Industry Day
5 February 2013
Mr. Robert L. Moore (SES)
Our Mission - Vision

Mission

USASAC leads the AMC Security Assistance Enterprise. Develops and manages security assistance programs and Foreign Military Sales cases to build partner capacity, support COCOM engagement strategies and strengthen US Global partnerships.

Vision

The Premier Security Assistance Enterprise in the Department of Defense. A highly professional, skilled, and values based workforce that generates trust in advancing U.S. Strategic Partnerships through exceptional security assistance and FMS programs.
Small organization… leading a big enterprise

“Face to the World” USASAC’s focal point is our “country team” … led by our CPMs

Personnel Strength

<table>
<thead>
<tr>
<th></th>
<th>USASAC</th>
<th>OPM SANG</th>
<th>SATMO</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>Civilian</td>
<td>369</td>
<td>193</td>
<td>14</td>
<td>576</td>
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<tr>
<td>Military</td>
<td>7</td>
<td>43</td>
<td>158</td>
<td>208</td>
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<tr>
<td>Contractor</td>
<td>96</td>
<td>3</td>
<td>63</td>
<td>162</td>
</tr>
<tr>
<td>Total</td>
<td>472</td>
<td>239</td>
<td>235</td>
<td>946</td>
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</table>

As of 25 January 2013

“Face to the World” Regionally aligned Country-focused
Army Security Assistance Enterprise

- **USASAC:**
  - Redstone Arsenal
  - New Cumberland
  - Fort Bragg
  - Fort Belvoir
  - Saudi Arabia
- Deputy Assistant Secretary of the Army for Defense Exports and Cooperation (DASA-DEC)
- Training and Doctrine Command (TRADOC)
- Security Assistance Management Directorate (SAMD)
SATMO OPERATIONS
• 19 of 155 Countries with Active Teams
• 24 Active Teams
• 180 Personnel

COCOM COUNTRIES with ACTIVE TEAMS

<table>
<thead>
<tr>
<th>COCOM</th>
<th>Current</th>
<th>Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>CENTCOM</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>EUCOM</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>SOUTHCOM</td>
<td>7</td>
<td></td>
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<tr>
<td>NORTHCOM</td>
<td>0</td>
<td></td>
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<tr>
<td>PACOM</td>
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<tr>
<td>AFRICOM</td>
<td>2</td>
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</table>

TEAM LOCATIONS (Teams / Personnel)

<table>
<thead>
<tr>
<th>COCOM</th>
<th>CENTCOM</th>
<th>EUCOM</th>
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<tbody>
<tr>
<td>CENTCOM</td>
<td>Afghanistan (1/11)</td>
<td>Estonia (1/2)</td>
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<tr>
<td></td>
<td>Egypt (3/9)</td>
<td>Georgia (1/3)</td>
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<td></td>
<td>Kuwait (1/5)</td>
<td>Sweden (1/3)</td>
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<td></td>
<td>Lebanon (1/15)</td>
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</tr>
<tr>
<td></td>
<td>Saudi Arabia (1/35)</td>
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<tr>
<td></td>
<td>UAE (2/8)</td>
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<td></td>
<td>Iraq (3/38)</td>
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<tr>
<td>SOUTHCOM</td>
<td>Colombia (1/8)</td>
<td>Burkina Faso (1/6)</td>
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<tr>
<td></td>
<td>Dominican Rep (1/3)</td>
<td>Cameroon (1/1)</td>
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<td></td>
<td>Ecuador (1/8)</td>
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<td>Nicaragua (1/2)</td>
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<td>Panama (1/10)</td>
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<td></td>
<td>Peru (1/7)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Guatemala (1/6)</td>
<td></td>
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As of: 25 Jan 13
Army Security Assistance Enterprise

We’re all about:
- Promises
- Process
- People
ASAE Focus Areas

ENTERPRISE ROLES / MISSION (DA PAM 12-1)

- Common Operational Picture (COP) and Senior Leader Enterprise Dashboard (SLED)
- Improved Visibility of Contracting Milestones
- Increased Visibility of Transportation Data
- More Proactive FMS CASE MANAGEMENT
- Enterprise Training (DSR-T)
FMS Case Development Process Flow

**PRE-LOR (RFI) Varies**
- USASAC: Letter of Request (LOR) Receipt (From Country) to LOR Complete
- LCMC/PEO-STR

**USASAC**
- Case Writing and Case Review

**USASAC**
- Case Returned to USASAC for Review

**USASAC**
- Accepted Date to Implementation Date

**CUSTOMER**
- Country Review Case and Accepted, Back to USASAC
- Case In Offer Status, Case Release to Country

**USASAC**
- Final Review with USASAC

**USASAC**
- LOR Technical Review Complete, Case Designator Assigned

**DSCA**
- Case Approved by DSCA (Counter Signature) and Released to USASAC

**LCMC/PEO-STR**
- Case Development: Case Assigned to Case Preparer

**USASAC**
- 10 Days
- 5 Days
- 65 Days

**USASAC**
- 11 Days
- 5 Days
- End 120 Day Goal
FMS Case Development
Decision Authorities

**FMS Exception/Waiver Decision Authorities**
(All processed Through DASA-DE&C)

- Exception National Disclosure Policy – DUSD (TSP & CP)
- Yockey Waiver – Not Passed OT&E – OSD-AT&L
- Low Observable / Counter Low Observable – OSD-AT&L
- Diversions from Stock/Withdrawals – DA G8
- Political-Military Assessments – DoS
- Signal Intelligence (SIGINT) – DIA/NSA
- COMSEC/CRYPTO – NSA (COCOM Validate)
- Depleted Uranium – POTUS
- Night Vision – DTSA
- Third Party Transfer – DASA-DE&C

