

Detection Sector Input to CBDAIF

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Detection Sector

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Agenda

- Detection Sector Landscape
- Detection Sector Health
- Communications Constraints
- Thoughts on Efficiencies

Detection Sector Landscape

- Thirty-five individuals
- Twenty-eight organizations
 - ↗ Academia
 - Georgia Tech, Johns Hopkins APL
 - ↗ Many small and medium sized technology organizations
 - ↗ Engineering Services
 - Battelle, CACI, Camber
 - ↗ Large system contractors
 - GDATP, GE, ITT, Lockheed Martin, Northrop Grumman, Smiths Detection

Detection Sector Health

- Sector members are employing a variety of actions to “hold on” until detection programs are finalized and funding is available
 - Reassigning critical resources and facilities to funded opportunities
 - Limiting investment in new technologies
 - Renegotiating contracts to minimize gaps in production, loss of personnel, and retention of manufacturing supply base
- Some in industry have taken more significant actions
 - Pursue business areas outside of chemical-biological defense
 - Reduction in Force (RIF) to match current funding levels
 - Consolidation of facilities and/or business elements
 - Gone out of business (esp. SB’s that relied on development funding)
- Questions remain
 - What detection programs have been retained, and on what schedule?
 - What is the impact of continuing resolution on new starts?
 - How will JPEO reorganization and BRAC affect acquisition strategies?

Communications Constraints

- Constraints on discussions between Government and Industry have resulted in challenges to partnership with the JPEO
 - Difficult to identify emerging technology needs and develop prototypes
 - Unable to plan resources or to project future revenues reliably
 - No credibility that any new program schedule objective will be met
 - Results in limited new investment and extends acquisition schedules
- Need to improve openness and communication between JPEO organizations and industry (within FAR rules)
 - Interface with leadership is reasonable, but gate keepers limit access
 - The last APBI was constrained by DOD budget churn and little information was exchanged, the hope is that future APBIs will improve
 - One-on-one sessions at APBI are valuable, but they are too short for the necessary in-depth dialogue
 - Frequently changing plans makes effective communication a challenge, as lower level staff are hesitant to communicate outside formal meetings

Thoughts on Efficiencies

- Industry understands that spending reductions are being driven by today's massive deficit, not an abating threat
 - Must retain viable industrial base in case of increased hostilities
- Appreciate that full-rate production margin is a key incentive for industry
 - Need to get more programs to production sooner so that industry can afford continued investment (evolutionary modernization)
 - Need to get new development programs initiated – program uncertainties and schedule delays are biggest challenge to industry
- Understand efforts to buy low cost solutions rather than expensive, overly exquisite solutions
 - Must balance procurement of low cost solutions vs. the need to address emerging threats that require more exquisite technologies