

Warner Robins Air Logistics Center



***Partnering...and
Warner Robins
Air Logistics Center***

***Mr. Alan Mathis
Director
Plans & Programs
WR-ALC/ XP***



Partnership Defined...



Warner Robins Air Logistics Center

➤ A partnership is a mutually beneficial documented relationship among multiple parties characterized by a relationship of:

- ✓ Shared goals and objectives,
 - ✓ Shared risks,
 - ✓ Shared investments,
 - ✓ Shared decisions and
 - ✓ Shared rewards and benefits to accomplish a defined requirement.
- ✓ It is ***not*** a Contract!

Define the relationship first, then the contracting officers and lawyers can work out the contract



Partnering Objectives...



Warner Robins Air Logistics Center

- Identify and implement **best** acquisition, logistics, and program management **techniques**
 - that will provide the **best support to the war fighter,**
- Ensure **best long term value** for the DOD
- Support the statutory and regulatory provisions of Title 10, U.S. Codesassociated with the responsibilities
 - to **maintain sufficient core capabilities** in logistics management, engineering, supply chain management and depot-level maintenance
 - to **ensure efficient and cost-effective sustainment** of all assigned weapon systems now, and in the *future.*



How to Partner...

Warner Robins Air Logistics Center

- **Define a relationship to deliver mission results...rather than monitor contract compliance...**
- **Identify event (s) that makes partnership feasible**
 - New acquisition or Acquisition shift/change/update
 - Initiation of intent to partner
- **Document partnership using**
 - Strategic Partnership Agreement (SPA)
 - Strategic Direction Document, Strategic Alliances, Basic Business Strategy
 - Co-operative Arrangements
 - Commodity Council Agreements
 - Memorandum of Agreements or Understanding
- **Use performance-based strategies and contracts**
- **Continuously improve process to accomplish objectives**
 - Revisit measures of merit and work toward mutual rewards

To meet an Air Force Requirement



Warner Robins Competencies & Capabilities



Warner Robins Air Logistics Center

➤ Competencies

- Weapon System Management
- Armament & Specialized Management
- Electronics/ Electronic Warfare Management
- Support Equipment & Vehicle Management
- Aircraft, Airborne Electronics, Software, Commodities
- Materiel Management

➤ Capabilities

- Maintenance, Repair, & System/Component Modification
- Supply Chain Management
- Product Support
- Software Management

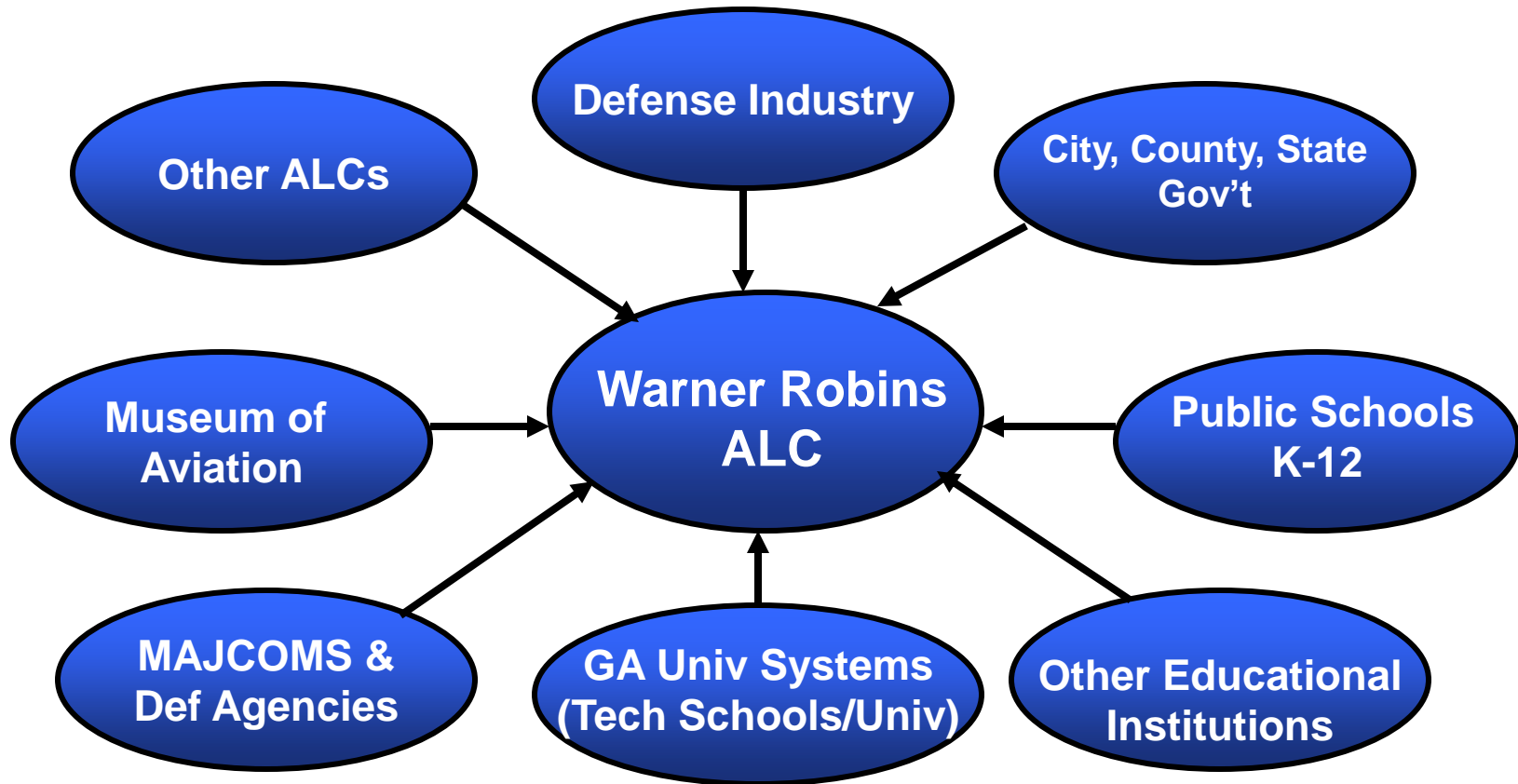
What the WR-ALC brings to the fight!



