private Partnerships have proven to be win-win situations for the Army installations and its industry partners.

Partnership Statutory Provisions

10 U.S.C. 2208(j)
Permits depots financed through working capital funds to sell articles and services outside DoD if the purchaser is fulfilling a DoD contract and the contract is awarded pursuant to a public-private competition.

10 U.S.C. 2474
Requires the Military Departments to designate depot-level maintenance activities as Centers of Industrial and Technical Excellence, authorizes and encourages public-private partnerships, permits performance of work related to depot-level maintenance core competencies, permits use of facilities and equipment, and permits sales proceeds from public-private partnerships to be credited to depot accounts.

10 U.S.C. 2539b
Authorizes the sale of services for testing of materials, equipment, models, computer software, and other items.

10 U.S.C. 2563
Authorizes the sale of articles or services outside DoD (excluding those authorized under 10 U.S.C. 4543) under specified conditions.

10 U.S.C. 2667
Allows leasing of non-excess facilities and equipment.

10 U.S.C. 2770
Sales of articles and services to U.S. companies for incorporation in end items to be sold to a friendly country or international organization under certain conditions.

10 U.S.C. 4543
Authorizes Army industrial facilities that manufacture cannons, gun mounts, and other items to sell articles or services outside DoD under specified conditions.

10 U.S.C. 4544
Authorizes Army working capital-funded industrial facilities to enter into contracts or other cooperative arrangements with non-Army entities to carry out a variety of activities under specified conditions.



AMC Partnerships Objectives

BLUF: Work with Industry to increase Army readiness in support of the Joint Warfighter

- **Public – Public (P2)** — Working with our PEOs & PMs and other government activities to maximize use of the OIB to increase readiness
- **Public Private Partnerships (PPP/P3)** — Collaborating with Industry to use AMC's OIB to meet/exceed readiness requirements; while concurrently reducing sustainment costs
- **P3s** — true win-win solutions that focus helping Industry deliver increased capabilities to the DoD while concurrently reducing company capital investments in building facilities and expanding workforce skills



Centers for Industrial & Technical Excellence (CITE)

Designated by the Secretary of the Army



Anniston Army Depot

Anniston, AL

- Combat Vehicles (Wheeled & Track) (except Bradley) including Assault Bridging, Artillery & Small Caliber Weapons



Corpus Christi Army Depot

Corpus Christi, TX

- Aviation structural airframes & blades, advanced composite technologies, flight controls & control surfaces, aviation engines, transmissions & hydraulic systems including sub-system accessory equipment, armament, electronics, & support equipment (less avionics)



Letterkenny Army Depot

Chambersburg, PA

- Air Defense & Tactical Missile Ground Support Equipment (less Missile Guidance & Control) & Mobile Electric Power Generation Equipment



Pine Bluff Arsenal

Pine Bluff, AR

- Chemical & Biological Defense Equipment



Red River Army Depot

Texarkana, TX

- Tactical Wheeled Vehicles, Small Emplacement Excavator, Bradley Fighting Vehicle Series, Multiple Launch Rocket System chassis, Patriot Missile Re-certifications, & for Rubber products necessary for sustainment & support to the United States & Allied forces & Agencies



Rock Island Arsenal-Joint Manufacturing Technology Center

Rock Island, IL

- Mobile Maintenance Systems (MMS)
- Add-on-Armor (AoA) design, development & prototype fabrication
- Foundry Operations



Sierra Army Depot

Herlong, CA

- Reverse Osmosis Water Purification Units (ROWPUs)
- Petroleum & Water Storage & Distribution Systems



Tobyhanna Army Depot

Tobyhanna, PA

- Command, Control, Communications, Computers, Intelligence, Surveillance & Reconnaissance (C4ISR), Electronics, Avionics, & Missile Guidance & Control



Tooele Army Depot

Tooele, UT

- Ammunition Peculiar Equipment (APE) 01



Watervliet Arsenal

Watervliet, NY

- Manufacturing Cannons & Mortars Systems



AMC Resource Guide

Comprehensive guide to AMC's capabilities in a single streamlined document

- Describes AMC from A-Z
- List of each command & their major subordinate commands
- Key contacts are located on Page One
- Digital copy is available here:
<http://www.amc.army.mil/Media/Publications/>

U.S. Army Materiel Command
RESOURCE GUIDE





U.S. ARMY

Scheduled Advanced Planning Briefings to Industry



Aviation & Missile Command (AMCOM) APBI

5 – 7 March 2024 — Redstone Arsenal, AL (BFAIRS) In person only



Mission & Installation Contracting Command (MICC) APBI

22 – 25 April 2024 — Virtual San Antonio, TX



Communications-Electronics Command (CECOM) Team Aberdeen Proving Ground APBI

23 – 25 April 2024 — Aberdeen Proving Ground, MD



Tank-automotive & Armaments Command (TACOM) APBI (MDEX)

23 – 25 Apr 2024 — Warren, MI



ASC & JMC APBI

(Midwest Small Business Government Symposium)

21 – 22 May 2024 — Moline, IL

MARCH 2024

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APRIL 2024

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MAY 2024

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QUESTIONS