



Advanced Planning Brief for Industry (APBI)

Teaming for Global Collaboration to Enable
Responsive, Sustained Readiness



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Readiness is a Team Sport

“A Globally Responsive and Regionally Engaged Force with a Ready and Modern Army”



Readiness

“Win in a Complex World”

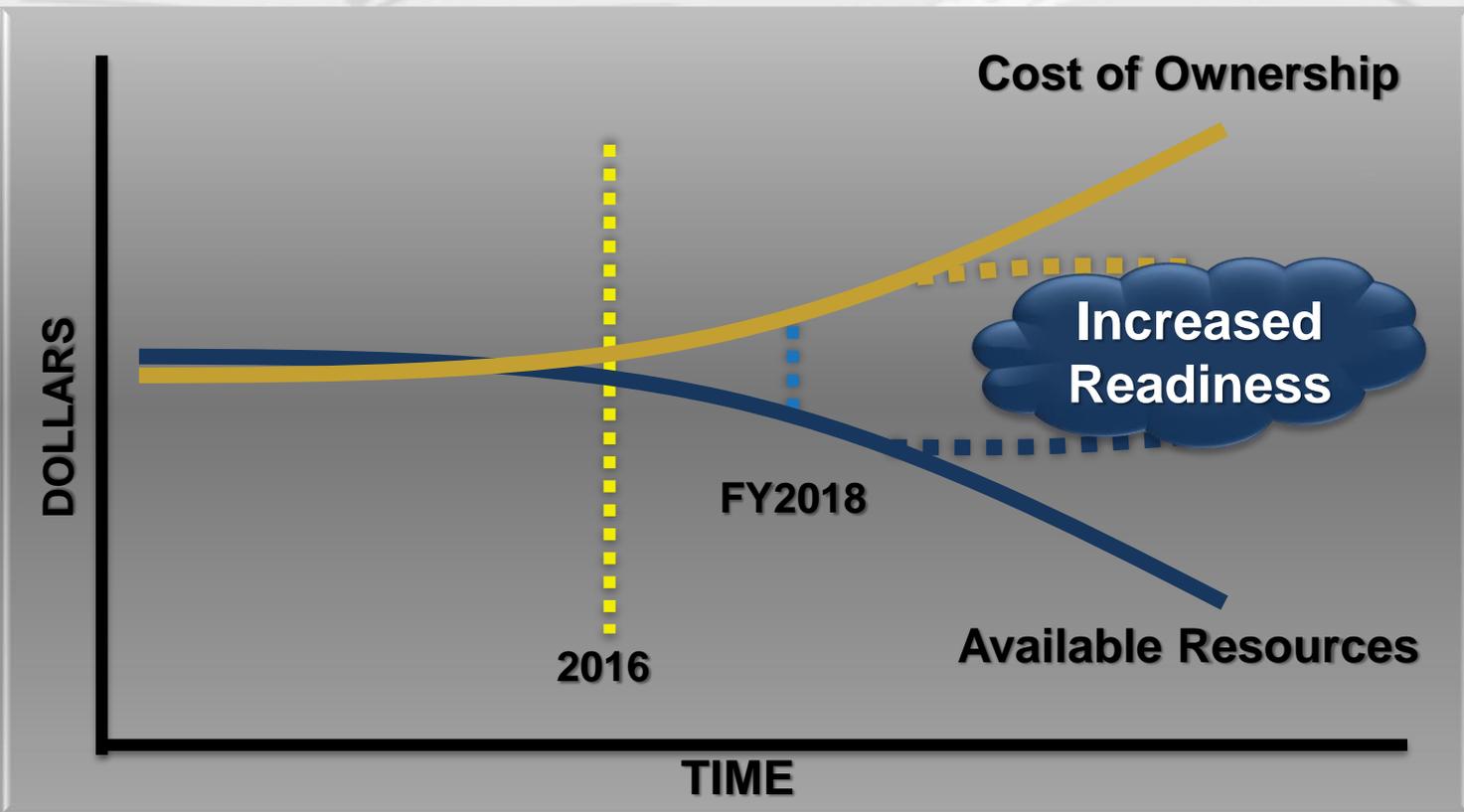


INVOLVEMENT IN ALL PHASES OF THE ACQUISITION LIFE CYCLE





Readiness is a Team Sport



**CORE
COMPETENCIES**

ENDSTATE

- Reduce Logistics Footprint
- Reduce Soldier Burden
- Improved Operational Availability
- Expeditionary Aviation Force
- Decreased O&S and Life Cycle Costs

Innovation - Must Turn Good Ideas into Valued Outcomes



AWCF Investment



Purpose: Solicit and fund projects that will provide implementable solutions to mitigate known obsolescence issues, reduce sustainment costs, improve component reliability, and/or improve readiness

- **Background:**

- Consolidated in 2014 -- 2.5% of AWCF Sales
- FY16 -- \$55 Million -- leveraged \$46 Million
- FY17 -- \$52 Million estimated

Industry Challenge
**Submit Project Candidates to AMCOM for
 Consideration for Any Secondary Item**

- **To attack obsolescence:**
 - 45 projects
- **To improve reliability:**
 - 116 projects
- **To achieve cost reductions:**
 - 80 projects

Over \$1.4 Billion in savings





APBI Expectations



- Organizations will brief near, mid, and long term business opportunities
- Most opportunities are in “sustainment”
- Some are in research & development
- **Industry Partners are critical to our Mission**
- I look for your feedback on how well we communicate our requirements to you!



Questions?

