



**U.S. ARMY**

# **AMC Business Development Update**

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**Business  
Development  
is a Contact  
Sport**







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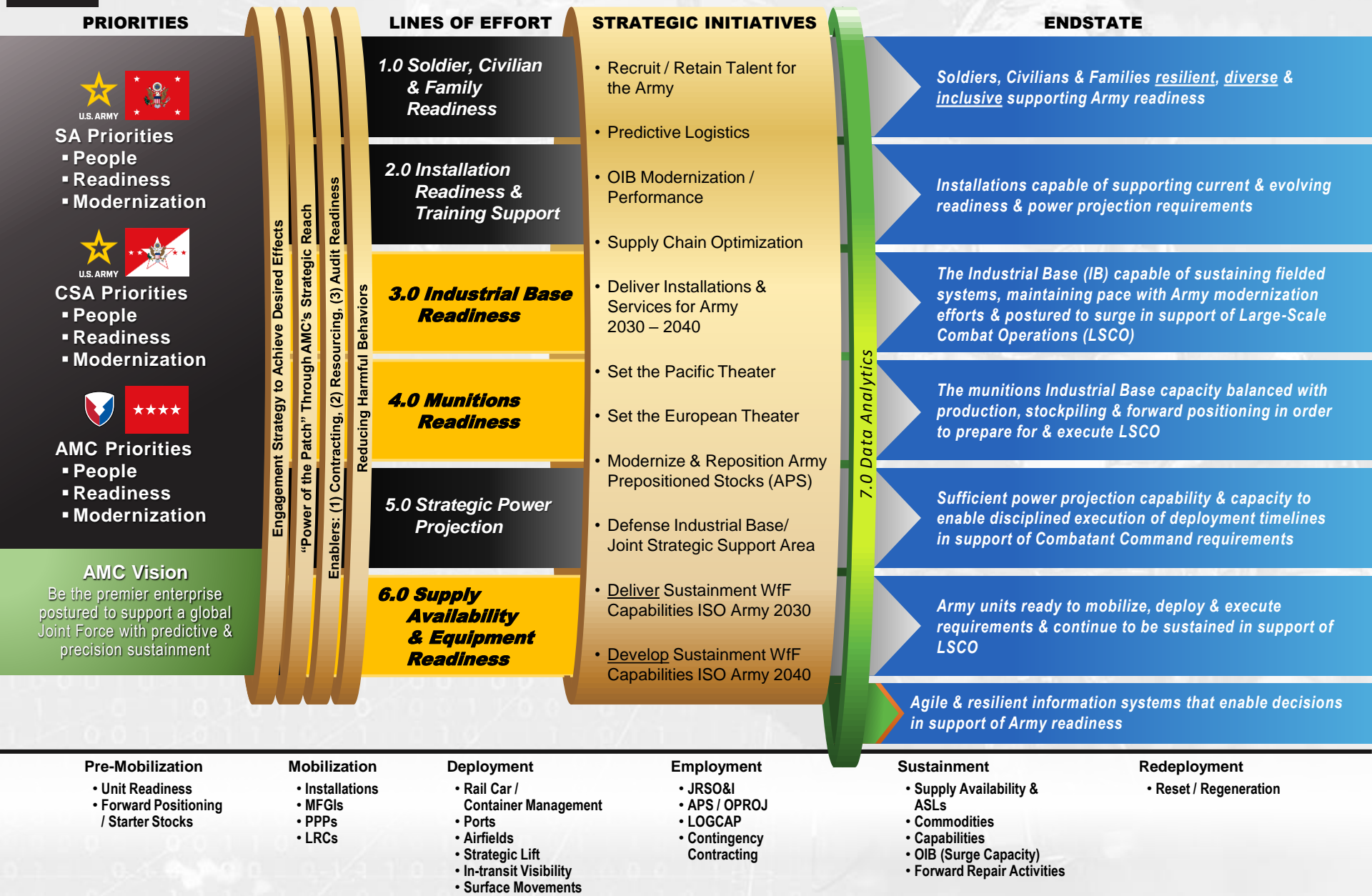
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# AMC's Business Development Update

- AMC Business Enterprise Revision
- Delivering increased capabilities for our deployed forces
- Modernizing our Industrial Base



