



# Air Force Materiel Command

AFMC

*Developing, Fielding, and Sustaining America's Aerospace Force*



**U.S. AIR FORCE**

## **PARTNERING CONCEPTS IN AN EVOLUTIONARY ENVIRONMENT**

**Herman Raiff  
HQ AFMC/LGPP**

**DSN 787-4307**

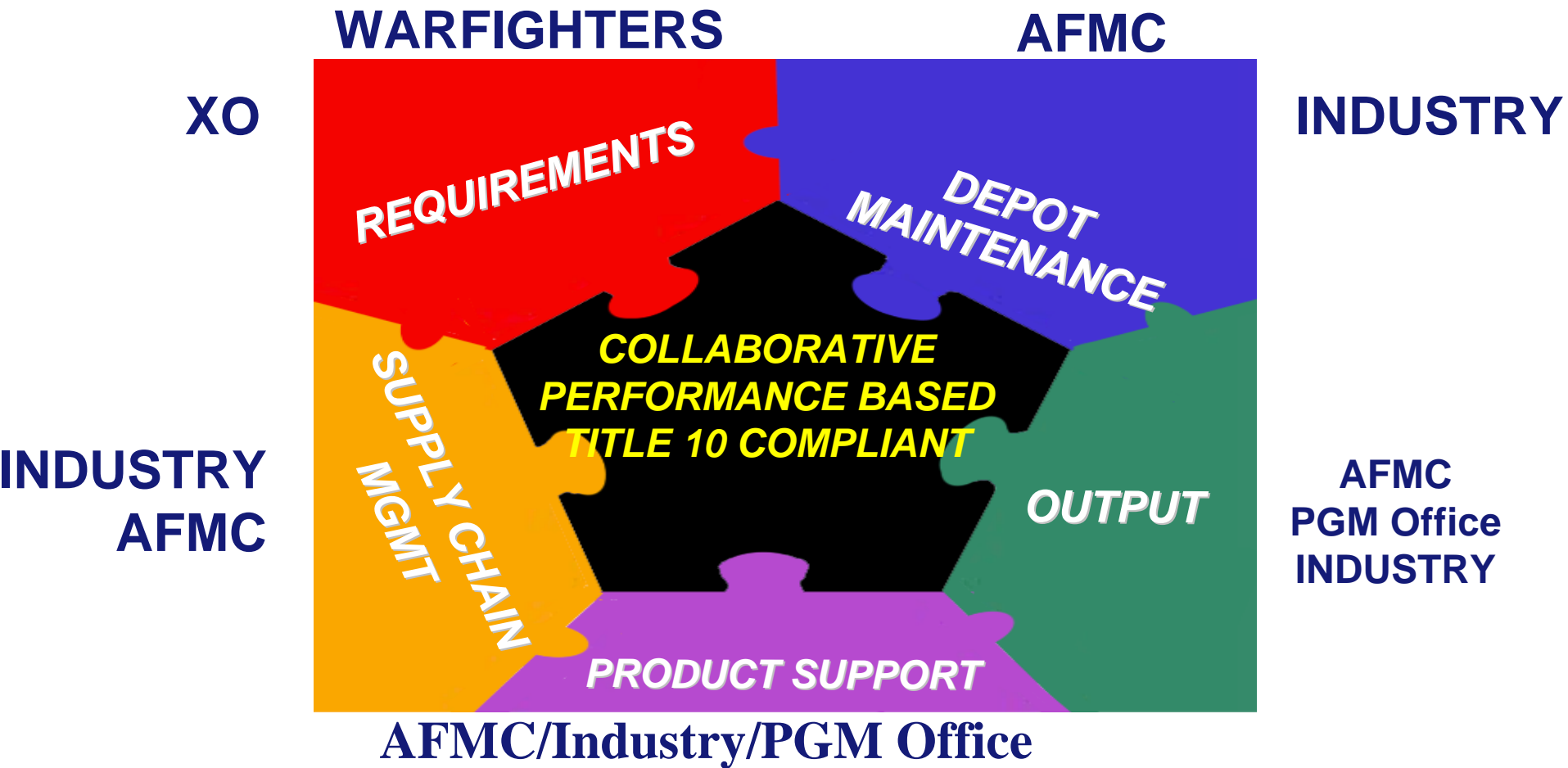
**herman.raiff@wpafb.af.mil**

*Integrity - Service - Excellence*



# Desired End State

## Collaborative--Seamless



*Early Collaboration is Paramount to Success*



# Logistics Transformation Vision



## Total Air Force Transformation

*Depot Long Range Strategy*

*DMRT*

*Chief's Logistics Review*

*Spares Campaign*



**“The two most important things we do is fly and fix airplanes.”  
General John P. Jumper, Air Force Chief of Staff**



# AF Depot Maintenance Strategy Highlights



- **Depot Maintenance Strategy and Master Plan sent to Congress 30 Aug 02**
  - Roadmap to ensure 3 “**World Class**” depots
- **Pursue long-term partnerships with industry through performance based logistics contracts**
  - Shift to partnering with industry substantially changes the culture of AFMC