Partnership Opportunities



Warner Robins Air Logistics Center



Preparing for new missions presents lots of partnership opportunities



Types of Partnerships



Warner Robins Air Logistics Center

Direct Sales

- Depot “sells” resources (excess capacity) to private company who provides services or supplies to a DoD user
 - Utilizing public resources to support private sector

Work Share (AFMC preferred method)

- Depot & Industry share resources to provide a service or supply to a DoD user
 - Program Office contracts with industry & issues project order to Depot

Teaming

- Depot & Industry team in response to a competitive Request For Proposal (RFP) published by a DoD user
 - Workload “split” is defined by teaming arrangement

Leasing

- Industry pays for specific Depot facility and/or equipment use to provide a service or supply to a DoD user



Depot Maintenance Partnering Initiatives



Warner Robins Air Logistics Center

- 64 Signed Depot Maintenance Partnership Actions
 - ✓ Major workloads include C-17, C-130 CLR, and JSTARS



- 50+ Potential Partnerships in Work
 - ✓ Major efforts include F-22, C-130J Sustainment, Global Hawk, Predator, Joint Helmet Mounted Cueing System (JHMCS), and Large Aircraft Infrared Counter Measures (LAIRCM)

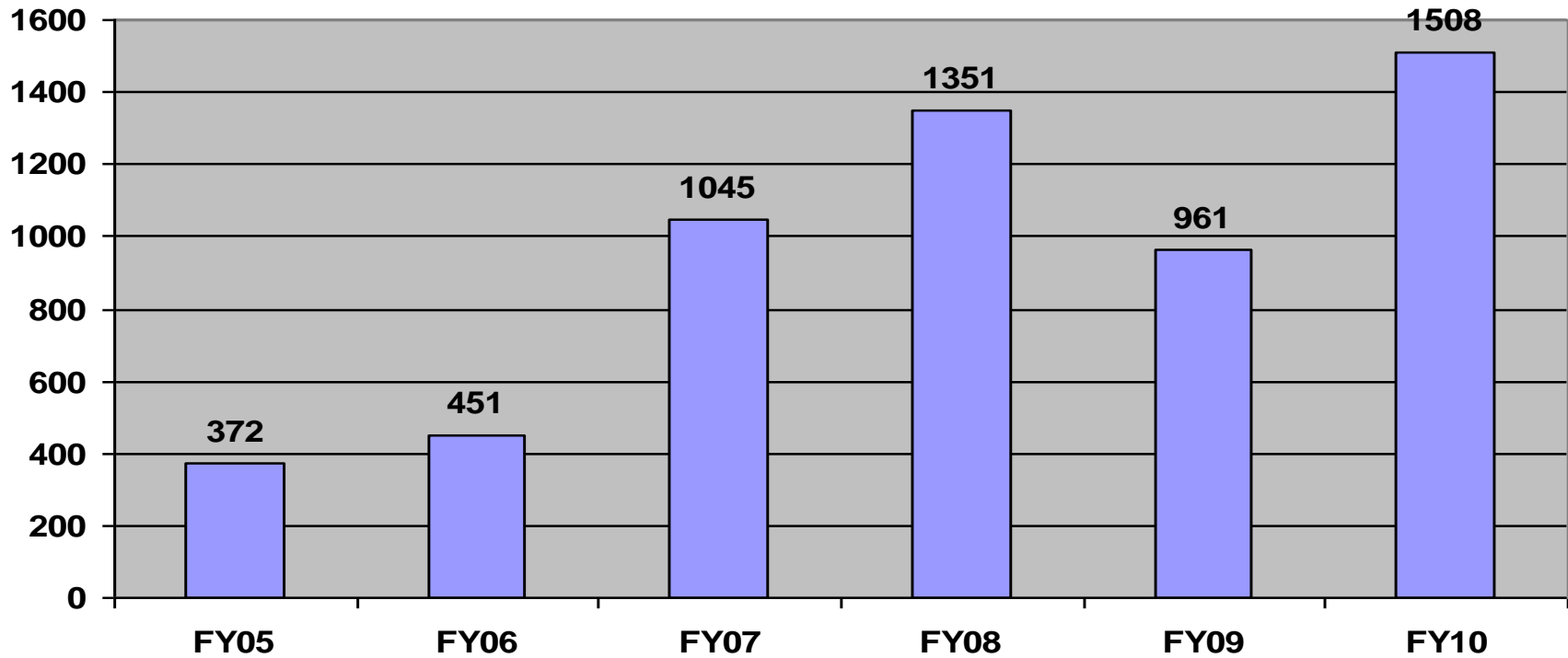


MXW Partnership Workload



Warner Robins Air Logistics Center

Partnership Hours (Thousands)





MXW Partnership Highlights



Warner Robins Air Logistics Center

➤ **C-17**

- Direct sales with Boeing (Long Beach CA)
 - Airframe, Structures, Software, Airborne electronics, other

➤ **Joint Stars**

