

# **P3**

## **Public Private Partnership**

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# Background

General Dynamics and Anniston Army Depot involved in active partnering since 1993 (Fox NBC vehicle, Abrams Tanks, Gunners Primary Sight)



**GENERAL DYNAMICS**  
Land Systems

# Background



- A more formal P-3 partnership put in place in Feb, 2006 to build upon past success to meet new challenges related to high volume refurbishment of “war worn” equipment (Abrams tanks) and new equipment programs ( Stryker)

# Partnership Execution

- Partnership is executed by joint working level teams with ANAD, GDLS, TACOM, PM Abrams, and PM Stryker participants
  - MOU Provides Guidelines
    - Integrated Plan Provides Detail, Objectives, Milestones, etc.



# Benefits of Partnering

## FOR DEPOT...

- Sustains Core Capabilities
- Facility Utilization
- Provides Jobs for the Area (Both Government and Contractor)
- Infra Structure Investment
- Maintains Industrial Base to Support Fleet Requirements
- Agility to Introduce New Product Lines

# Benefits of Partnering

## FOR CONTRACTOR . . .

- Sustains Core Capabilities
- Industry Knowledge
- Competitive Prices
- Highly Skilled Work Force
- Facilities / Equipment

# Benefits of Partnering

## FOR CUSTOMER. . .

- Enhanced Ability to react to urgent requirements
- Optimizes opportunity for quality, cost, schedule, improvements
- Optimizes utilization of facilities
- Maintains Industrial Base to support fleet requirements

# “KEY” BENEFITS OF P3 PARTNERSHIPS

<u>BENEFIT</u>	<u>DEPOT</u>	<u>CONTRACTOR</u>	<u>CUSTOMER</u>
Sustains Core Capabilities	✓	✓	✓
Facility Utilization	✓	✓	✓
Maintains Industrial Base to Support	✓	✓	✓
Optimizes Opportunity for Quality, Cost, Schedule Improvements	✓	✓	✓

**“P3 PARTNERSHIPS BENEFIT ALL MEMBERS”**



# Partnership Execution

## Abrams partnering accomplishments:

- Work share production agreements between the partners has supported adherence to schedule, cost and performance goals.
- Improved material parts flow and warehousing.
- Technical assistance and information sharing
- Combat damaged vehicle repair is an example of how the partners have optimized a new and challenging production process.



# Partnership Execution

## Stryker partnering accomplishments:

- Integral component of Stryker new vehicle production
- Established battle damaged repair capabilities at ANAD.
- ANAD personnel worked with GDLS in Qatar
- Continuing to grow component capability



# Partnership Execution

## MRAP partnering accomplishments:

- MOU signed April 2007
- ANAD supporting urgent production requirements through Facilities and production support



# Results . . .

**A STRYKER vehicle ATGM-0091 had extensive penetration damage to the hull that needed custom welding at ANAD Depot. The Damage occurred when the vehicle was participating in a training exercise at the National Training Center (NTC) in CA and is needed back to the unit for deployment. The repairs had to be completed by the 15th of October and to make it back to the port in San Diego, CA to have Retrofits applied prior to be loaded on the ship.**

**The Vehicle arrived at the Depot 10 September and takes anywhere from 45-60 days to complete this type of repair. Between ANAD and GDLS, they completed the repair in less than 30 days. The vehicle is enroute to the port and will make the deployment because the team work between ANAD and GDLS.**

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# Partnering Challenges

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- Institutional resistance
- Establishing mutual trust
- Planning ahead to support emerging requirements
- Establishing and sustaining communication channels

# Summary

- ANAD and GDLS are creating an environment of trust . . . which is the key to a successful partnership
- P3 Partnerships are beneficial for all parties involved
- Partnering between ANAD and GD not new - - began with Fox vehicle in 1993 and continues to evolve
- Bottom Line . . . P3 goal: leverage respective core competencies and best practices of Government and Industry to provide “the best value product to the war fighter”

