

Public/Private Partnership Overview



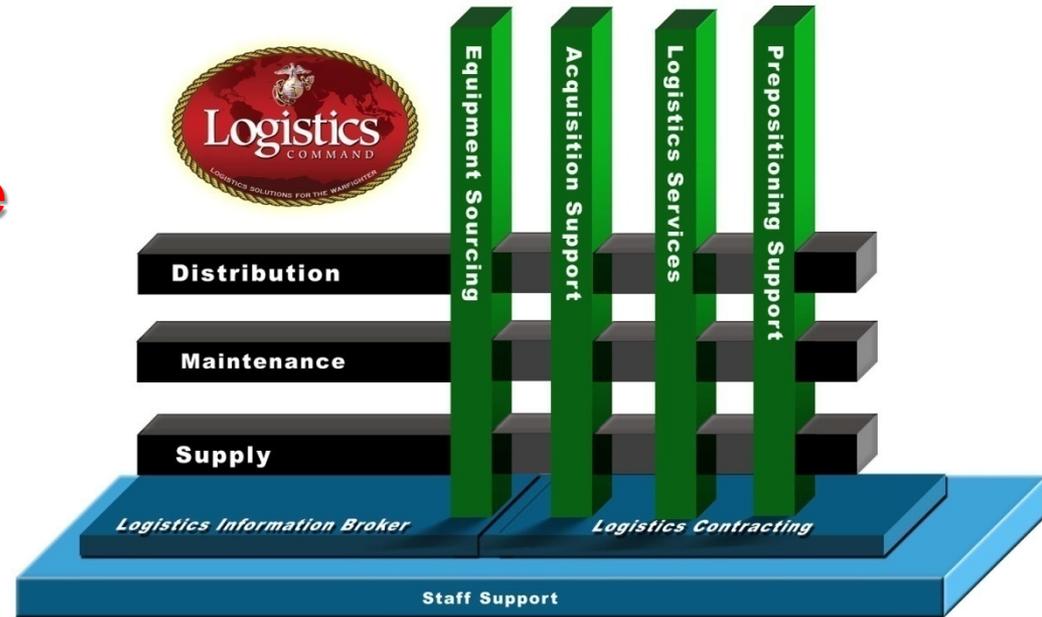
Business Development Support Branch
Logistics Integration Division (LID)
Logistics Capabilities Center (LCC)

Logistics Solutions for the Warfighter



Partnership Vision

MARCORLOGCOM develops partnering opportunities that provide fundamental customer benefits, maintain our core competencies, and optimize our resources.





Partnership Possibilities

Work Share: A combination of military and commercial facilities, employees, or both is used to execute a program manager's work package--including tasks such as weapon systems remanufacture, modification, or upgrade. Under the work-share arrangement, the program manager issues a work order to the military participant and a contract to the private sector participant. The relationship between the participants to accomplish the work package is usually coordinated with a Memorandum of Understanding (MOU) or Memorandum of Agreement (MOA) instead of a contract.

Direct Sale: Military and commercial entities enter into a contractual relationship for the use of military depot maintenance facilities and employees to provide the private sector with articles, services, or both.

Lease: Military and commercial entities enter into a contractual relationship for the private sector's use of public depot maintenance facilities, and/or its equipment to perform work for either the public or private sector, or both.

Government-Furnished Resources: Military and commercial entities enter into an agreement for private sector use of public depot maintenance facilities, its equipment and employees, or both at no cost in connection with and under the terms of a contract.

Teaming: A contractual relationship to accomplish a deliverable stipulated in a contract. The relationship is usually initially outlined in a teaming agreement during the proposal's preparation and then formalized as a contractor/subcontractor relationship subsequent to contract award.



Partnership Process Overview

Initial Phase



Develop the Opportunity



Negotiate and Develop the Relationship





Summary: *Partnering is a winning strategy!*

❑ Win for the WARFIGHTER

- Core capabilities to repair weapon systems maintained/enhanced

❑ Win for Program Managers

- Single-point accountability to maximum extent practicable
- Optimum solutions for weapon system balanced with overall service objectives

❑ Win for Industry Partners

- Utilization of existing & new investments
- Access to trained and experienced artisans
- Profits & reputation associated with partnerships

❑ Win for Organic Maintenance Depots

- Maximize the utilization of Government facilities
- Maintain skilled artisans & operationally-ready plant equipment
- Possible technology insertions



Business Development Contact Information

Business Address:

Marine Corps Logistics Command (P40)

Logistics Capabilities Center (LCC), Logistics Integration Division (LID)

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