



DEPARTMENT OF THE ARMY  
HEADQUARTERS, U.S. ARMY MATERIEL COMMAND  
5001 EISENHOWER AVENUE, ALEXANDRIA, VA 22333 - 0001

REPLY TO  
ATTENTION OF

02-03-CP-P

8 October 2002

AMCCP-P

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Strategic Supplier Alliances

1. Headquarters, U.S. Army Materiel Command (AMC) is committed to partnering with the Defense Logistics Agency (DLA) in establishing Strategic Supplier Alliances (SSA), which is an integral part of acquisition transformation. The AMC and its Major Subordinate Commands (MSCs) will work with industry partners to identify improvements that will foster innovative contracting and supply solutions to leverage our buying power.
2. The SSAs are long-term, supplier unique collaborative relationships committed at the highest levels of AMC and industry. They are written agreements outlining the mutual understanding of industry and the government on the mission, measurement techniques for determining success, and the operating ground rules for management structure. Contracts are written and performed within the framework created by these agreements.
3. The benefits of SSAs are reduced total cost to the end-user, reduced contract negotiations and administrative cost, improved supplier product quality, and faster delivery. These benefits are achieved through innovative approaches to contracting, pricing, quality assurance, and conflict resolution within the SSA framework.
4. I strongly encourage you to take advantage of the benefits of SSAs and develop them in your area of responsibility. Request you provide a plan of action in the next 30 days for establishing SSAs at your command. The AMC and DLA have formed an Integrated Process Team to assist you and have already held several introductory meetings with your command's representatives.
5. The AMC points of contact are Mr. Edwin Cornett, DSN 767-3169/(703) 617-3169, or Mr. John R. Bailey, DSN 767-8242/(703) 617-8242.

A handwritten signature in black ink, appearing to read "Paul J. Kern", is positioned above the typed name.

PAUL J. KERN  
General, USA  
Commanding

AMCCP-P

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DISTRIBUTION:

Major General Larry J. Dodgen, Commander, U.S. Army Aviation and Missile Command,  
Redstone Arsenal, AL 35898-5000

Major General William H. Russ, Commander, U.S. Army Communications-Electronics  
Command, Fort Monmouth, NJ 07703-5000

Major General Wade H. McManus, Jr., Commander, U.S. Army Operations Support Command,  
Rock Island, IL 61299-6000

Major General Ross Thompson III, Commander, U.S. Army Tank-Automotive and Armaments  
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PRINCIPAL ASSISTANTS RESPONSIBLE FOR CONTRACTING:

Ms. L. Marlene Cruze, U.S. Army Aviation and Missile Command (AMSAM-AC), Redstone  
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Mr. James K. Warrington, U.S. Army Robert Morris Acquisition Center (AMSSB-AC),  
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Mr. Edward G. Elgart, U.S. Army Communications-Electronics Command (AMSEL-AC-C),  
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Mr. William Turnis, U.S. Army Operations and Support Command (AMSOS-CC), Rock Island,  
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Mr. Daniel G. Mehney, U.S. Army Tank-automotive and Armaments Command (AMSTA-CM),  
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CF:

Major General Hawthorne L. Proctor, Director, Logistics Operations, Defense Logistics Agency,  
8725 John J. Kingman Road, Suite 2533, Fort Belvoir, VA 22060-6221

Brigadier General James P. Totsch, Commander, Defense Supply Center - Richmond,  
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