

BIG BANG FOR THE BUCK



INNOVATIVE COST SAVINGS

WSMR identifies problem areas and designs solutions around customer testing needs:

- Negotiated lower testing rates for special circumstances.
- Combined test programs to reduce operating costs for multiple testers.
- Recommended test sites:
 - with reduced set-up requirements.
 - that minimize usage of area roadblocks.
 - at pre-disturbed and pre-constructed sites.
 - to reduce commute times and labor hours.
 - that take advantage of the natural terrain and eliminate new construction.
- Utilized surplus targets from completed test programs to alleviate procurement time and reduce costs for new customer.
- Restructured test program to achieve same objectives with a compressed test schedule.
- Combined test missions and soldier training exercises with similar objectives. (i.e UXO clearance, road construction)

STREAMLINED PROCESSES

WSMR supports Army Test & Evaluation Command's goal of responsiveness to our customers while maintaining the highest levels of product and process quality. We strive to pass savings on to you, the customer while supporting our most important customer, the Warfighter.

Recent Continuous Process Improvement /Lean Six Sigma (CPI/LSS) successes that benefit our customers:

- Altered the process for connecting Communications systems to reduce the cost and time needed to support a mission.
- Implemented operational improvements to allow earlier identification of mission photography requirements, a great time-saving advantage in the scheduling process.

REPRESENTATIVE PRICING STRUCTURE

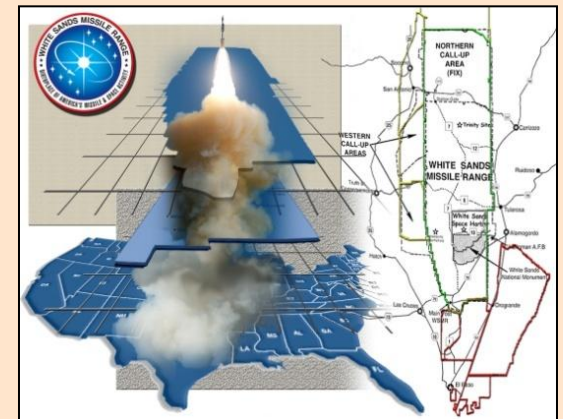
Support Required	Programs*	Cost Range*
Minor	42	6.5K – 2.4M
Major	33	215K – 8M
Lab Testing	28	8.3K – 536K

*2009-2010

TAX INCENTIVES

Companies can take advantage of New Mexico Test and Evaluation (T&E) incentives:

- Receipts from transformational acquisition programs performing research and development (R&D) and T&E at New Mexico Major Range and Test Facility Bases (MRTFB) pursuant to contracts entered into with the United States Department of Defense (DoD) may be deducted from gross receipts through June 30, 2016. (*NM Statute 7-9-94*)
- The value of test articles upon which research or testing is conducted in New Mexico pursuant to a contract with the United States Department of Defense may be deducted in computing the compensating tax due. (*NM Statute 7-9-54.5*)



White Sands Missile Range, New Mexico, USA.
(Art by Adrian Moreno)

SAVING YOU MONEY AND TIME



WHITE SANDS MISSILE RANGE

WSMR is a unique tri-service installation dedicated to Test and Evaluation (T&E) research, and the assessment of military weapon systems and commercial products through testing and training. We are the largest open-air land test range (with controlled airspace) in the Department of Defense (DoD.)

- Visibility greater than 6 miles, 311 days per yr
- Land Space: 100 miles x 40 miles (160 km x 64 km); expandable to 180 miles x 60 miles
- Diverse terrain ranging from high desert valley at 4,000 ft MSL to desert and mountains at 9,000' ft MSL
- Restricted Air Space: 7,500 NM (10,020 miles) ground to space; expandable to 8,410 NM (11,130 miles)
- Full FAA scheduling authority.

The Range houses several tenant organizations including NASA, Air Force, Navy, Army Brigade Combat Team (ABCT), Training and Doctrine Command (TRADOC), High Energy Laser Systems Test Facility (HELSTF), Defense Threat Reduction Agency (DTRA), Army Research Laboratory (ARL), Center for Countermeasures (CCM), and the National Geospatial-Intelligence Agency (NGA).

WHAT OUR CUSTOMERS ARE SAYING

“As always ... completed this effort in the most economical means within the budget requested.”
NUCLEAR EFFECTS CUSTOMER

“... The service and price was amazing and I’ve not found a better value in the Army or Navy.”
MISSILE CUSTOMER

“Facilities very accommodating to requirements.”
ELECTROMAGNETIC ENVIRONMENT EFFECTS CUSTOMER

“The costs were managed well, and of the ... ranges that could accommodate this test, White Sands was the best value.”
MISSILE CUSTOMER

“Very reasonable. Exceeded capability available at other government laboratories or contractors. Great to have one-stop-service, test planning, component screening, ... test fixtures, data collection and reporting.”
SPACE RADIATION EFFECTS CUSTOMER

“Outstanding customer service; friendly personnel who are always ready and willing to help.”
SYSTEM OF SYSTEMS CUSTOMER

WSMR Business Development Office

Phone: 1-866-532-9767

usarmy.wsmr.atec.mbx.team-white-sands@mail.mil

Website: www.wsmr.army.mil

WSMR is fully committed to providing valuable test and training services to our customers ***on-time and on-budget.***



An Air Force Officer examines a target dummy after a successful test of the Focused Lethality Munition, a new version of the small diameter bomb. The FLM is a compact weapon system that can destroy a target while causing little, if any, collateral damage.

(Photo by Drew Hamilton)



A Shadow UAV is launched from Condron Field in support of a network exercise at White Sands Missile Range. The Shadow is equipped with various camera systems to provide tactical intelligence, and a set of radios to help extend the wireless network's range in rough terrain.

(Photo by Drew Hamilton)