Advanced Planning Briefing to Industry

Brigadier General F. Kelley

30 April 2012

Getting Here Wasn't Easy

Ask the Difficult Questions

Have the Hard Conversations

Work Towards Solutions

CMC Priorities

1) Continue to provide the best trained and equipped Marine units to Afghanistan. This will not change. This remains our top priority!

2) Rebalance our Corps, posture it for the future and aggressively experiment with and implement new capabilities and organizations.

3) Better educate and train our Marines to succeed in distributed operations and increasingly complex environments.

4) Keep faith with our Marines, our Sailors and our families.

"U.S. forces will conduct a sustainable pace of presence operations abroad, including rotational deployments and bilateral and multilateral training exercises. "

"…we are determined to maintain a ready and capable force, even as we reduce our overall capacity. *We will resist the temptation to sacrifice readiness in order to retain force structure, and will in fact rebuild readiness in areas that, by necessity, were deemphasized over the past decade."*

"As DoD takes steps to reduce its manpower costs, to include reductions in the growth of compensation and health care costs, we will keep faith with those who serve."

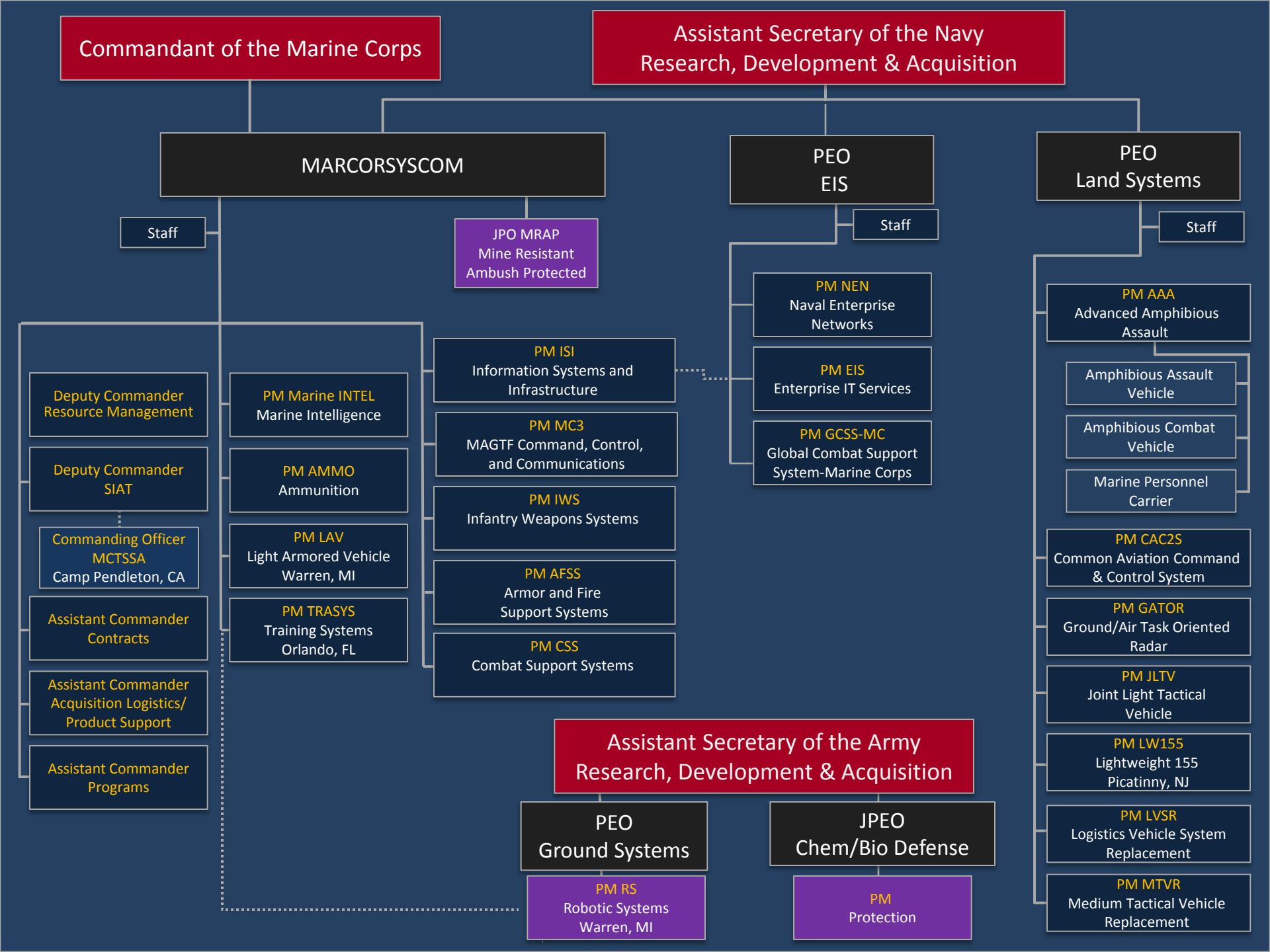
ASN RDA Priorities

1) Getting the requirements right
2) Making every dollar count
3) Performing to plan
4) Minding the health of the industrial base
5) Strengthening the acquisition workforce

"This imperative will shape a number of Departmental disciplines, ranging from establishing warfighting requirements to the way our forces train together"

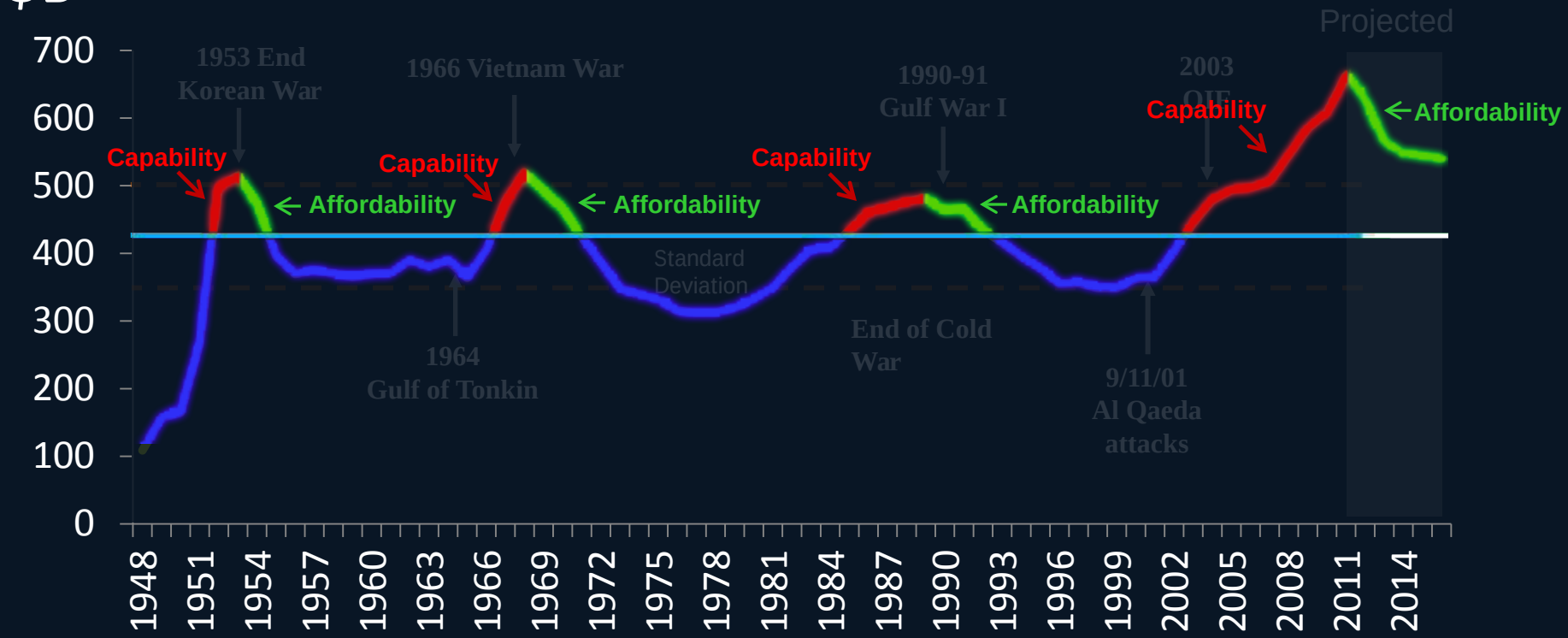
"the Department must continue to reduce the "cost of doing business." This entails reducing the rate of growth of manpower costs, finding further efficiencies in overhead and headquarters, business practices, and other support activities before taking further risk in meeting the demands of the strategy. "

"…in adjusting our strategy and attendant force size, the Department will make every effort to maintain an adequate industrial base and our investment in science and technology."


