

Gov't-Industry Partnership

“I don't need a Yes-Man, I need a Partner”

COL Mike Flanagan, PM TRADE

1 Feb '11, Lockheed Martin Leadership Seminar

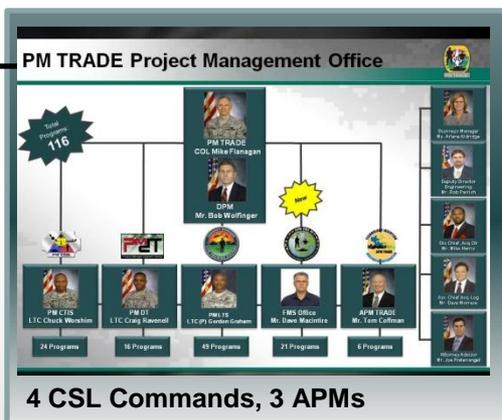
PM Training Devices (TRADE)



MISSION:

Provide Simulation, Training and Testing Capabilities for the Nation's Security.

800+ people, \$3B (FY11)



Live Training Systems

Digitized Training

Instrumentation Systems

Consolidated Product-Line Mgmt

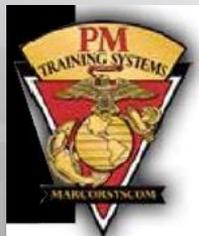
250K Instrumented MILES

- Individual Weapon Systems (215K)
- Wireless Independent Tgt Sys (45K)
- Combat Vehicle Systems (3K)
- Shoulder Launched Munitions (7K)
- **Other** (Aviation, IED, CIED...)

Modernized Ranges

- DRTS (30)
- Instrumented MOUT (76)
- TRACR (110 ranges, 30 Installations)
- Maneuver CTCs (3)
- Exportable CTC (1)
- Homestation (17 planned)
- Soldier Tracking in Land Nav (2)
- Common Training Instrumentation Architecture
- Future Army System of Integ Tgts
- CTC-OIS, ETC-IOS, HITS (Gov't SW)

Army Training Concept – Must Integrate/Synchronize with other Materiel Developers



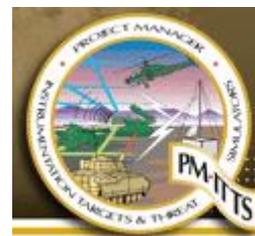
USMC:
Working collaboration on Live Trng



Constructive:
• Lead for LVC-IA



Virtual
1st Embedded Trng on Abrams/Bradley



Test
Common req'ts, potentially common solutions



***Sustainment**
•Vast data on fielded systems
• Potential long term savings in LCM

Live Training ISO Army Training Concept



Training Domains

Live TADSS

Interoperability

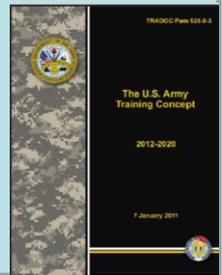
Today

Home station	<ul style="list-style-type: none"> • COIN-focused, Co and below • Limited Live Fire • Low TADSS utilization
CTC	<ul style="list-style-type: none"> • 75% CT manned, MRE-focused • MILES/CTC-IS not stressed
Deployed	<ul style="list-style-type: none"> • No embedded capability and limited resources available
Instrumentation Systems	<ul style="list-style-type: none"> • Different systems at CTCs • Limited Home station IS • ETC capability on hold
Force on Force	<ul style="list-style-type: none"> • Appended devices • Growing Sustainment Costs • Mixed Funding Strategies
Force on Target	<ul style="list-style-type: none"> • Aging ranges • New Ranges w/increased Sppt
LVC ITE	<ul style="list-style-type: none"> • Manual L-V-C capable • Unique Solutions
JOINT	<ul style="list-style-type: none"> • Some Interoperability • No Deliberate plan for common solutions
Multi-Nat'l	<ul style="list-style-type: none"> • European standard for FoF (OSAG) incompatible

