International

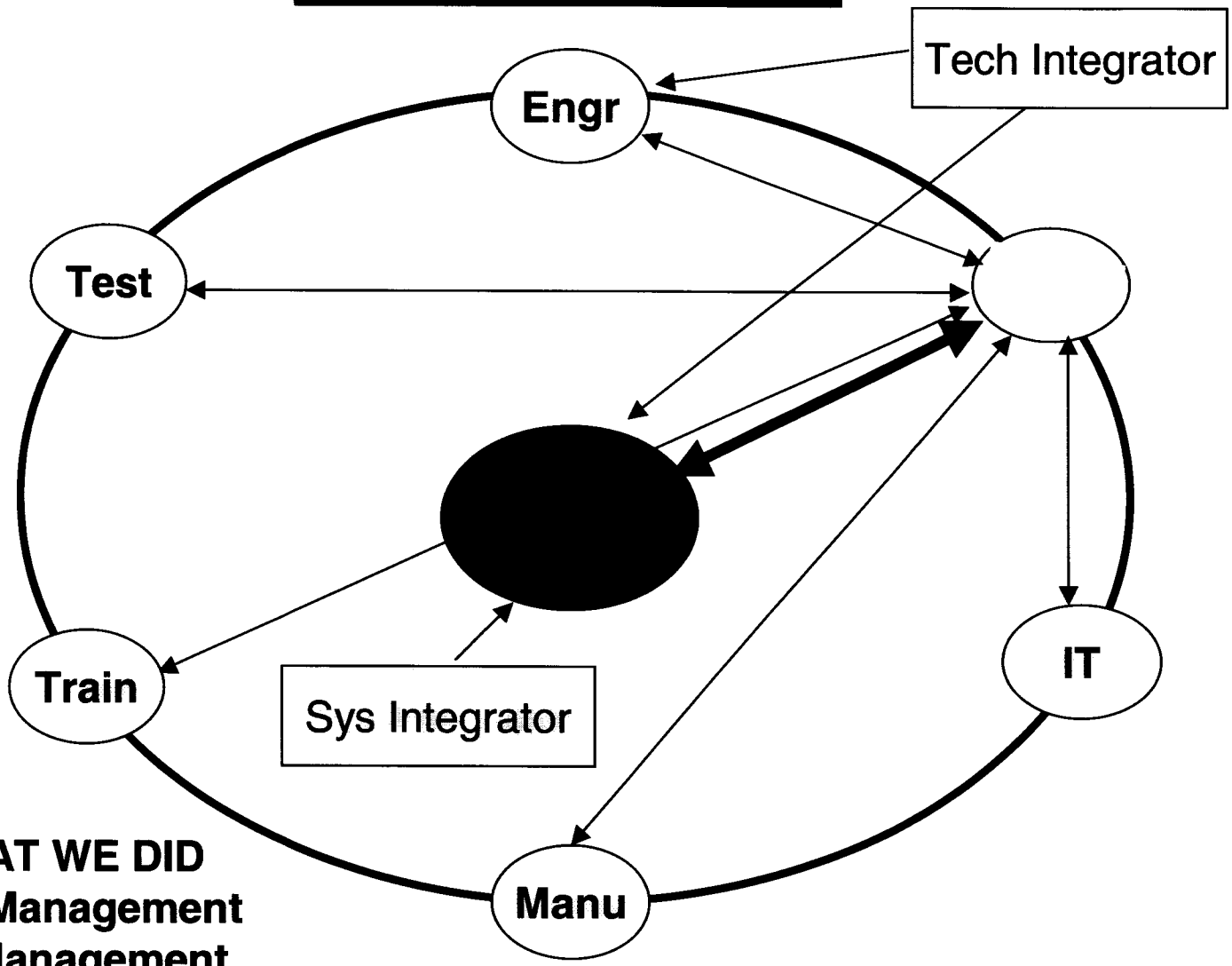
AMMUNITION CONFERENCE

PRESENTATION

18 September 2003

Rock Island, Illinois

CONSORTIUM



WHAT WE DID

Business Management
Contract Management
Consortium Terms of Reference/Charter
Integrated Deliverables - Controlled Payment
Invoice - Payment Discipline

JOINT VENTURES

1. Legal entities established under state/federal law

2. Established and normally limited to a single enterprise that involves sharing of:

   - Resources
   - Control
   - Profits
   - Losses
   - Intellectual Property (Some Controls)
   - Risks