Commandant of the Marine Corps
Assistant Secretary of the Navy
Research, Development & Acquisition
MARCORSYSCOM
PEO
EIS
PEO
Land Systems
Staff
JPO MRAP
Mine Resistant
Ambush Protected
Staff
Staff
PM NEN
Naval Enterprise
Networks
PM EIS
Enterprise IT Services
PM GCSS-MC
Global Combat Support
System-Marine Corps
PM AAA
Advanced Amphibious
Assault
Amphibious Assault
Vehicle
Amphibious Combat
Vehicle
Marine Personnel
Carrier
Deputy Commander
Resource Management
Deputy Commander
SIAT
Commanding Officer
MCTSSA
Camp Pendleton, CA
Assistant Commander
Contracts
Assistant Commander
Acquisition Logistics/
Product Support
Assistant Commander
Programs
PM Marine INTEL
Marine Intelligence
PM AMMO
Ammunition
PM LAV
Light Armored Vehicle
Warren, MI
PM TRASYS
Training Systems
Orlando, FL
PM ISI
Information Systems and
Infrastructure
PM MC3
MAGTF Command, Control,
and Communications
PM IWS
Infantry Weapons Systems
PM AFSS
Armor and Fire
Support Systems
PM CSS
Combat Support Systems
PM CAC2S
Common Aviation Command
& Control System
PM GATOR
Ground/Air Task Oriented
Radar
PM JLTV
Joint Light Tactical
Vehicle
PM LW155
Lightweight 155
Picatinny, NJ
PM LVSR
Logistics Vehicle System
Replacement
PM MTVR
Medium Tactical Vehicle
Replacement
Assistant Secretary of the Army
Research, Development & Acquisition
PEO
Ground Systems
JPEO
Chem/Bio Defense
PM RS
Robotic Systems
Warren, MI
PM
Protection