Relevant ITE Objectives

- FSO/Hybrid Threats
- Joint/IA/Multi-Nat'l Training
- **ET** to reduce infrastructure and enable deployment training
- Central Training Database
- Exportable training support packages
- Multi-level FoF in realistic environment
- Deployed training w/access to training mgmt, ET into LVC...
- Free-thinking, adaptive OPFOR
- Dispersed training capabilities (hub n spoke)

Live Training Campaign Plan



- Incremental Approach
- Define Stds/Interfaces
- Engage System PM/TCMs
- Optimize organic equip
- ET opportunities
- Get at Sustainment Costs
- Path to Joint/Multi-Nat'l

- **Partnership** - a relationship resembling a legal partnership and usually involving close cooperation between parties having specified and joint rights and responsibilities.
- **Collaboration** (syn) - to cooperate with an agency or instrumentality with which one is not immediately connected

Conditions that Enable Partnership

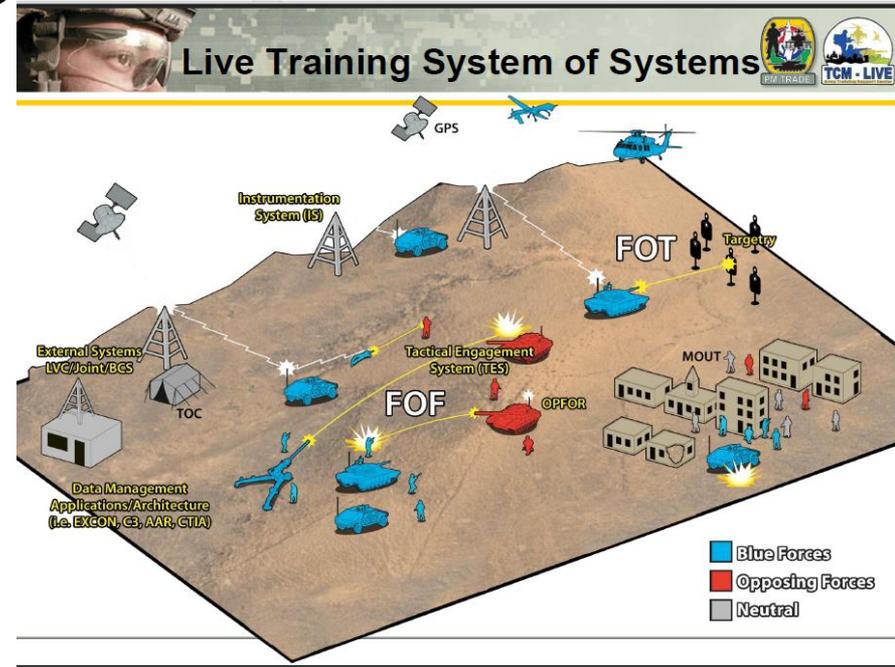
- Communication
 - Peer to Peer
 - Industry Days
 - IRAD updates
- Trust
- Consistency

Areas for Collaboration

- Visioning/IRAD
- Procurement
- Lifecycle Management
- Program Management

Visioning/IRAD

- Live Training Campaign Plan – draft presented at 2010 I/ITSEC
- Industry Sanity check
- Benefits of focused IRAD
- GD's EDGE initiative



Procurement

- You have a role in shaping RFPs
- Industry Days
- Draft RFPs
- Discussions/QnA
- Alpha Contracting (when applicable)

Lifecycle Management

- Era of Reduced Defense spending – Efficiency Drills
- How can we reduce Life Cycle costs?
- How can we Evaluate Life Cycle Costs?
- ECP and VECs...
- What do you need from USG? (WFF)

Program Management

- Cost/Schedule/Performance/Risk
- Different metrics, but common end – delivering a Capability that enhances Soldier training.

Summary

- Partnership/Collaboration
- Areas for Collaboration
 - Visioning/IRAD
 - Procurement
 - Lifecycle Management
 - Program Management

Questions?