



U.S. ARMY



MG Stephen Farmen

Commanding General

United States Army

Security Assistance Command

Foreign Military Sales

Building Readiness through Partner Capacity



Expanding Army Capabilities & Capacity of Our Mission Partners

Phase 0



Enduring Value of Army Forces

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 Army

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



Equipping for 21st Century Warfare

Upgrading weapon systems, and increasing delivery of required capabilities...

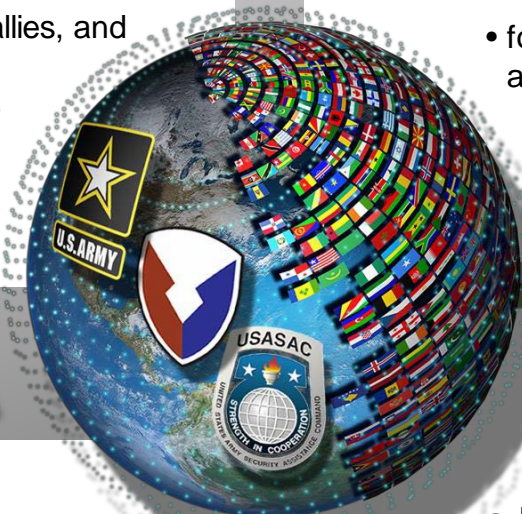
- divesting equipment and offering as excess defense articles, enabling coalition interoperability
- **offering Total Package Approach**



Multi-Domain Battle

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**



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 ...





Strategic Environment

“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**





FMS Concept of Support

The Total Package Approach Options ...

LOA



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

* 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





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

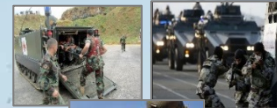
- Measures / Metrics that matter
- Weekly Synch Meetings getting Left of Boom
- Quarterly R&As and performance trends
- Leading DoD Implementing Agency performance

BPC Outputs...

Meeting COCOM Priority FMS Requirements



Developing Partner Armies and Soldiers



Meeting Urgent Warfighting Requirements



Delivering New Capabilities



Executing Army Divestiture



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

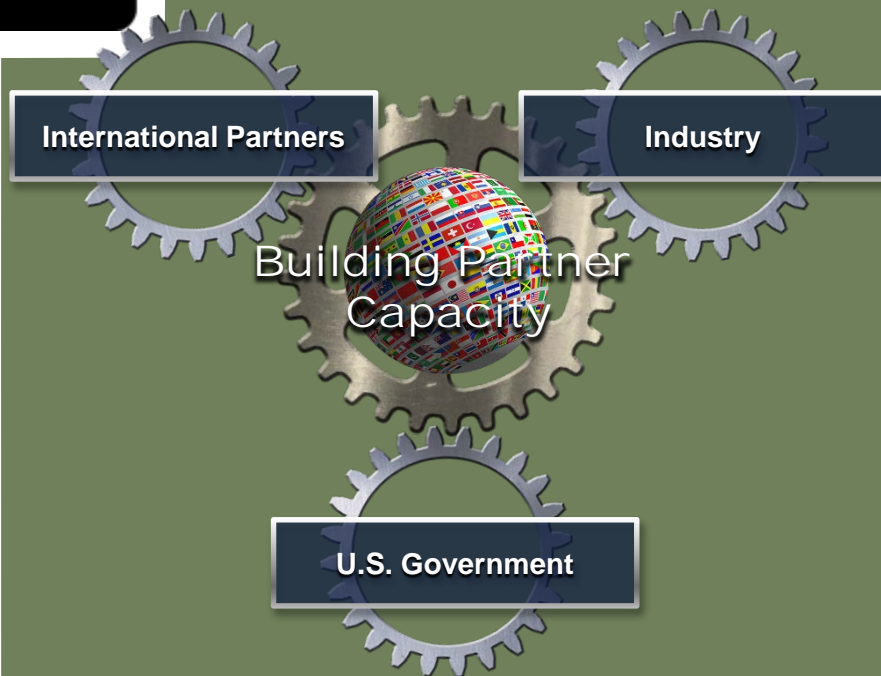
Collaborating with Partners

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

Delivering Capability Enabling Unified Operations



How Industry Fits In



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

Meeting Urgent Requirements...



Developing Partner Armies and Soldiers...



Meeting COCOM Priority FMS Requirements...



Enabling Strategic Readiness

Delivering New Capabilities...



...The Long Game

Beyond Phase 0...



