

# **Diminishing Manufacturing Sources and Material Shortages Program**

## **Defense Manufacturing Opportunities**

Daniel Raubinger  
Automation Alley Director of Defense and Manufacturing  
and DMSMS Program Manager

Report Documentation Page			Form Approved OMB No. 0704-0188		
Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.					
1. REPORT DATE <b>16 MAY 2011</b>		2. REPORT TYPE <b>N/A</b>		3. DATES COVERED <b>-</b>	
4. TITLE AND SUBTITLE <b>Diminishing Manufacturing Sources and Material Shortages Program</b>			5a. CONTRACT NUMBER <b>W56HZV-09-C-0585</b>		
			5b. GRANT NUMBER		
			5c. PROGRAM ELEMENT NUMBER		
6. AUTHOR(S)			5d. PROJECT NUMBER		
			5e. TASK NUMBER		
			5f. WORK UNIT NUMBER		
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) <b>US Army RDECOM-TARDEC 6501 E 11 Mile Rd Warren, MI 48397-5000, USA</b>			8. PERFORMING ORGANIZATION REPORT NUMBER <b>21811</b>		
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES) <b>US Army RDECOM-TARDEC 6501 E 11 Mile Rd Warren, MI 48397-5000, USA</b>			10. SPONSOR/MONITOR'S ACRONYM(S) <b>TACOM/TARDEC/RDECOM</b>		
			11. SPONSOR/MONITOR'S REPORT NUMBER(S) <b>21811</b>		
12. DISTRIBUTION/AVAILABILITY STATEMENT <b>Approved for public release, distribution unlimited</b>					
13. SUPPLEMENTARY NOTES <b>The original document contains color images.</b>					
14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT <b>SAR</b>	18. NUMBER OF PAGES <b>11</b>	19a. NAME OF RESPONSIBLE PERSON
a. REPORT <b>unclassified</b>	b. ABSTRACT <b>unclassified</b>	c. THIS PAGE <b>unclassified</b>			

# *Automation Alley Defense Operations DMSMS Activities*

- National need
- Core competencies
- Current projects
- Near - term projects



# The National Need

***“Reset and prepositioned stock replacement are two crucial issues for maintaining readiness. We need to reset equipment that is lost in combat and repair or replace equipment degraded by wear and tear, with full restoration not expected until years after Operation Iraqi Freedom (OIF) and Operation Enduring Freedom (OEF) are completed. Ensuring funding for related activities, such as depot operations, is essential for maintenance of the force. And the enormity of the equipment and unit reset challenge, as we withdraw from Iraq and increase efforts in Afghanistan, will require continuous review of our joint requirements and timelines. In the mid to long term, it is imperative that we have a robust industrial base with sufficient manufacturing capability and capacity to preserve our technological edge and provide for the reset and recapitalization of our force.”***

*Admiral Mike Mullen, Chairman of the Joint Chiefs of Staff,  
Assessment of the 2010 Quadrennial Defense Review (QDR)*

# TACOM LCMC/Automation Alley Link

---

*“The joint TACOM Life Cycle Management Command (LCMC), TARDEC and Automation Alley Contract ensures **an efficient and timely response to parts issues by identifying qualified manufacturers and suppliers.** This identification allows the TACOM LCMC to reduce the response time to the warfighter and improves equipment readiness.”*

Major General Kurt Stein  
Commanding General, TACOM

# *Automation Alley Defense Operations*

## *Core Competencies*

---

- Manufacturing/Industrial base capability, trend, and risk knowledge
- Repair part analysis and data mining capability for families of vehicles.
- Locating and vetting suppliers for specific components or manufacturing technology
- Reverse engineering (TDP's) sourcing and administration to provide replacement parts and software
- Customer Relationship Management (CRM) tool – manufacturer's contact information and integrated communication capability
- Demonstration of First Article Test (FAT) and test planning and support
- Technical competencies in many mechanical/electrical areas
- Timely results at a fair price