# AF Depot Maintenance Strategy Highlights



- **Additional \$150M / year investment in Modernization**
  - Brings AF recapitalization rates in line with industry
  - Eliminate investment backlog over next 10 years
  - Continuous technology insertion
- **Core workloads reserved for organic depots**
  - Core Plus workload strategy for efficiencies
    - AF Core Plus - Best value / last source
- **Support aging and new weapon systems**
- **Benchmark private industry**



# What is “Partnering”

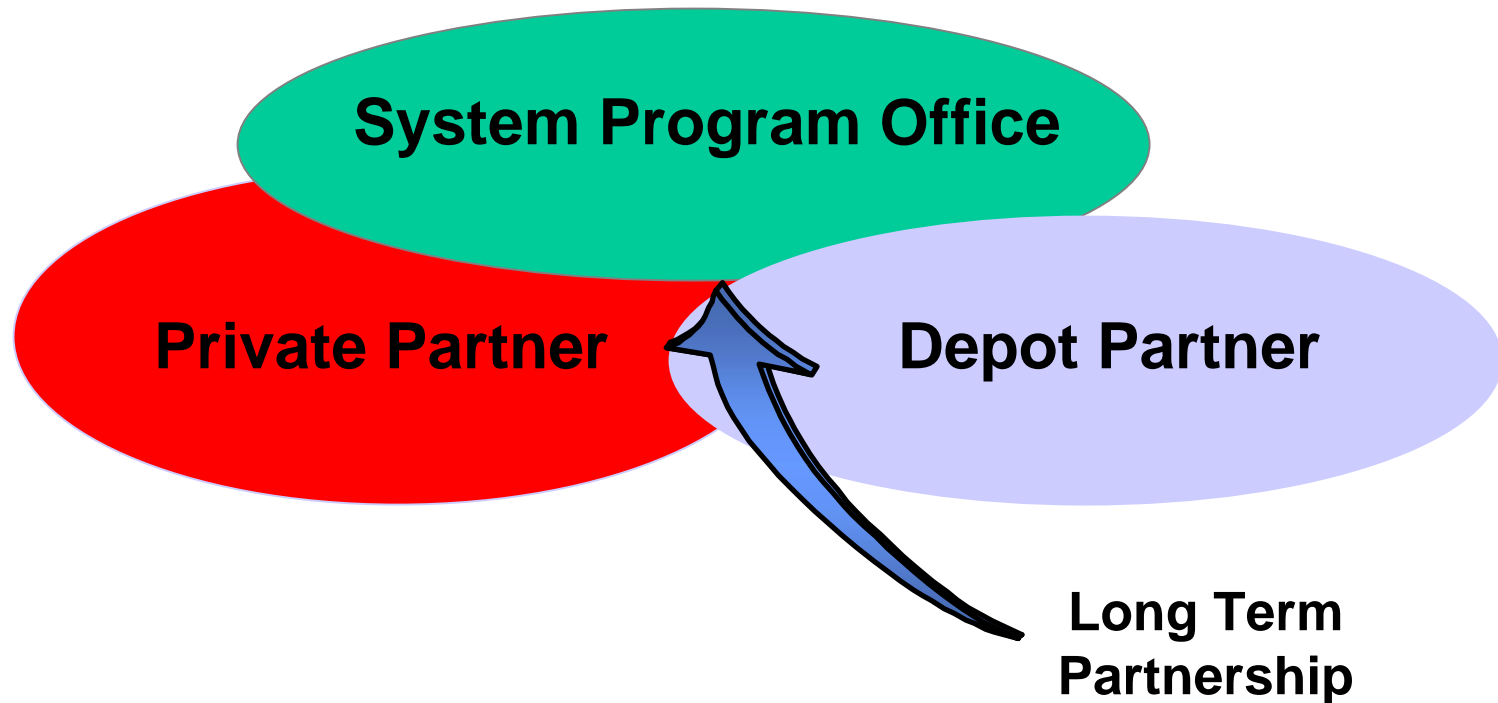


**“Partnering is a logistics sustainment philosophy that focuses on a cooperative agreement between the program manager, system sustainment manager, depot maintenance manager, and private sector supplier of sustainment and modernization.”**