Expanding Army Capabilities/Capacities of our Mission Partners





U.S. ARMY



Strength in Cooperation



Backup





Building Partner Capacity



Operationalizing FMS Sustainment





U.S. ARMY

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

UNCLASSIFIED//FOUO	
 USASAC	FMS Sustainment Optimization Location: USASAC New Cumberland As of: 23 Aug 17
Purpose: Optimize Sustainment across the full Security Assistance spectrum to ensure partner country readiness in support of National and COCOM priorities, goals and objectives.	
OPR/Lead: G4	OCR/Assist: P2MO, ROs
Mission: USASAC will optimize sustainment operations for U.S. Army origin equipment by ensuring FMS sustainment cases are in place and performing in order to sustain partner operational readiness ISO of national and COCOM priorities.	Key Tasks: <ul style="list-style-type: none"> <input checked="" type="checkbox"/> USASAC CG MG Farman Intent Aug 2017. <input checked="" type="checkbox"/> Sustainment Tool Version II - 24 July 2017. <input checked="" type="checkbox"/> Senior Leader Forum Sustainment Brief - 17 Aug 2017. <input type="checkbox"/> Engage key DLA/AMC sustainment POCs - Aug 2017. <input type="checkbox"/> ICUG engagement - Aug 17 <input type="checkbox"/> Sustainment Tool Version II Live to the Workforce - 30 Aug 2017. <input type="checkbox"/> P4 Sustainment Brief - 11 Sept 2017. <input type="checkbox"/> Engage AMC AWCF Planning office to integrate FMS demand signal - Sep 2017 <input type="checkbox"/> Initial Council of Colonels meeting - Oct 2017 <input type="checkbox"/> Integrate output to COCOMs/Countries on sustainment tool recommendations - Oct 2017 <input type="checkbox"/> OOSG - Nov 2017
Intent: Partner country support to overall COCOM readiness is becoming more important as we integrate our foreign partners into the overall COCOM planning process in support of National and COCOM objectives and priorities. The intent of Sustainment Optimization is to ensure partner nations have the required FMS sustainment options in place to support the readiness of U.S. equipment fielded to them through FMS and Direct Commercial Sales (DCS). This includes the ability to see each partner nation's sustainment profile and assess whether or not adequate sustainment programs are in place. We will work with DLA and AMC to ensure optimize the supply systems to ensure timely fulfillment of FMS sustainment requirements. In addition we will integrate the FMS sustainment demand signal with AWCF and DLA WCF planning and forecasting so FMS doesn't impinge on Army spare parts availability and readiness rates.	End state: Optimized sustainment support to our Foreign Partners in support of National and COCOM objective and priorities. 95% performance on all sustainment tracking
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)	
Timeline:	
	
Recommendation(s): None	
Decision(s): None	

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)

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USASAC Sustainment Options

- **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



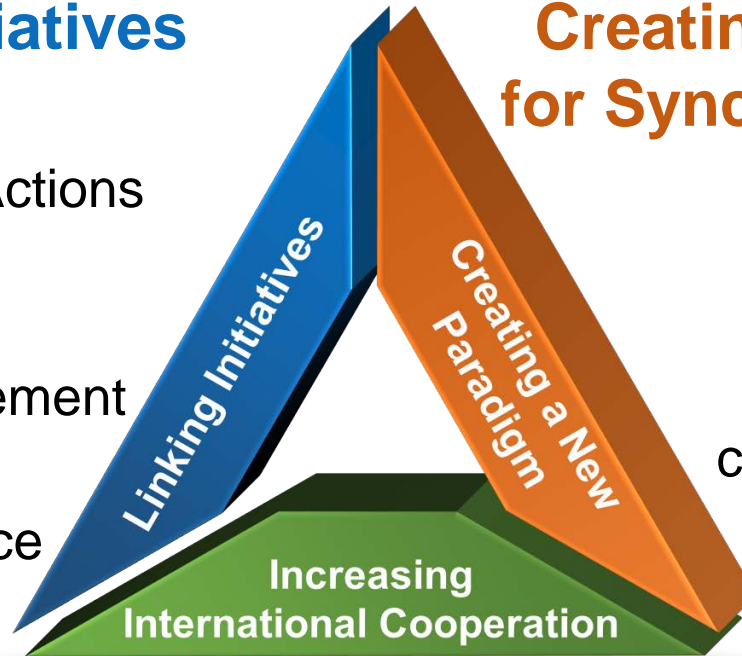


Secretary Mattis' Lines of Effort

Build a More Lethal Force ✦ Strengthen International Alliances ✦ Revitalize Business Engagements