National Defense Outlays

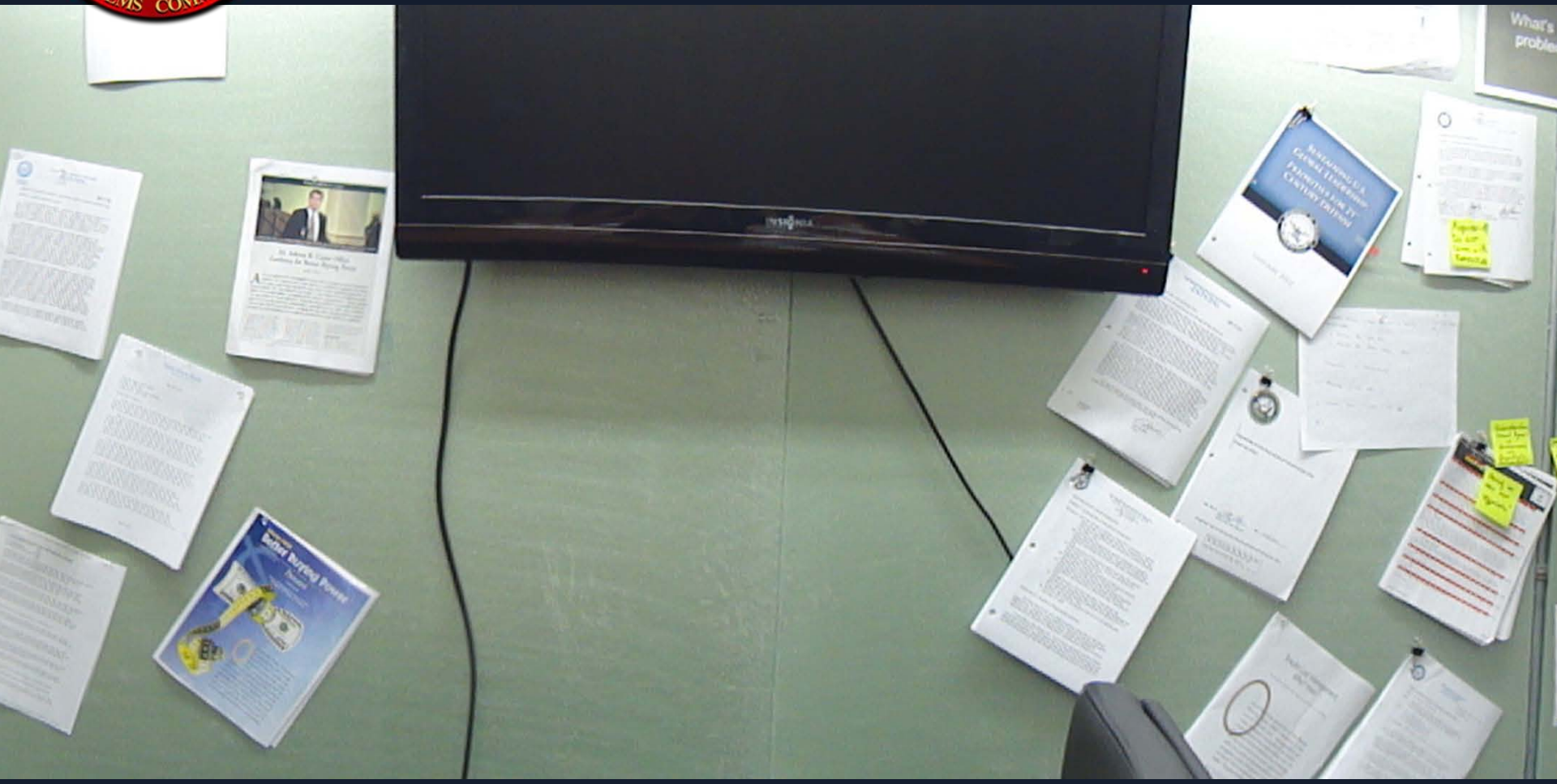
Constant FY2005 dollars



Notes: Outlays lag budget reductions by about 2-4 years
68% of the data falls within one standard deviation

Source: 2012 President's Budget Historical Tables

Affordability War Room



Command Cost of Doing Business $K (2 Dec 11)

	Grand Total	PSS *see below	PG10	PG11	PG12	PG13	PG14	PG15	PG16	PM Ammo	PM GCSS	PM MRAP	PM TRASYS	MCTSSA	PEO
Outflow in FY12	$11,122,176	$81,454	$1,008,010	$822,504	$901,831	$303,035	$141,375	$436,547	$393,957	$583,953	$132,172	$5,181,427	$63,212	$5,676	$1,067,023
MCTSSA Realignment	$0	-$700	-$23,010	-$4,196	-$2,043	$0	$0	$0	$0	$0	-$670	$0	$0	$30,619	$0
Net Outflow in FY12	$11,122,176	$80,754	$985,000	$818,308	$899,788	$303,035	$141,375	$436,547	$393,957	$583,953	$131,502	$5,181,427	$63,212	$36,295	$1,067,023
# CIV On-board (does not include interns)	2,009	584	253	71	113	81	52	102	89	39	78	62	56	186	243
#1a ***Outflow in FY12 Per Person (CIV Only)***	***$5,536***	***$138***	***$3,893***	***$11,525***	***$7,963***	***$3,741***	***$2,719***	***$4,280***	***$4,426***	***$14,973***	***$1,686***	***$83,571***	***$1,129***	***$195***	***$4,391***
# Military	413	55	17	37	51	33	17	28	26	35	23	1	9	0	81
Total # MIL & CIV on-board	2,422	639	270	108	164	114	69	130	115	74	101	63	65	186	324
#1b ***Outflow in FY12 Per Person (CIV and MIL)***	***$4,592***	***$126***	***$3,648***	***$7,577***	***$5,487***	***$2,658***	***$2,049***	***$3,358***	***$3,426***	***$7,891***	***$1,302***	***$82,245***	***$972***	***$195***	***$3,293***
Operating Costs:															
PG/PM Contract Support	$457,838	$18,449	$135,018	$36,061	$76,981	$23,615	$8,113	$8,705	$16,316	$8,012	$43,504	$27,261	$3,833	$4,363	$47,607
Travel/Supplies	$35,140	$5,891	$3,976	$3,953	$2,839	$2,490	$1,652	$734	$1,351	$1,170	$429	$7,365	$339	$0	$2,952
PSS Other (IT/Base Ops/Leases/Training)	$24,684	$24,684	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
CivPers Labor (incl reimb billets)	$274,147	$79,928	$34,390	$10,046	$15,290	$10,255	$6,842	$13,081	$11,731	$5,275	$10,975	$8,354	$7,097	$25,113	$35,770
Total Operating Costs	**$791,809**	**$128,952**	**$173,383**	**$50,060**	**$95,110**	**$36,360**	**$16,606**	**$22,520**	**$29,398**	**$14,457**	**$54,908**	**$42,980**	**$11,269**	**$29,476**	**$86,329**
Percent of Total Operating Costs		*16%*	*22%*	*6%*	*12%*	*5%*	*2%*	*3%*	*4%*	*2%*	*7%*	*5%*	*1%*	*4%*	*11%*
#2 ***PG/PM Contract Support Cost per day****	***$1,761***	***$71***	***$519***	***$139***	***$296***	***$91***	***$31***	***$33***	***$63***	***$31***	***$167***	***$105***	***$15***	***$17***	***$183***
Travel/Supplies Cost per day*	***$135***	***$23***	***$15***	***$15***	***$11***	***$10***	***$6***	***$3***	***$5***	***$5***	***$2***	***$28***	***$1***	***$0***	***$11***
PSS Other Cost per day*	***$95***	***$95***													
CivPers Cost per day*	***$1,054***	***$307***	***$132***	***$39***	***$59***	***$39***	***$26***	***$50***	***$45***	***$20***	***$42***	***$32***	***$27***	***$97***	***$138***
#3 ***Total Operating Cost per day****	***$3,045***	***$496***	***$667***	***$193***	***$366***	***$140***	***$64***	***$87***	***$113***	***$56***	***$211***	***$165***	***$43***	***$113***	***$332***
Average CivPers Salary (incl reimb)	***$136***	***$137***	***$136***	***$141***	***$135***	***$127***	***$132***	***$128***	***$132***	***$135***	***$141***	***$135***	***$127***	***$135***	***$147***