JOINT VENTURES (Cont'd)

The JV normally would establish:

- Organizational Charter
- Name
- Place of Business
- Business Line
- Business Purpose and Limitations

ISSUES

1. Size and impact of JV on small business status

2. Definition of Affiliates – Impact on SB size
   Based on power to control (common ownership, common management, and identity of interests

3. Real Estate

4. Culture

5. State Laws

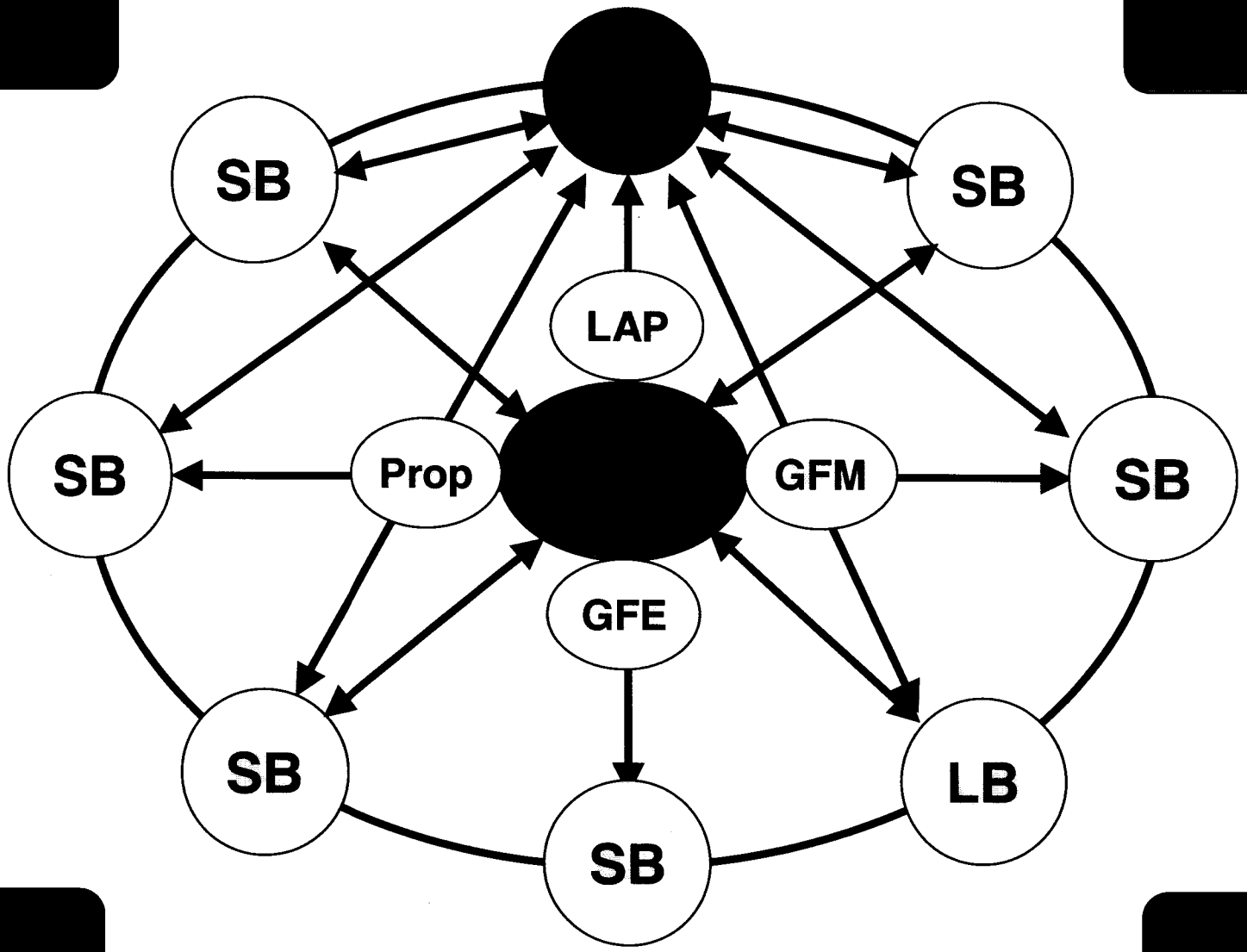