Linking Army Initiatives to SECDEF Goals

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



Creating a New Paradigm for Synching with Industry

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

Increasing Cooperation with Allies & Partners

Focusing on shared technology goals and cooperative opportunities



Contact Information



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



Solutions for America's
Global Partners



DSCA's SC Reform End State

➤ Responsive Processes

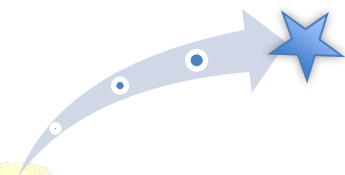
- Agile, flexible, streamlined contingency and programmatic processes

➤ Cultivate Relationships

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

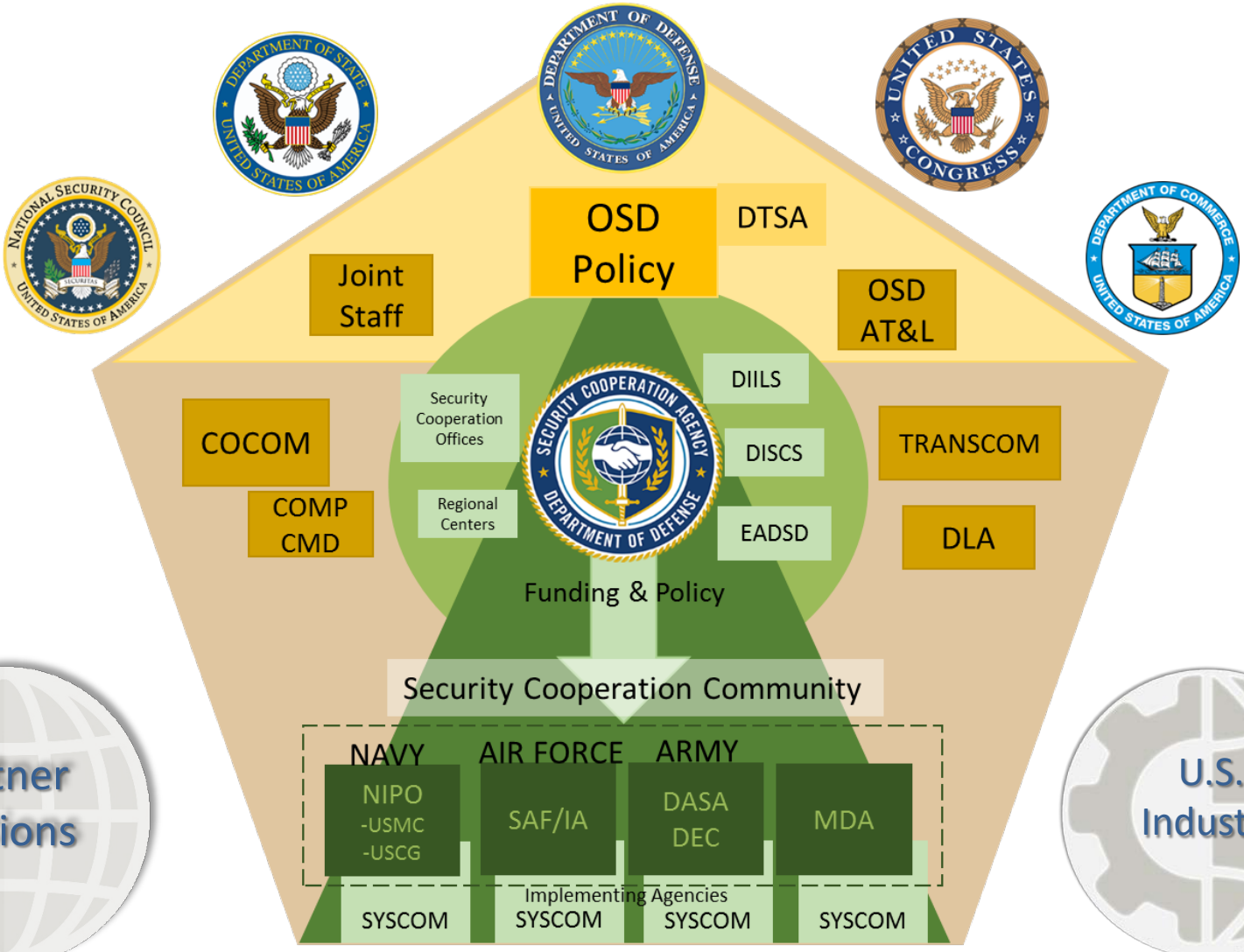
➤ Reduce "flash to bang" time

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





SC Influencers



Thank You!