# *Customer Relationship Management Tool*

---

- TACOM LCMC Industrial Database
  - Created specifically for TACOM's use – over 20,000 company records
  - Adds capability and contact information to commercially available data
- Web Portal option
  - Allows companies to opt-in to our database and captures their company capabilities and contact information
- Geo Tech / Google Earth visual tool solution
  - Enables a map view of any geographic solution

# TACOM Industrial Database

salesforce.com - Enterprise Edition - Mozilla Firefox

File Edit View History Bookmarks Tools Help

salesforce.com https://na11.salesforce.com/home/home.jsp

Automation Alley DLA Google Crain's D & B Salesforce Dictionary.com DLA - Columbus AKO IHS Login LunaTech - 3dDMSMS SupplierBusiness - IHS Outlook Web Access

salesforce.com - Enterprise Edition

TARDEC Search All... Search Dan Raubinger Help & Training DMSMS

Home Companies Contacts Reports Campaigns Dashboards 4-Digit FSC Codes 6-Digit NAICS Codes Leads Ideas Questionnaires +

There are updates available for your computer. [Click here](#)

Create New... Dan Raubinger Wednesday May 4, 2011 Discover Spring '11

Recent Items

- Scotchman Industries Inc
- IC-188397
- IC-188396
- IC-152698
- Jerry Kroetch
- JOHN HELTZEL

Custom Links


Messages and Alerts

Recycle Bin

Dashboard Refresh Customize Page

Last refreshed at 5/3/2011 10:48 AM. Displaying data as DMSMS.

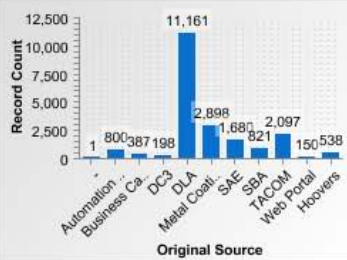
All Companies



Record Count

20,731

All Companies by Original Source



Original Source	Record Count
Automation Alley	1
Business Card / Trade Show	800
DC3	387
DLA	11,161
Metal Coating Companies	198
SAE	2,898
SBA	1,680
TACOM	821
Web Portal	2,097
Hoovers	150

Original Source

All Companies by SOURCE

SOURCE	Record Count
Automation Alley:	845
Metal Coating Companies:	3,689
DC3:	386
DMSMS Portal:	183
Business Card / Trade Show:	451
SAE:	1,983
SBA:	989
TACOM:	2,745
DLA:	11,161

My Tasks New Overdue

Start | Inbox - Microsoft ... | Outreach Presenta... | Microsoft PowerPo... | salesforce.com - E... | 9:36 AM

UNCLASSIFIED



# Web Portal Login

Contact Us | DMSMS - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://www.dmsms-tardec-army.com/dmsms\_contact

Most Visited Google Automation Alley Salesforce.com - Login Dictionary.com Army Knowledge Online