** 260 work days/yr*

PSS Break-out $K

	Grand Total	AC CT	AC LCL	AC PROG	AC PS	CMO	COS	IP	DCRM (WMD/DFM)	DC SIAT	MCTSSA	PEO LS	PM AAA	PM TRASYS	PM LAV
Outflow in FY12	$81,454	$175	$1,612	$4,503	$3,363	$23,287	$2,887	$2,370	$6,158	$27,503	$3,336	$2,248	$917	$589	$2,506
# CIV On-board (does not include interns)	584	187	40	46	18	72	19	37	90	75	*above*	*above*	*above*	*above*	*above*
Outflow in FY12 Per Person	***$139***	***$1***	***$40***	***$98***	***$187***	***$323***	***$152***	***$64***	***$68***	***$367***	***above***	***above***	***above***	***above***	***above***
# Military	55	5	3	10	1	10	12	0	3	11	*above*	*above*	*above*	*above*	*above*
Total # MIL & CIV on-board	639	192	43	56	19	82	31	37	93	86	*above*	*above*	*above*	*above*	*above*
Outflow in FY12 Per Person (CIV and MIL)	***$127***	***$1***	***$37***	***$80***	***$177***	***$284***	***$93***	***$64***	***$66***	***$320***	***above***	***above***	***above***	***above***	***above***
Operating Costs:															
AC/PM Contract Support	$18,449	$0	$1,373	$1,726	$2,878	$2,899	$1,217	$2,113	$2,854	$3,000	$0	$0	$0	$389	$0
IT	$11,224	$0	$0	$0	$0	$8,881	$0	$0	$0	$0	$0	$1,498	$845	$0	$0
Base Operations	$4,943	$0	$0	$0	$0	$4,943	$0	$0	$0	$0	$0	$0	$0	$0	$0
Leases	$6,069	$0	$0	$0	$0	$6,069	$0	$0	$0	$0	$0	$0	$0	$0	$0
Training for Command Personnel	$2,557	$0	$0	$0	$0	$0	$0	$0	$2,557	$0	$0	$0	$0	$0	$0
Travel/Supplies	$11,839	$175	$239	$877	$203	$494	$1,601	$257	$748	$741	$3,176	$750	$72	$0	$2,506
CivPers Labor	$79,928	$25,406	$5,750	$7,229	$2,126	$8,953	$1,912	$5,081	$11,806	$11,665	*above*	*above*	*above*	*above*	*above*
Total Operating Costs	$135,009	$25,581	$7,362	$9,832	$5,207	$32,239	$4,730	$7,451	$17,965	$15,406	$3,176	$2,248	$917	$389	$2,506
AC/PM Contract Support per day*	***$71***	***$0***	***$5***	***$7***	***$11***	***$11***	***$5***	***$8***	***$11***	***$12***	***$0***	***$0***	***$0***	***$1***	***$0***
*IT per day**	*$43*	*$0*	*$0*	*$0*	*$0*	*$34*	*$0*	*$0*	*$0*	*$0*	*$0*	*$6*	*$3*	*$0*	*$0*
*Base Operations per day**	*$19*	*$0*	*$0*	*$0*	*$0*	*$19*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*
*Leases per day**	*$23*	*$0*	*$0*	*$0*	*$0*	*$23*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*
*Training per day**	*$10*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*	*$10*	*$0*	*$0*	*$0*	*$0*	*$0*	*$0*
*Travel/Supplies per day**	*$46*	*$1*	*$1*	*$3*	*$1*	*$2*	*$6*	*$1*	*$3*	*$3*	*$12*	*$3*	*$0*	*$0*	*$10*
*CivPers per day**	*$307*	*$98*	*$22*	*$28*	*$8*	*$34*	*$7*	*$20*	*$45*	*$45*	*above*	*above*	*above*	*above*	*above*
Total Operating Costs per day*	***$519***	***$98***	***$28***	***$38***	***$20***	***$124***	***$18***	***$29***	***$69***	***$59***	***$12***	***$9***	***$4***	***$1***	***$10***
Average CivPers Salary	***$137***	***$136***	***$144***	***$157***	***$118***	***$124***	***$101***	***$137***	***$131***	***$156***	*above*	*above*	*above*	*above*	*above*

