



America's Industrial Base

*An Acquisition Dialogue from a
Corporate Executive's Foxhole*

DAN KEEFE, BRIGADIER GENERAL, US ARMY (RETIRED)

America's Industrial Base

Since World War II the “Arsenal of Democracy”

“America's industrial base is at risk, and the military may feel the consequences” **Defense News**

Demands a strong Government – Industry partnership

Strong relationships are built on an ethical foundation

Economics of a Publically Traded Corporation

- ▶ Profit
- ▶ Effective fee
- ▶ Cash Flow
- ▶ Investment
- ▶ Cost Accounting System
- ▶ Non Reimbursable Costs
- ▶ Risk
- ▶ Security and Exchange Commission
- ▶ DoL Regulations and Compliance
- ▶ Cyber Security

US Government Contracts

Contract Type: Cost Plus, FFP, T&M

Government Cost Estimates

Industry Pricing

Wage Determination and Wage Scale

Recruiting in the age of full employment

Contract Protests

Commercial High Tech Corporations

- ▶ Silicon Valley
- ▶ DIUx
- ▶ IT companies in general
- ▶ Profit Expectations
- ▶ Business with the US Government
- ▶ One Company's Approach



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Back-up (Reference)

<https://www2.deloitte.com/content/dam/Deloitte/global/Images/info-graphics/gx-eri-global-a-d-industry-financial-performance-study-2018.pdf>