



America Makes

Additive Manufacturing (AM) Business Model Wargame

Understanding the Commercial Considerations

Dates: 9-10 May 2016
Location: Lockheed Martin Corporation – Center for Innovation
8000 Harbor View Blvd, Suffolk Virginia 23435
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Additive Manufacturing Wargame – The Simulation at a Glance



The intent of the wargame is to illuminate the required business transactions when the Department of Defense (DoD) requires critical and non-critical parts be additively manufactured at a DoD depot location or at a 3rd party location in support of an immediate readiness goal. The wargame will also include assessing commercial gaps and challenges that may be discovered during this simulation in order to begin developing the necessary environment to support the continued adoption of Additive Manufacturing (AM) capabilities.

With this as a goal, America Makes is sponsoring a strategic simulation (i.e., wargame) to identify issues facing Government and Industry, potential courses of action, and solutions. The simulation will bring together senior executives from both the DoD and Industry to gain a better understanding of respective goals with the objective of expanding the “intersection of interests” in order to deliver improved weapon system readiness and enhanced sustainment for the warfighter.

A Few Points for Consideration



- How might AM capabilities be used to reduce procurement lead times, improve part functionality?
- What technical data is necessary for the DoD to “print parts” on demand?
- How might the Government procure the required tech data packages?
- What happens if the existing tech data for a required part is not in a format for AM?
- What intergovernmental challenges are created by leveraging AM capabilities?
- How is tech data protected? Who can use it? For what period of time or volume of parts?
- How might Industry provide tech data to the DoD? Are there other ways to meet requirements?
- What pricing strategies might Industry consider to meet the defined requirements?
- If a part is additively manufactured by the DoD, how are product reliability questions handled?
- How do contract length and other key contractual factors impact outcomes for the DoD?

You Are Invited - Join Industry and Government Leaders



America Makes is inviting senior officials from across the DoD as well as executives from Industry to participate in the wargame, which will precede the CTMA Annual Partners meeting (Registration - <http://www.ncms.org/index.php/2016/03/ctma-additive-manufacturing-wargames-9-10-may-2016/>). The wargame presents an opportunity for AM leaders to work through a simulated acquisition process.

Summary of the Wargame Scenario



DoD has an urgent requirement for a part(s) to support mission readiness. The DoD depot has the necessary AM machine(s) at the required location and has a contract with a 3rd party that can produce the parts. The quickest and most economical means to produce the part is to use the DoD or 3rd party facility AM capability. Expertise with tech data and process oversight provided by the OEM, and Tier 1 firm. The simulation will guide participants through a series of “moves” representing major steps of the acquisition process. Each team will be asked to respond to scenario events and actions as they unfold during the simulation. The process will begin with the release of a solicitation.

Schedule for May 9th and 10th:

Move One (12:00pm to 7:00pm)

- Announce solicitation and requirements
- Industry reacts to requirements, develops proposals
- Networking Session

Move Two (9am to 1pm)

- Government reviews proposals, provides feedback
- Industry revises proposals and negotiates as needed
- After Action Review

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