** 260 work days/yr*

Work is our New Currency

Shaping what it means to “Lighten the MAGTF”

We know ...

We’re figuring out ...

lighten[2] *vb*

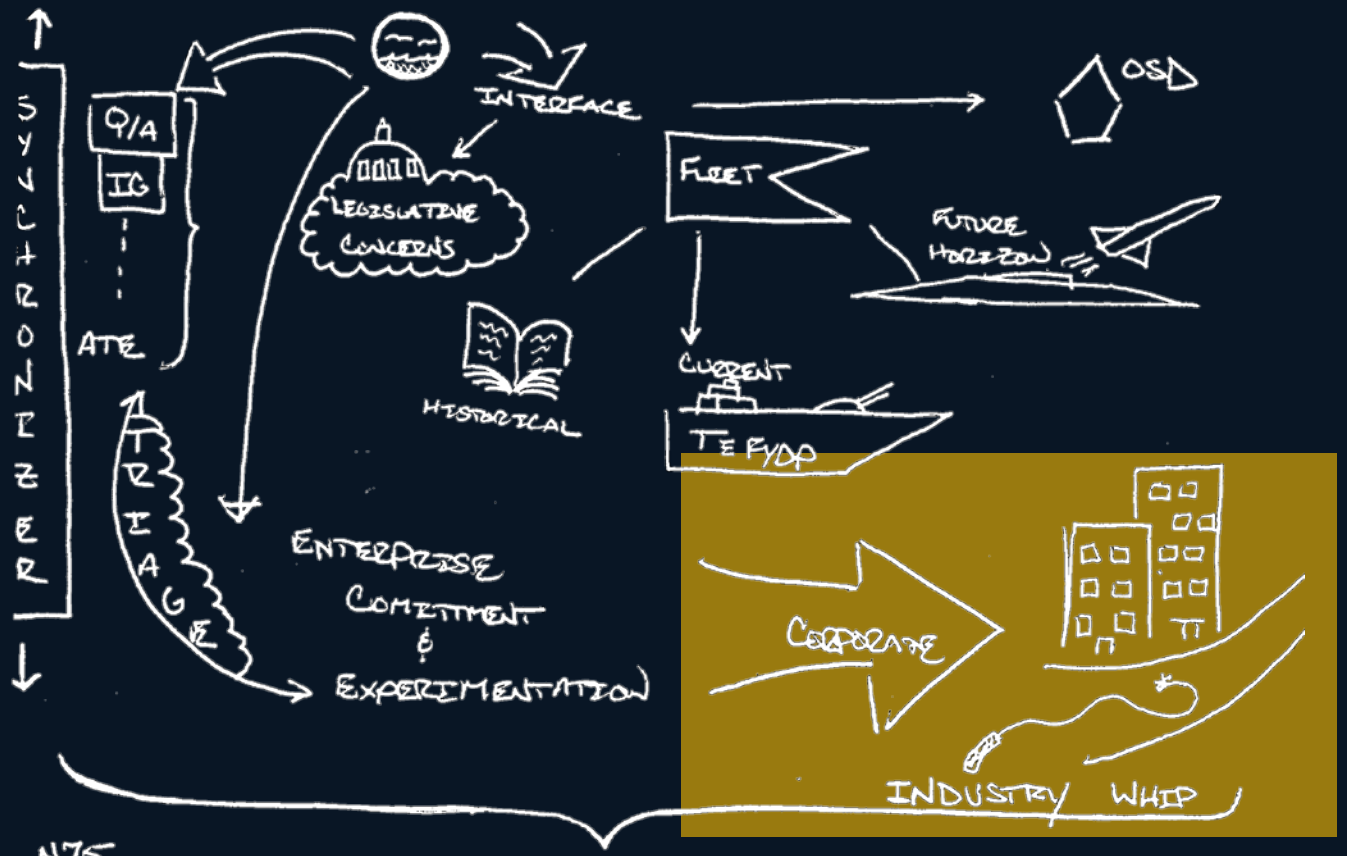
1. to make or become less heavy
2. to make or become less burdensome or oppressive; mitigate
3. to make or become more cheerful or lively