***Partnering is a cooperative effort not a competitive engagement***



# Depot Maintenance Partnering Relationships



Partnering Requires Three Parties...it is NOT a  
Traditional Prime Sub Relationship



# Why Partnerships?



- **Leverage best of public and private sectors**
- **Early decisions in a complementary--not competitive--environment**
  - **Reduces organic start-up costs**
  - **Enables smoother transition from production to sustainment**
  - **Improves public/private long-term working relationship**
- **"Win—Win—Win" for program office, depot, and prime**
- **BIG win: efficient, effective combat capability to war fighters**

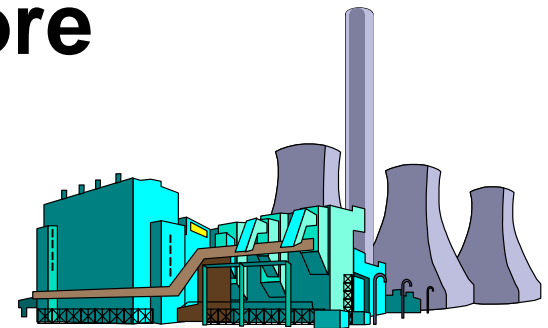
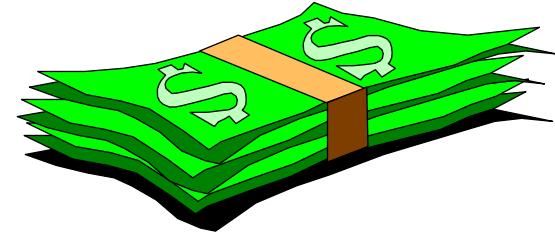
**Ensures best long-term warfighter support!**