- Workshare with Northrop Grumman (Melbourne FL)
 - Software maintenance, Mission support, Prime mission equipment, Backshop support, Chemical laboratory, Precision Measuring Equipment Lab (PMEL)

➤ **C-130 CLR/IC**

- Workshare with L3 Comm-TCS (Warner Robins, GA)
 - On-site Engineering Integration/Logistics support



Other Partnership Highlights



Warner Robins Air Logistics Center

➤ Educational Partnerships

- Robins Workforce 21
- Macon State Certificate Programs
 - Local Technical Colleges & Universities
- DAU Expansion in Middle GA
 - APDP training while an Undergraduate
 - Expanded DAU offerings to current employees

➤ State and Local Community Partnerships

- **Georgia-Robins Aerospace Maintenance Partnership (G-RAMP)**
- **Voluntary Protection Program (VPP)**
 - Mentoring relationship with Washington Savannah River Company (WSRC)
- **Utilities privatization with Georgia Power Company (GPC)**
 - Build a new substation on Robins AFB



Strategic Partnering Agreements (SPAs)



Warner Robins Air Logistics Center

➤ Engineering

- Technology Based Strategic Alliance (TBSA) with Mercer Engineering and Research Center (MERC)
- Cooperative Research and Development Agreement (CRADA) between WR-ALC and the State of Georgia





A Community Partnership *G-RAMP*



Warner Robins Air Logistics Center

Georgia-Robins Aerospace Maintenance Partnership

Increase aircraft availability to the warfighter by integrating public and private Maintenance, Repair and Overhaul (MRO) through unique partnerships that jointly manage and execute the workload associated with aircraft sustainment as well as training/education.