Collins English Dictionary – Complete and Unabridged © HarperCollins Publishers 1991, 1994, 1998, 2000, 2003

Shaping what it means to “Lighten the MAGTF”

“It starts with you...it will take time but it has to begin with you …you guys have to be the 5 micron filter for our efforts to LIGHTEN THE MAGTF.”

General James F. Amos
Commandant of the Marine Corps



N75
PEO - EXW
ONR - 353
NICK PISANO (TPM)

STORYTELLER

VISCOSITY OF DATA

SCHED { ONR, MCSC >

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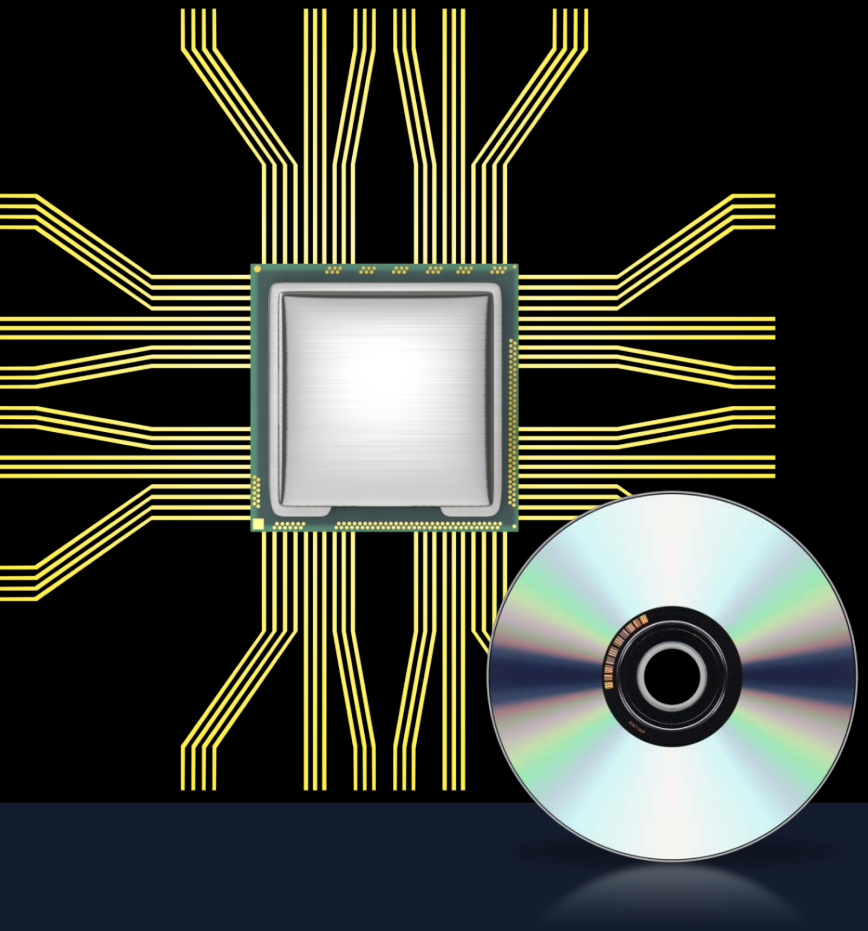
We Need Your Help



