



PUBLIC - PRIVATE PARTNERING



America's
Combat Vehicle
Support Center

TO PLAN, COORDINATE AND IMPLEMENT
MARKETING AND BUSINESS STRATEGIES
TARGETED AT PRIVATE INDUSTRY,
MAJOR COMMANDS AND OTHER SERVICES

Committed to Excellence
Supporting America's Warfighters



What is Partnering?

In General, Partnerships Include, But Are Not Limited To, One or More of The Following:

- ✓ **Direct Sales:**
The Use of Army Land, Facilities, Equipment, & Employees To Perform Work or Produce Goods For The Private Sector
- ✓ **Work-Sharing:**
Co-Production Arrangements Using Army & Private Sector Facilities and/or Employees
- ✓ **Facilities Use:**
Private Sector Use of Army Land, Equipment or Facilities To Perform Work For The Military

What Partnering is Not

Contracts Where Private Sector Provides Support &/or Services To The Depot At A Cost To The Depot

****These Are Referred To As “FAR” Contracts**



ANAD

Capabilities

External

- ▶ SARET
- ▶ Fielding Teams & Rapid Repair Support
- ▶ On-Site Locomotive & Non-Tactical Generator Repair
- ▶ Mobile Parts Hospital
- ▶ Forward Repair Activity
- ▶ M1 TIGER FSRs

Internal

▶ Remanufacturing / Maintenance

- ▶ Combat Vehicles (Wheeled & Tracked)
- ▶ Small Caliber Weapons
- ▶ Assault Bridging
- ▶ Artillery (Self Propelled & Towed)
- ▶ Stryker
- ▶ Engines
- ▶ Transmissions
- ▶ Wide Variety of Electronic, Electro-Optic, Hydraulic, & Mechanical Components

▶ Fabrication

- ▶ Armor Doors
- ▶ Production Support
- ▶ Small Part Manufacturing

▶ Welding

- ▶ Armor Plate
- ▶ Steel
- ▶ Aluminum
- ▶ Internal Welding Certification Program

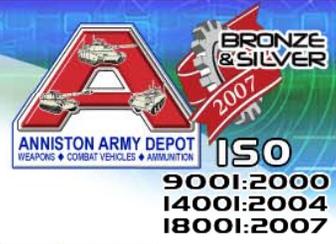




TACOM
Life Cycle Management Command

ANAD's

Major Supported Weapon Systems



STRYKER



PALADIN



**TOWED
HOWITZER**



FAASV



SMALL ARMS



**USMC
ABV/JAB**

**THE Premier
DoD Center
FOR
Industrial & Technical
Excellence (CITE)
FOR Combat Vehicles**
(Wheeled & Tracked) (Except Bradley)

- Including**
- ◆ Assault Bridge
 - ◆ Artillery
 - ◆ Small Caliber Weapons
 - ◆ Recovery Vehicle
 - ◆ M113
 - ◆ Fire Support
 - ◆ M1 Turbine Eng

POWERTRAIN

M88



M9 ACE



M1 TANK



M113





Why Partner ?

- ✓ **Best Value for the Government**
- ✓ **Provides PM Options for Integrator & Source of Repair**
- ✓ **Industry Leverages Depot Expertise & Know-How**
- ✓ **Depot Learns Industry Best Business Practices**
- ✓ **Organic Facility Complements Private Industry Capabilities**
- ✓ **Preserves Depot & Private Industry Critical Technologies & Core Capabilities**

Bottom Line

**Government-Industry Partnerships
Leverage Resources, Innovation,
Leadership of Each Sector to Benefit
The Warfighter**



**Partnering
Process**

- ▶ **Initiation of First Contact**
- ▶ **Briefing of Product /Capabilities**
- ▶ **Reciprocal Visits /Tours**
- ▶ **Identification of Potential Partnering Opportunities**
- ▶ **Explore Opportunities**
- ▶ **Letter of Request to Partner issued**
- ▶ **Memorandum of Understanding Signed**
- ▶ **Nondisclosure Agreement Signed**
- ▶ **Statement of Work Issued**
- ▶ **Teaming/Partnering Agreement**
- ▶ **Negotiate Cost Estimate & Schedule**
- ▶ **Proposal Development**