May 2017 AM Business Model Wargame

- 16 17 May
- Lockheed Martin Global Vision Center in Crystal City in Arlington, VA
- VTC capability, an auditorium, and breakout rooms.
- Aligned with the 4 areas in the DoD roadmap
 - Design
 - Materials
 - Process
 - Value Chain
- Seeking volunteers for the core planning team. Anybody interested in becoming a member of the team, please contact Mark Vitale at <u>mvitale@deloitte.com</u> or Marilyn Gaska at <u>marilyn.gaska@lmco.com</u>
- Planning team is looking for government and industry members with experience in contracting, legal, procurement, and/or business executives

May 2017 AM Business Model Wargame Proposed Scenario

This is the pre-quel to the original AM BM WG scenario that formed the basis of the 2016 AM BM WG.

The DoD issued a RFP to develop and acquire a light-weight reconnaissance drone capable of being deployed by a 2-person team in austere environments. The timeline defined by DoD is aggressive. DoD requires the awardee to produce a prototype within 6 months and the first production unit within a year after contract award. Most of the performance capabilities required by DoD can be performed by commercially available systems, but some of the reconnaissance features will have to be developed jointly by the Gov't/Industry team and some of the capabilities will be provided by the Gov't team which cannot share the base technology with the drone manufacturer.

May 2017 AM Business Model Wargame Proposed Scenario

After a thorough evaluation of proposals, the DoD selected ACME, Inc as the drone manufacturer and awarded a contract to deliver 1000 RLW (reconnaissance, light-weight) drones. The contract specifies that the first prototype will be delivered 6 months ACA and will be used as dem-eval and qualification and certification for production acceptance. Test and evaluation will be performed jointly with the DoD at a Patuxent River Test Center. The contract also stipulates that initial sustainment will be performed by ACME for the 3 years in which they are delivering RLW drones to DoD; both at their commercial facility for depot level maintenance and at selected field locations around the world, including shipboard. After ACME has delivered its 1000th RLW, DoD will be providing organic sustainment; including additively manufacturing configuration items originally produced that way by ACME under contract, which is a significant portion of the RLW parts. In fact, all the parts identified as potential sustainment items required for 6 month deployments of the RLW are required to be AM parts by contract. This will give DoD the ability to self-sustain operations in locations where reach-back logistics chains may not be available.

May 2017 AM Business Model Wargame Proposed Scenario

Because of the aggressive timelines and AM requirements stipulated in the RFP and ensuing contract, ACME will base the RLW drone configuration largely off a commercially available design which has recently received FAA approval for supporting news reporting and police operations over population centers. This means that ACME owns the IP for most of the vehicle components. The configuration items that require joint development by DoD and ACME, namely the parts necessary to integrate the DoD reconnaissance technology to the air vehicle, will be be owned by the DoD with unlimited data rights. As mentioned in the RFP, ACME will only be provided as much information regarding the Gov't owned reconnaissance technology to ensure its proper integration and performance to the air vehicle.