6. Cash Flow Management

7. Quality Assurance/Control

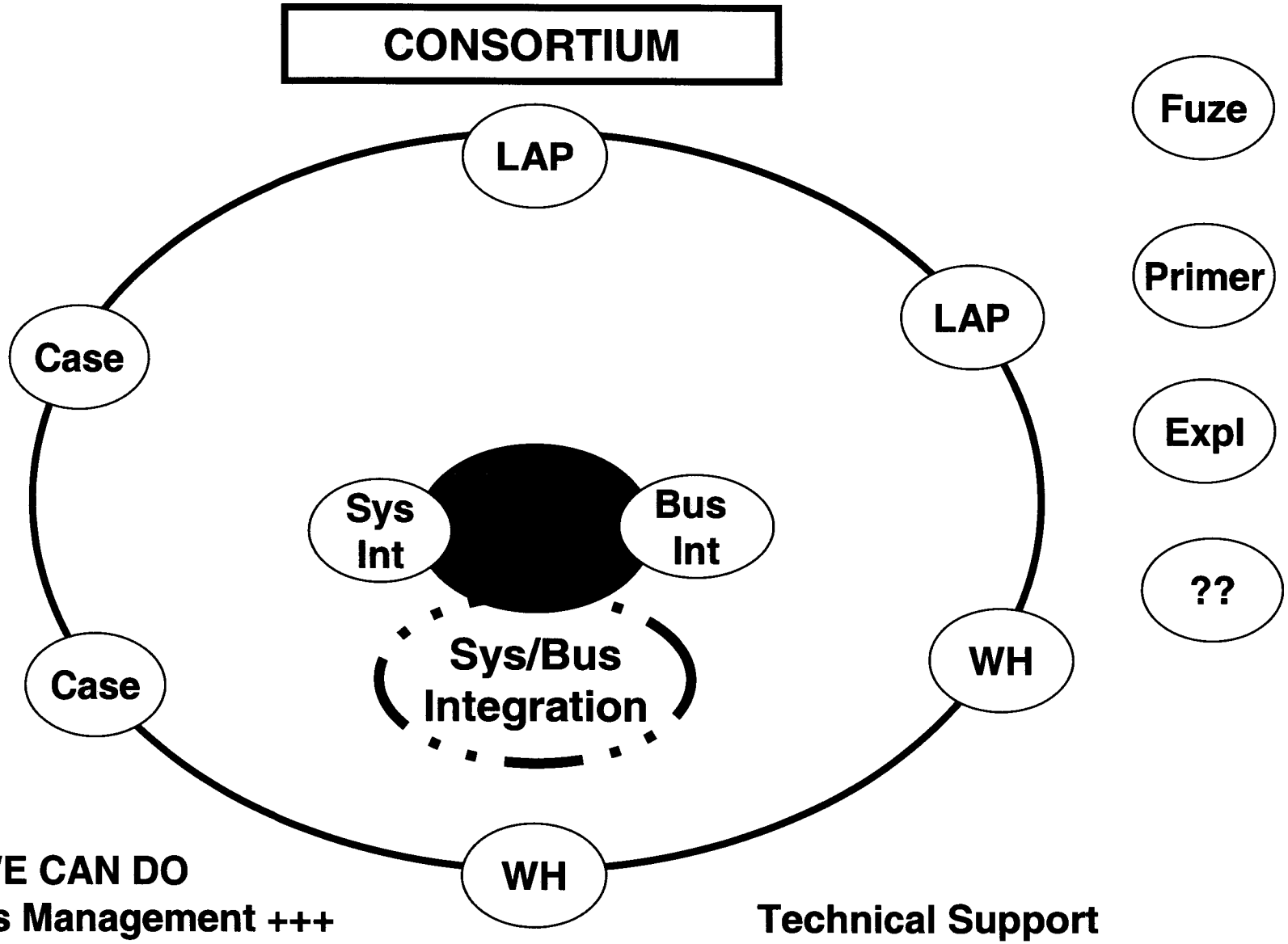
8. Intellectual Property

9. Liability

Collaborative Prime



QUESTIONS



WHAT WE CAN DO

Business Management +++
Contract Management (Write/Mod/Manage)
Consortium Terms of Reference/Charter
Deliverables Integrated-Controlled Payment
Invoice-Payment Discipline

Technical Support
User Liaison
Cost Analysis/Estimating
Systems Integration