# Partnering Benefits

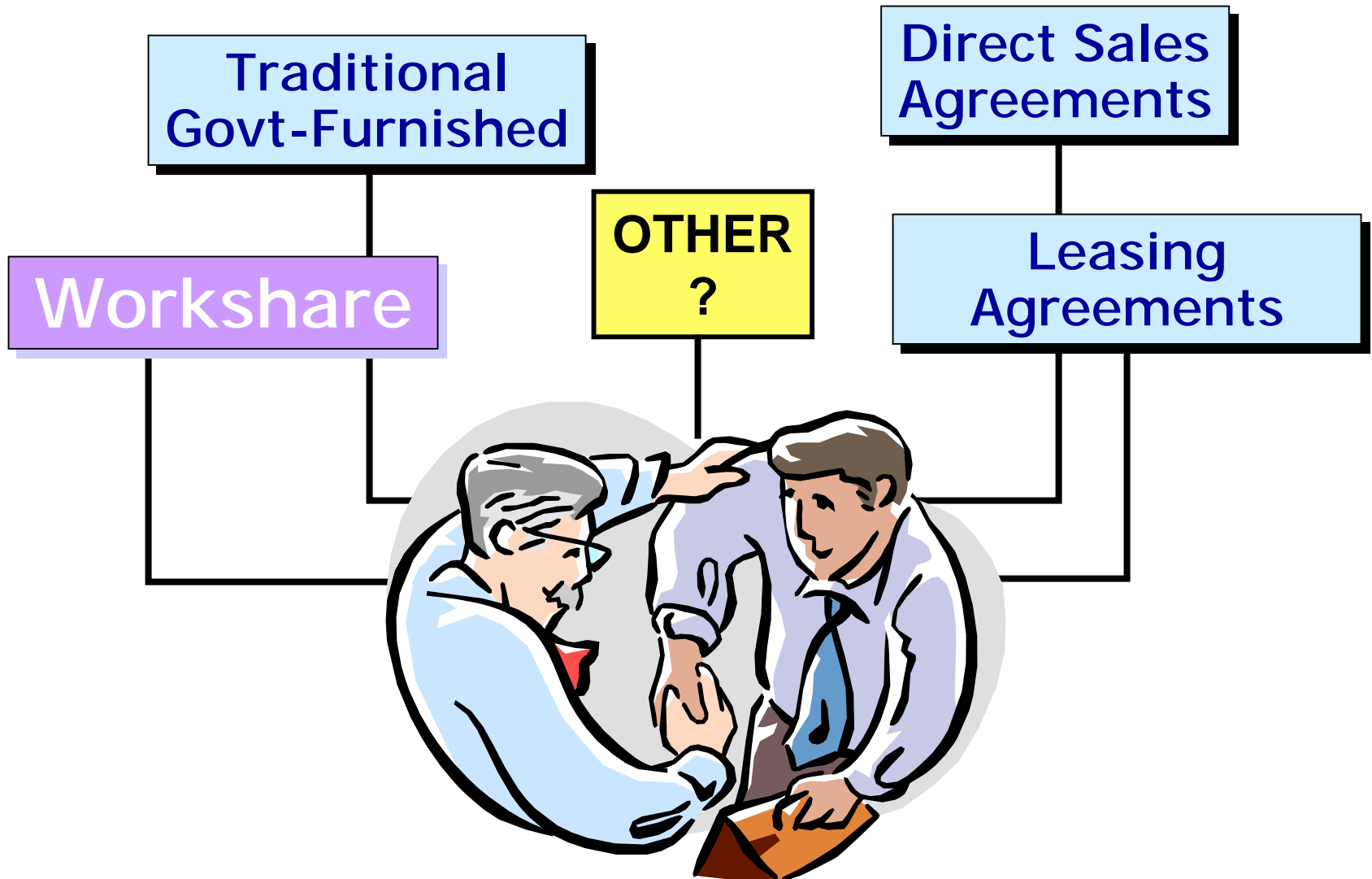


- ◆ Industry knowledge
- ◆ Depot knowledge
- ◆ Best value to USAF
- ◆ Highly-skilled, diversified workforce
- ◆ Facilities/equipment
- ◆ Maximize underutilized core capacity





# Ways To Partner...





# Depot Maintenance



## Overarching Partnering Strategies

Leverages the Core Competencies of the Public Sector and Innovative Concepts Developed and Proven Within the Public and Private Sector to Support the Warfighter at Best Value