Software Development Strategy

Enterprise Resource Planning (ERP)

Engineering Change Request (ECP) at the Component Level

“and do the other things. Not because they are easy, but because they are hard.”

— John F. Kennedy

This is a good news story…

You, Industry, Understand the environment

…so do we

Together, by being Deliberate, Disciplined, Providing Visibility to each other and Collaborating at every Opportunity

…we will solve this

Working in the Seams

WE WILL ALWAYS WANT MORE...

VEHICLES

TIME

COMMUNICATION

GADGETS

WEAPONS

AND IT'S ALL FOR THIS

WITHOUT OUR MOST IMPORTANT SYSTEM...

OPTIONS

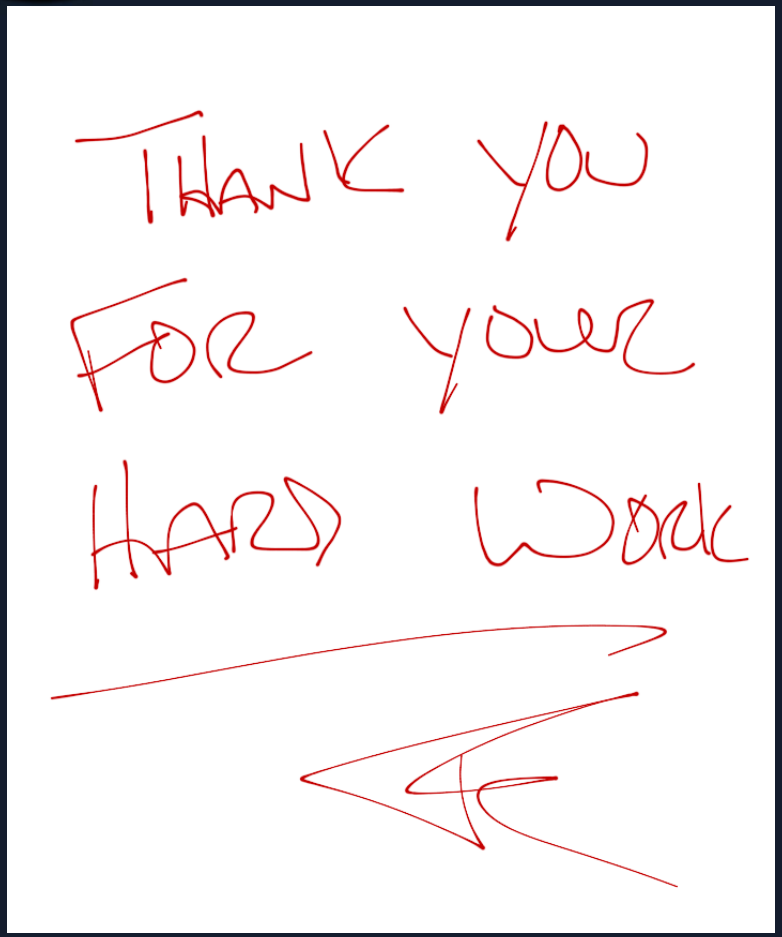
SPEED

POWER

FLEXIBILITY

PROTECTION

MARINE CORPS
RESEARCH DEVELOPMENT
ACQUISITION
SYSTEMS COMMAND
THE MARINE
RESOURCEFUL
CREATIVE
INNOVATIVE
POWERFUL
RESILIENT
ADAPTIVE



No Organization Cares More About Your Success…Than MCSC