

# Strategic Concerns

- Top Four Industrial Concerns:
  - Requirements and Budget Instability: Example MRM
    - Where do we invest our \$\$\$ and people?
  - Affordability requirements vice reduced quantities
    - Possibility of multi-year contracts verses buy less more often
    - Modular systems will require accommodations within requirements
  - Future of Precision
    - How much accuracy is enough?
    - Plans for supporting infrastructure
    - What is the target weapons mix?
  - How does the US Army re-establish past technical superiority edge?
- Others:
  - What is the roadmap for UAS
  - Are networked enabled weapons OBE?
  - Future use of GPS for guidance?

# Thoughts re OSD policies on Acquisition of Data Rights:

- Initiative is to “acquire data rights to ensure Sustained consideration of competition in the acquisition of weapon systems”
- How it flows down: Primes will offer the Gov’t a method to acquire Gov’t purpose lic rights to their TDP and will facilitate negotiations between the Gov’t and subcontractors
- Industry issues:
  - Do-ability – eg most contractor TDPs include their specific processes which may not be replicable
  - Compensation for direct costs to develop the TDP born by the contractor and other costs such as the proposal cost and costs to develop internal processes
  - The overhead and infrastructure costs and risk required to develop a product may not be born by a competitor focused mostly on production
  - How to insure that technology transferred under Government purpose lic rights is not altered by our competition in some way to help them
- How to accommodate:
  - Offer the TDP after X number of rounds built
  - Offer a price – may not be affordable