### IMPLEMENTING TECHNIQUES

#### Direct Sales

10 USC 2563  
10 USC 2208(j)  
22 USC 2770  
10 USC 2474

#### Leasing

10 USC 2667  
10 USC 2474

#### Workshare

10 USC 2474





# Leases

## Leases:



Lease of  
Underutilized  
Equip &/or Facilities

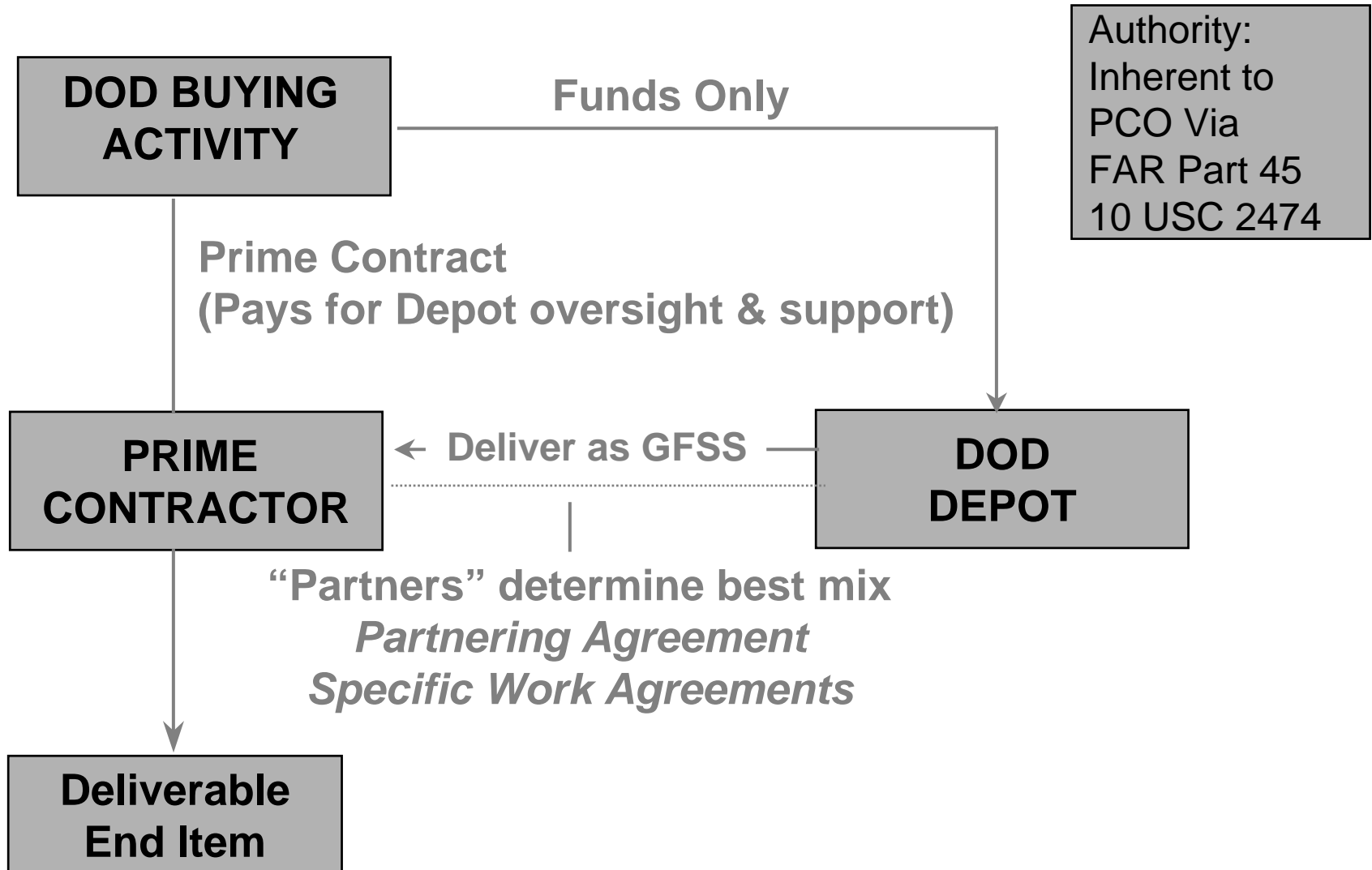


### Authorities:

- 10 USC 2667 / 2474
  - Promotes National Defense
  - Public Interest
  - Not More than 5 Years
  - Revocable



# Workshare





# Keys To Successful Partnerships



- **Cultural Change**
- **Must be addressed early in the acquisition process**
  - **Required element in the Single Acquisition Management Plan & Product Support Master Plan**
  - **Prior to system development and demonstration**
- **Collaboration of all stakeholders**
  - **Buying activity**
  - **Industry partner**
  - **Government depot maintenance, supply chain, product support**



# How Do I Partner?

- **Follow simple 5 step thought process**
  1. **Identify requirements**
  2. **Identify government Center(s) of Industrial and Technical Excellence (CITEs)**
  3. **Establish a partnering IPT with all stakeholders**
    - **What exists that may be leveraged from industry and Government**
  4. **Determine partnering strategy and Core competencies**
  5. **Document partnership**



# What This Means To Industry?



- **Partnership agreements enable a firm to gain access to:**
  - **Economical manufacturing and repair capabilities**
  - **A motivated, skilled workforce and management team**
    - **With extensive repair and manufacturing process expertise**
  - **Processes requiring special use permits; e.g., coating removal, plating, etc.**
  - **Facilities already covered by hazardous materials licenses**
  - **Laboratories, centers, ranges, or other facilities for the testing of materials, equipment, models, computer software, and other items.**



# AFMC Contacts



**HQ AFMC/LGPC**

**Mr. Richard Swain**

**DSN 674-3013**

**COM (937) 904-3013**

[richard.swain@wpafb.af.mil](mailto:richard.swain@wpafb.af.mil)

**OC-ALC/XPX**

**Ms Laura Culberson**

**DSN 339-2181**

**COM (405) 739-2181**

[laura.culberson@tinker.af.mil](mailto:laura.culberson@tinker.af.mil)

**OO-ALC/XPX**

**Mr. Kim Squire**

**DSN: 777- 8456**

**COM (801) 777-2428**

[kim.squire@hill.af.mil](mailto:kim.squire@hill.af.mil)

**WR-ALC/XPX**

**Mr. James Fordham**

**DSN 468-3202**

**COM (478) 926-3202**

[james.fordham@robins.af.mil](mailto:james.fordham@robins.af.mil)



# Summary



- **Air Force depots are valuable and efficient assets**
  - ...We will change with our environments to meet our missions in even better ways
- **Effective use of the depots benefits all partners**
- **Several methodologies to develop creative partnering alternatives are available ....We will use them intelligently**
- **Must enter into win-win partnerships to optimize Air Force weapon system solutions**

***Cooperation.....not Competition!***