**FMS Interagency Processing Decision Authorities**
(All Processed Through DASA-DE&C)

- Congressional Notifications – Congress
- EDA Notifications – Congress
- Leases/Loans – OSD-AT&L
- MOU/MOA Coordination – ASA-ALT; Sec Army
- Compliance with National Security – DoS Policy/Guidance

Designed to Ensure National Security Policy Compliance
The Total Package

Each sale of equipment to foreign customers is comprised of the same "total package" of materiel, spare parts, training, publications, technical documentation, maintenance support, and other services that AMC provides to U.S. Army units.
FMS FY12 Review

Engaging with our Allies while Building Partner Capacity

**NORTHCOM**
- Countries: 3
- New Business: $21M
- Cases: 107/$1.2B
- Undelivered: $455M
- On Offer: 1/$1.3M
- S.A. Countries/Teams: 1/1

**EUCOM**
- Countries: 41
- New Business: $1.2B
- Cases: 1275/13.4B
- Undelivered: $4.0B
- On Offer: 46/5.8B
- S.A. Countries/Teams: 7/8

**PACOM**
- Countries: 21
- New Business: $2.8B
- Cases: 874/$19.3B
- Undelivered: $12.4B
- On Offer: 30/$996M
- S.A. Countries/Teams: 0/0

**CENTCOM**
- Countries: 19
- New Business: $15.5B
- Cases: 1704/$98B
- Undelivered: $40.7B
- On Offer: 43/$2.5B
- S.A. Countries/Teams: 9/17

**SOUTHCOM**
- Countries: 28
- New Business: $122M
- Cases: 368/$2.5B
- Undelivered: $670M
- On Offer: 10/$22.4M
- S.A. Countries/Teams: 7/8

**AFRICOM**
- Countries: 32
- New Business: $89M
- Cases: 266/$726M
- Undelivered: $331M
- On Offer: 6/$9.5M
- S.A. Countries/Teams: 4/6

**1206/1207 Programs**
- 4 COCOM/20 Countries ~ $200M

**EDA**
- 5 COCOM/12 Countries/34 Cases - $121M

**Coalition Support**
- 4 COCOM/23 Countries/100 Cases
- SATMO Training Teams – 5 COCOM/23 Countries/40 Teams

**TOTAL FMS FY12**
- Countries: 144
- Cases: 4594
- Value: $135B
- Undelivered: $58.6B
- FY12: $19.7B
- Current On Offer: $12.2

**BENEFITS OF SECURITY ASSISTANCE**
- Strategic Engagements FY12
  - Key Leader Engagements – 240
  - Program Reviews – 187
  - Foreign Students Trained – 11.5K
  - SA Teams OCONUS – 40 / 29

As of 30 September 2012
Sales moving at a fast pace, $19.7B in new sales for 2012! $60B sales projected for next four years

Added 620 Cases and 5,853 lines to our workload... and closed almost 700 cases

Title 10 1206/1207 program effort went from $100M in FY11 to $208.9M last year... 60% of DoD authorization executed by the USASAC for Army cases

FY12 - $86M for Yemen Counter-Terrorism Mission

FY13 - $87M on 38 Army cases in first two Tranches... anticipate exceeding $200M case value again this FY
Prior Demand and Sales for Army Aviation Systems
Prior Demand and Sales for Army Missile Systems

- **Australia**: Javelin
- **Japan**: Hawk, Patriot
- **Korea**: Hawk, Patriot
- **Kuwait**: Patriot, Hawk, Tow, Hellfire
- **Emirates**: THAAD, Hawk, Javelin, Patriot, HIMARS, ATACMS, Hellfire
- **Saudi Arabia**: Hawk, ATACMS, Tow, Stinger
- **Taiwan**: Patriot, Hawk, Tow, Javelin
- **New Zealand**: Javelin
- **Canada**: Tow
- **U.K.**: Javelin, Hellfire
- **Germany**: Patriot
- **Norway**: Javelin, MLRS
- **Sweden**: Hawk, Tow
- **Netherlands**: Patriot, Hellfire
- **France**: Javelin, Hellfire
- **Spain**: Hawk, Tow, Javelin
- **Israel**: Hawk, Tow, Patriot, Hellfire Stinger
- **Jordan**: Hawk, Tow, Javelin
- **Egypt**: Hawk, Chaparral, Tow, Stinger, Hellfire
- **Bahria**: Hawk, ATACMS, Tow, Stinger
- **Oman**: Javelin, Tow
- **Singapore**: HIMARS, Hawk, Hellfire
- **Botswana**: Tow
- **Chile**: Tow, Stinger
- **Argentina**: Tow
- **New Zealand**: Javelin
- **Mexico**: Stinger
- **Colombia**: Tow
- **Cameroon**: Tow
- **Botswana**: Tow
- **Switzerland**: Tow
- **Sweden**: Tow
- **Jordan**: Tow, Javelin
- **Switzerland**: Tow, Javelin
## FMS Business Contacts

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<thead>
<tr>
<th>Organization</th>
<th>Contact #</th>
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<tbody>
<tr>
<td>USASAC</td>
<td>256-450-5952</td>
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<tr>
<td>OMBUDSMAN / COMPETITION ADVOCATE</td>
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<tr>
<td>AMCOM</td>
<td>256-876-6659</td>
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<td>CECOM</td>
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<td>JMC</td>
<td>309-782-1002</td>
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<td>PEO-STRI</td>
<td>407-384-3770</td>
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<td>TACOM</td>
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Strength in Cooperation