Foreign Military Sales
Building Readiness through Partner Capacity

MG Stephen Farmen
Commanding General
United States Army
Security Assistance Command
Prevent conflict, shape security environments, and win in future war…

- building partner capability, assuring allies, and deterring adversaries
- enabling our allies to defeat adversaries
- providing capabilities to our international partners

Globally engaged supporting Combatant Command missions…

- forward presence builds partner capacity, assures our Allies, and deters aggressors
- conducting security cooperation and responding to contingencies with our partner armies

Upgrading weapon systems, and increasing delivery of required capabilities…

- divesting equipment and offering as excess defense articles, enabling coalition interoperability
- offering Total Package Approach

Innovating faster than potential adversaries; projecting power from land into all domains…

- accounting for new technologies and more capable adversaries in the new operational environment
- enabling our international partners with combined arms in cross-domain, multi-national operations

Enduring Value of Army Forces

Globally Engaged Army

Equipping for 21st Century Warfare

Multi-Domain Battle

Beyond Phase 0
Mission:
Lead the AMC Security Assistance Enterprise, build partner capacity, support and strengthen U.S. global partnerships.

Vision:
Remain DoD’s Gold Standard Security Assistance provider – expanding partner capacity, strategic readiness, and trust …
“In war, the difference between being **Ready** and **Reacting** will be measured by the number of lives lost.”

“We must hold ourselves accountable to be ready”

~ General Gus Perna

19th U.S. Army AMC Commander
**Total Package Approach (TPA)** offered as part of FMS sale

- Country may modify based on own requirements / budget

- Supply availability - International partners with FMS-provided US equipment ride on the same wholesale supply system as US Army units

| **SPARES:** | • concurrent spare parts as line on FMS case  
|            | • Cooperative Logistics Supply Support Arrangement (CLSSA)  
|            | • separate Blanket Order spares FMS case |

| **MAINTENANCE:** | • Technical Assistance Fielding Team (TAFT)  
|                  | • Repair & Return for components  
|                  | • contract Field Service Reps (FSRs)  
|                  | • contractor logistics support package |

| **TRAINING:** | • LOA includes NET if new capability  
|               | • TAFT and/or Mobile Training Team (MTT)  
|               | • contract Field Service Reps (FSRs) training  
|               | • CONUS / OCONUS options via TRADOC and USASATMO |

| **DOCUMENTATION:** | • separate FMS publications case  
|                   | • tech data package if releasable |

| **NON-STANDARD EQUIPMENT:** | • shelf-life extension plans offered  
|                             | • Fair Share Sustainment Program (FSSP) opportunity  
|                             | • Simplified Non-Standard Acquisition Process (SNAP) for spares |
Building Readiness Through Partner Capacity
Operationalized and Building Partner Capacity

Seeing Ourselves
- ASAE Common Operating Picture
- Virtual Contract Enterprise data
- Quick reference Dashboards
- Financial Common Operating Picture and Workload Model

Holding Ourselves Accountable
- Measures / Metrics that matter
- Weekly Synch Meetings getting Left of Boom
- Quarterly R&As and performance trends
- Leading DoD Implementing Agency performance

Integrating Leadership
- AMC SAE senior leader forums
- ASAE Board of Directors meetings
- Linked-In and actioning leading indicators
- Applying resources to AMC SAE priorities
- Inside decision cycles

Collaborating with Partners
- AMC SAE Industry Days
- Foreign Procurement Group meetings
- Industry engagements
- Mission Partner KLEs
- Global Industry Trade Shows

Meeting Urgent Warfighting Requirements
Meeting COCOM Priority FMS Requirements
Delivering New Capabilities
Executing Army Divestiture

BPC Outputs…

Delivering Capability Enabling Unified Operations
1. Help Us to Help You
   - precision in identifying requirements
   - precision in pricing
   - early engagement with USASAC key

2. USASAC delivers 4 T’s: Trust, Transparency, Teamwork, and the Total Package Approach (TPA)
   - not just the $$$, it’s the effects
   - TPA is a Win/Win

Key Take Aways

- Combatant Commander (COCOM) requirements drive our efforts providing Security Assistance at the point of need
- Foreign Military Sales (FMS) key enabler for our Industrial Base and AMC’s Organic Industrial Base

“The Army’s Face to the World!”
Our Purpose

Expanding Army Capabilities/Capacities of our Mission Partners

Developing Partner Armies and Soldiers...