Solutions for America's
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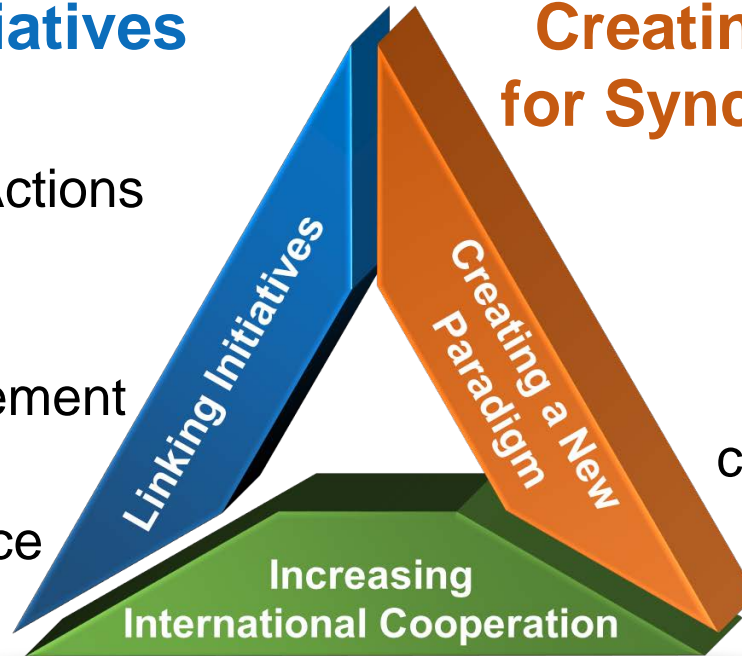


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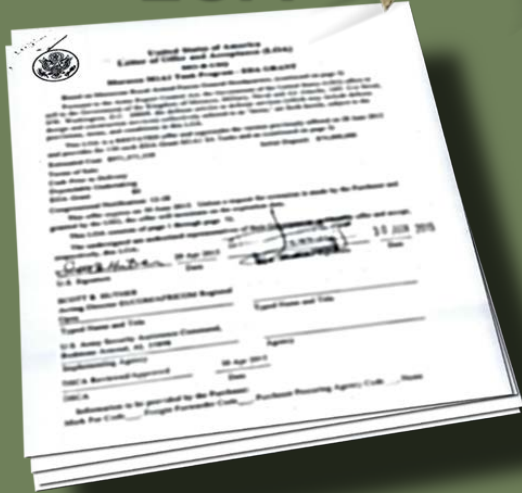




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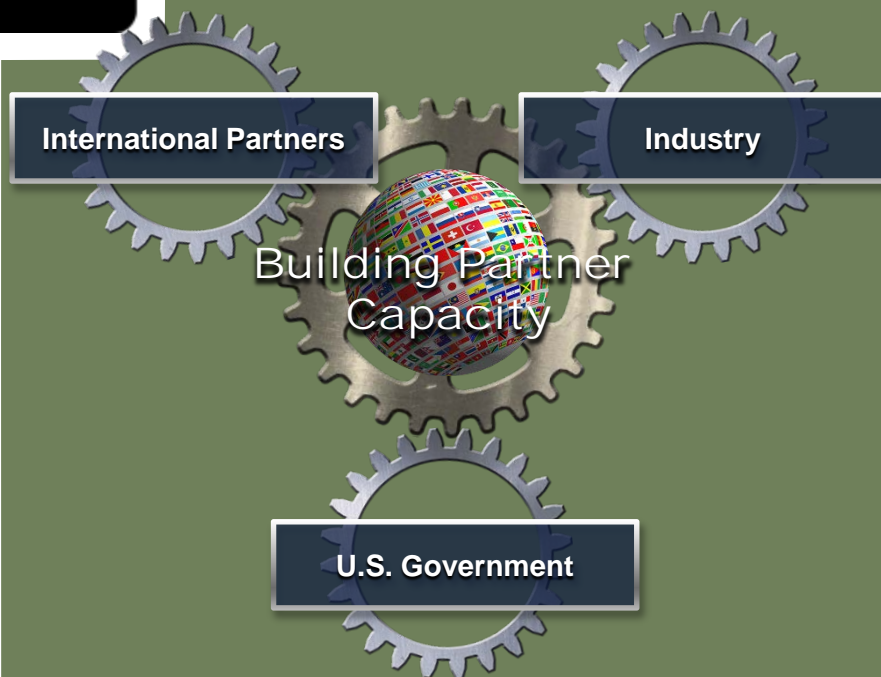
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Team Sport



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