***Capability Providers***

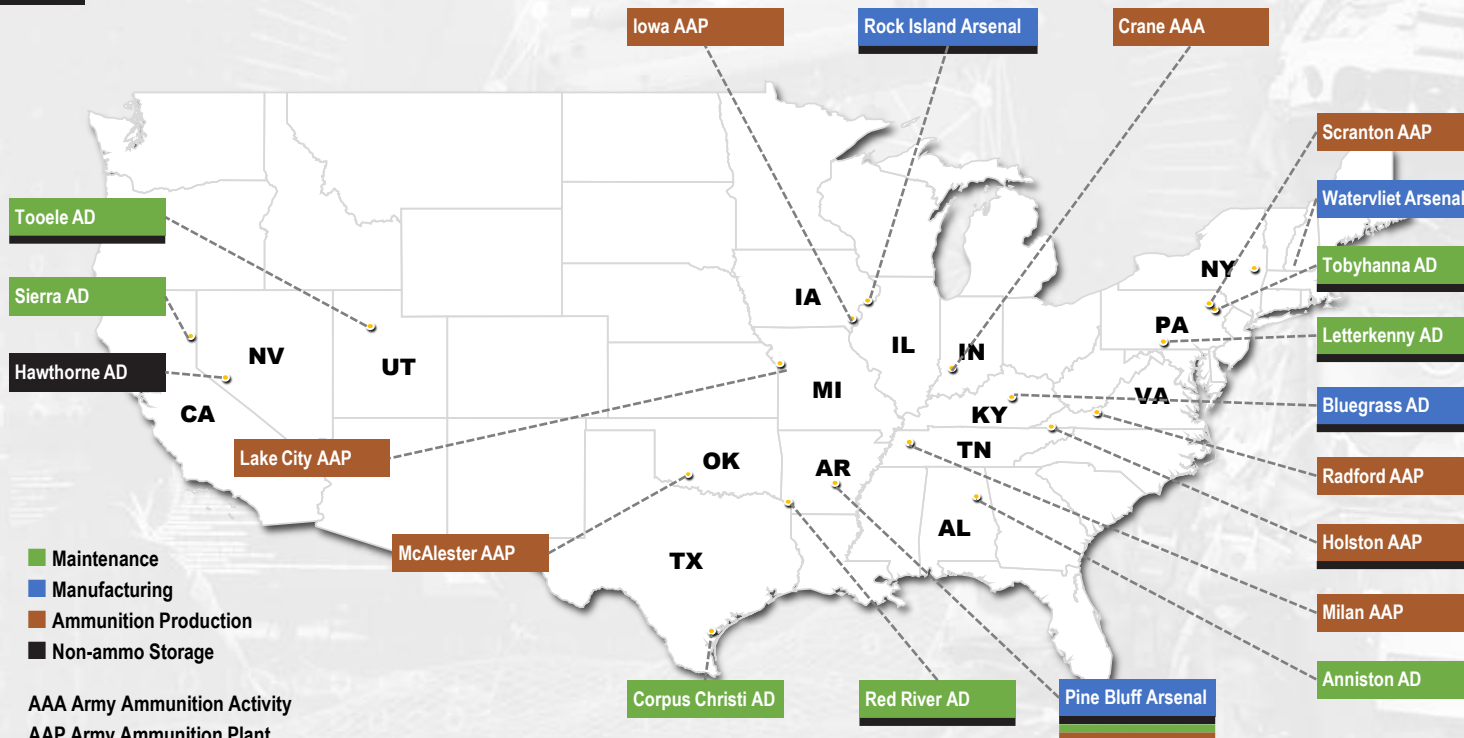




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# AMC Industrial Capabilities

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

## 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.

## Types of Partnerships

- Workshare
- Teaming
- Direct Sales
- ARMS
- Facility Use
- Facility Equipment
- Lease
- ASPI

## Manufacturing Processes

- 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

- Overhaul/ Repair/ Remanufacture
  - 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





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# AMC Business Development Objectives

**BLUF:** Work with Industry to partners to increase capability to our deployed forces thru partnering

- **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** — Continue to be the Force multiplier by helping Industry deliver increased capabilities to the Defense of the Nation while helping companies maximize their investments by not having to build new facilities and increase personnel cost



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# 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



### Cyber, Intelligence, Surveillance & Reconnaissance (C5ISR) Center

Aberdeen Proving Ground, MD

- System Software Maintenance



### 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 components, 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



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# 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/>**







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# 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

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# QUESTIONS