
Seeking Nontraditional Approaches to Collaborating and Partnering with Industry

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PREFACE

This report documents the findings of a study to help the Army understand how to better collaborate and partner with industry. It expands on a briefing, presented to the Assistant Secretary of the Army (Acquisition, Logistics, and Technology) (ASA(ALT)) in January 2000, describing nontraditional approaches for the Army to follow to collaborate and partner with industry using the concepts of public-private partnerships, venture capital funding, and government corporations.

The research was sponsored by the Deputy ASA(ALT) for Plans, Programs, and Policy and was conducted within RAND Arroyo Center's Force Development and Technology Program. The Arroyo Center is a federally funded research and development center sponsored by the United States Army.

The findings should be of interest to Army audiences concerned with collaborating and partnering with industry and interested in understanding the various means available to the Army to increase such collaborations and partnerships using nontraditional approaches.

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