Contact Us | DMSMS

**DMSMS TARDEC AUTOMATION ALLEY**

**Diminishing Manufacturing Sources and Material Shortages**

HOME ABOUT US CONTACT US FAQ LINKS

Contact Us

**Contact Information** = Required Information

First Name

Last Name

Title

Phone

Email

**Company Information**

Company

Street

City

State/Province

Zip/Postal Code

Website

**Company Classification**

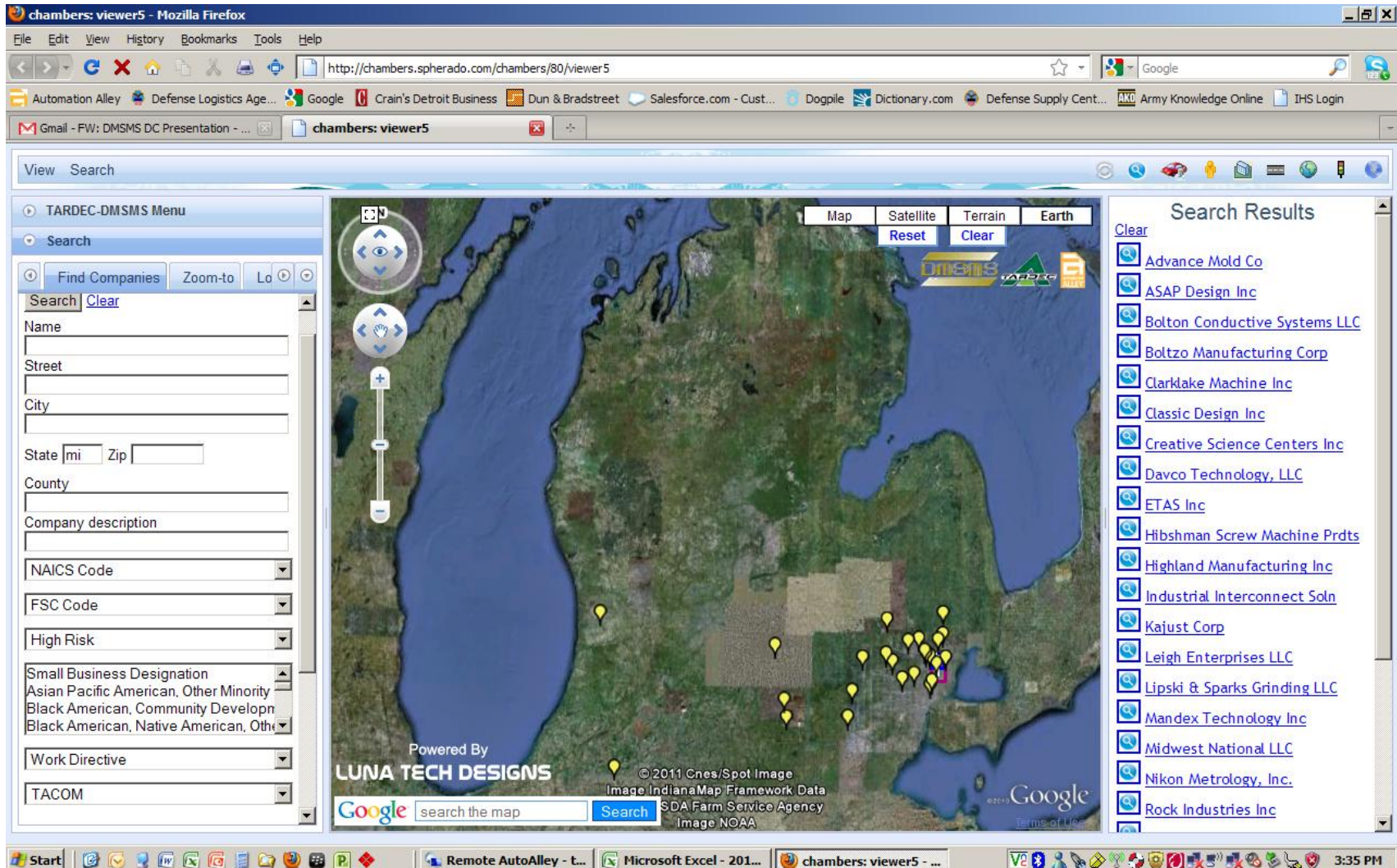
Industry

Small Business Designation

Start DMSMS DC Prese... DMSMS Defense ... W56HZV-09-C-05... Contact Us | D... Annual Reports Inbox - Microsoft... Desktop Libraries 4:56 PM

UNCLASSIFIED

# GeoTech / Google Earth Example



All MI-based TACOM suppliers that are HIGH financial risk

# *Current Year Plans*

---

- More reverse engineering projects on varied components
- Supplier recommendations for sole-source components
- More detailed vehicle Sustainment Engineering Risk Assessment (SERA) studies for TACOM systems
  - Document fact-based evidence of risk
  - Addresses supplier base diminishing, financial health risk, market risk, environmental risk, safety risk, configuration risk, cost of repair risks
  - Provide data for platform and / or strategic manager use
- Expand beyond TACOM to other Defense Agencies such the Defense Logistics Agency (DLA), Navy, and Air Force

# *Automation Alley Defense Operations*

---

- Questions?