A Community Partnership G-RAMP

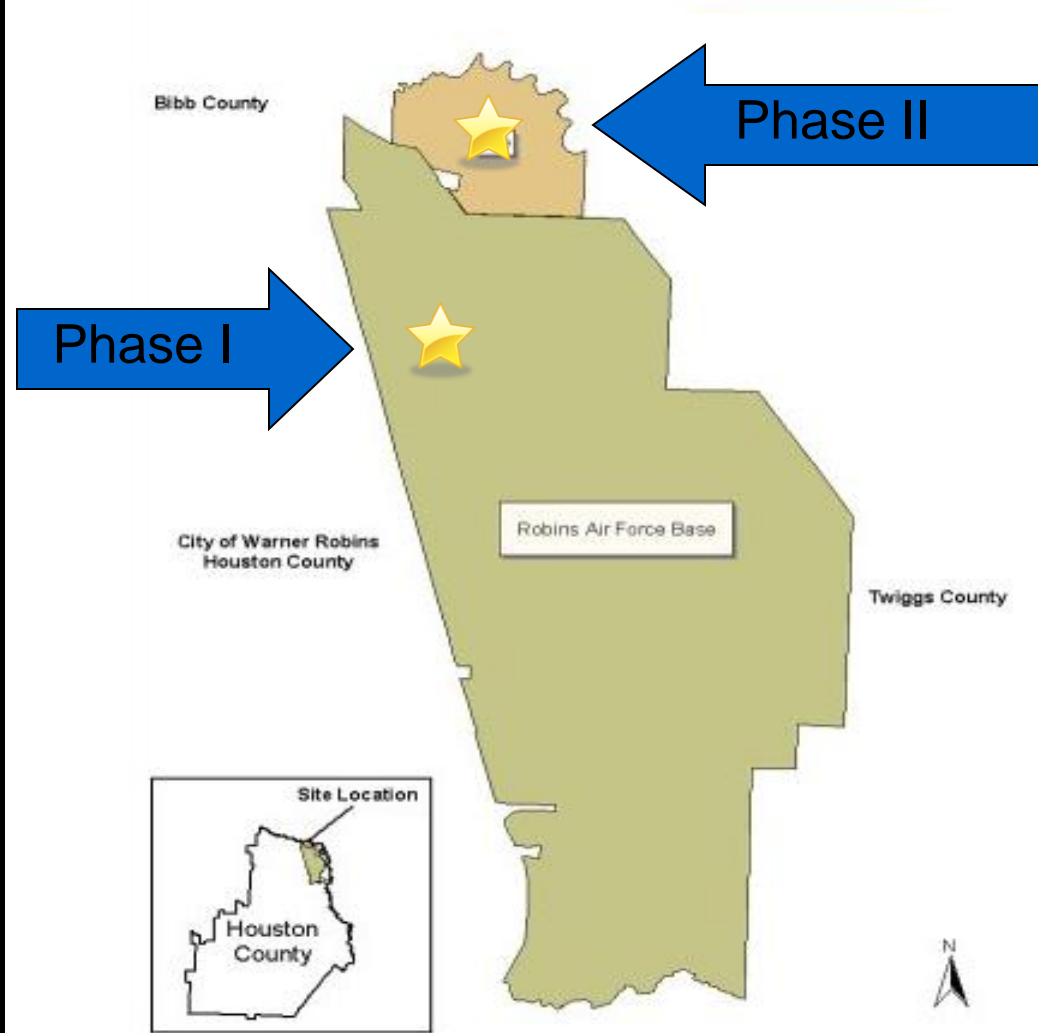


Warner Robins Air Logistics Center

G-RAMP Phased Approach

Phase I – WR-ALC and State of Georgia Agreement for temporary use of state- owned hangars

Phase II – Local Community led initiative to build facilities on city- owned property





G-RAMP Phase I Status



Warner Robins Air Logistics Center



- **C-130 CLR modification selected as workload for B-1 hangars**
- **MOA signing ceremony being scheduled for WR-ALC and TAG**
- **Implementation Agreement for temporary use of facilities drafted**



Partnering Points of Contact



Warner Robins Air Logistics Center

- Robert Reynolds/XPL
 - Chief, Mission Planning Division - 926-6938

- Kim Herren/XPL - 926-0254
- Debbie Berry-Smith/XPL - 222-0588

- Ken Hall/402nd MXW - 222-3228
- Dennis Glover/402nd MXW - 222-3226



Working Together ...



Warner Robins Air Logistics Center





Warner Robins Air Logistics Center