Meeting Urgent Requirements...

Meeting COCOM Priority FMS Requirements...

Delivering New Capabilities...

Beyond Phase 0...

...The Long Game

Enabling Strategic Readiness

UNCLASSIFIED
Backup
Building Partner Capacity

UNCLASSIFIED
Operationalizing FMS Sustainment

Comprehensive review of FMS sustainment

- Ability to see partner nations sustainment profile
- Communicate potential sustainment issues to Partners/COCOMs/ASCC/SCOs/etc.
- Optimize support from DLA and address potential supply issues
- Integrate FMS demand signal with AWCF

Sustainment POAM

**LOE 1:** Develop and field the FMS Country Sustainment Profile Tool. (OPR: P2MO)

**LOE 2:** Communicate output from the Country Sustainment Profile Tool COCOMs/Partners. (OPR: ROs)

**LOE 3:** Establish COC with DLA to optimize DLA support for FMS sustainment requirements. (OPR G4)

**LOE 4:** Integrate FMS demand signal with Army Working Capital Fund (AWCF) planning. (OPR: P2MO)

End State: Optimized sustainment support to our Mission Partners in support of National and COCOM objectives and priorities. 95% performance on all sustainment tracking.
• **Blanket Order** -- International partners establishes a Blanket Order spares case with a set dollar amount. Items are not pre-stocked. Customer requisitions until the funds are exhausted

• **Cooperative Logistics Supply Support Arrangement (CLSSA)** -- International partners “buys” into the wholesale logistics via CLSSA based on forecasted recurring demands. Army pre-stocks the materiel, and demands are issued from inventory based on priority designator

• **Non-Standard Support** – Supports obsolete, long-lead time, hard-to-fill requirements
  - **Simplified Non-Standard Acquisition Process (SNAP)** supports small-quantity, low-dollar spares or repair parts (threshold <$150K)
  - **G4 Services & Products Division** provides non-standard procurement of items and services not available through other sources or that exceed SNAP threshold

• **Repair and Return (R&R)** -- Contractual agreement authorizing the customer to return unserviceable assets to a U.S. maintenance facility or commercial repair facility for repair and return to county

• **Fair Share Sustainment Program (FSSP)** -- Developed to support the procurement of HAWK peculiar spare/repair parts
Building Readiness Through Strategic Alignment

OSD | Army | Allies | Industry

Ann Cataldo
Deputy Assistant Secretary of the Army for Defense Exports and Cooperation

October 10, 2017
Creating a New Paradigm for Synching with Industry

- Synching Security Assistance Activities
- Aligning actions for successful international commercial partnerships & sales

Linking Army Initiatives to SECDEF Goals

- Synchronizing FMS Actions across government
- Taking on FMS Procurement Improvement
- Building the Security Cooperation Workforce

Increasing Cooperation with Allies & Partners

Focusing on shared technology goals and cooperative opportunities

Secretary Mattis’ Lines of Effort

Build a More Lethal Force  
Strengthen International Alliances  
Revitalize Business Engagements

Increasing International Cooperation
Ms. Ann Cataldo
Deputy Assistant Secretary of the Army for Defense Exports and Cooperation

Office: 703-614-3175
DSCA Overview
AUSA 2017 Panel

LTG Charles Hooper
Director, Defense Security Cooperation Agency

October 10, 2017
DSCA’s SC Reform End State

Responsive Processes

- Agile, flexible, streamlined contingency and programmatic processes

Cultivate Relationships

- Efficient, Effective, transparent engagement with key influencers throughout SC processes

Reduce “flash to bang” time

- Decrease the time from the identification of a requirement to the delivery of a capability
SC Influencers

Joint Staff

OSD Policy

DTSA

OSD AT&L

COCOM

COMP CMD

Security Cooperation Offices

Regional Centers

Funding & Policy

Security Cooperation Community

NAVY

NIPO
- USMC
- USCG

AIR FORCE

SAF/IA

ARMY

DASA

DEC

MDA

Implementing Agencies

U.S. Industry

Partner Nations
Thank You!
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The Total Package Approach Options ...

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