



Office of the Deputy Assistant Secretary of the Army  
Defense Exports & Cooperation

*ODASA (DE&C)*

***SUSTAINING INDUSTRIAL  
READINESS – AN EXPORT  
PERSPECTIVE***

**C.D.WRAY**

**DIR FOR POLICY FOR SECURITY COOPERATION,  
RESOURCES, AND EXPORTS, ODASA DEC**



# Our Core Mission Areas

## Representation

### Export Controls/Tech Transfer

- Weapon Systems Export Policies
- Technology Transfer/  
Foreign Disclosure
- Munitions Licenses
- Direct Commercial Sales
- Leases (Title 10)

### Export Control & Tech Transfer

### Security Assistance

### Security Assistance

- Foreign Military Sales
- International Military  
Training & Education
- Presidential Drawdowns
- Excess Defense Articles
- Co-production
- Leases (Title 22)

### Armaments Cooperation

### Armaments Cooperation

- Cooperative Research &  
Development
- Data/Information Exchange
- Personnel Exchanges
- Foreign Comparative Test
- Equipment Loans

- ✓ Policy
- ✓ Resources
- ✓ Approvals

- **Joint Military Conferences**
- **NATO Army Armaments  
Group**
- **OSD/Bilat/Multilat Fora**
- **Senior National Rep  
(Army)**

G-2:  
Disclosure  
Authority



# Sustaining the Base

*ODASA (DE&C)*

## Sustainment Presents A Huge Challenge

- What?** Products, Technologies, Capabilities?
- Who?** How much capacity do you need to sustain?  
Preserve competition?
- Where?** What mix of domestic and international  
(**sales, tech transfer**, off-shore capacity) is acceptable?  
Buy America?
- How?** Darwin? Welfare? **Other?**

**What role can or should “exports” play in industrial base health?**



# Leveraging International Opportunity

*ODASA (DE&C)*

## Sustaining Industrial Readiness

- Requires Decisions and Commitment from Industry and the Government
  - + Strategy
  - + Action Plan
  - + Discipline

**CULTURE CHANGE**



# Leveraging International Opportunity

*ODASA (DE&C)*

## OPEN INVITATION

- To Partner on Solutions
- Share Market Intelligence
- Discuss ITAR Exemptions
- To Discuss Army Export Policy
  - + Consider Waivers



# Army Export Policy

*ODASA (DE&C)*

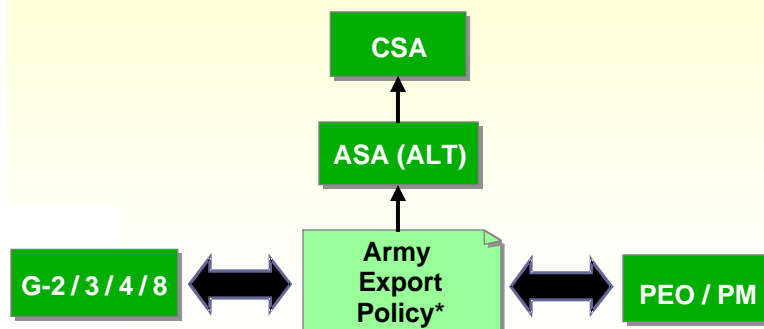
## WHY

- ◆ Presidential Decision Directive (PDD 34)
  - Sets criteria to evaluate potential arms transfers
- ◆ SECDEF Strategic Vision
  - Maintain U.S. forces' operational edge
  - Increase access to foreign facilities
  - Continue to pursue coalition building
- ◆ CSA Campaign Plan
  - Operationally and tactically agile
  - Dominate in all operating environments
  - Ensure protection to the warfighter
  - Preserve / protect Army's technology overmatch

## HOW DEVELOPED

- ◆ Support international programs; while protecting national security equities / Army's technology overmatch
  - Balance "share" and "protect" interests
- ◆ Technology Protection is a front-end function for weapon systems
  - Program Protection Plan
    - Technology Assessment Control Plan
- ◆ Critical Program Information
  - Security Classification Guide
  - Delegation of Disclosure Letter
  - Risk assessment / foreign availability
- LO/CLO Policy
- National Disclosure Policy

## WHO DECIDES



\* Developed by DASA DEC

## HOW IMPLEMENTED

- ◆ Issued to Army stakeholders
- ◆ Army Position of Record
  - Country / Configuration Release
    - Export variants
  - Transfers of hardware / software / information / Data
  - Special Security Protection / Procedures
    - Anti-tamper
    - No software source code for sensitive systems
    - Limit maintenance test procedures/equipment
- ◆ Embedded in Army Foreign Military Sales (FMS), Direct Commercial Sales (DCS) and International Cooperation Program processes



# Leveraging International Opportunity

*ODASA (DE&C)*

## THE POSSIBLE SUSTAINMENT PATH FORWARD

- Conduct meaningful dialogue with industry (IPT?) involved in international sales – **led** by the Army acquisition community and **supported** by Army export policy staff
- To determine “how” to **implement** the international piece of the choices (what, who, where) made
- To produce an international **action plan** that engages all equities – industry and government towards a coherent industrial base sustainment goal

**NOT MARRIAGE COUNSELING SESSIONS**



# Leveraging International Opportunity

ODASA (DE&C)

## OBSERVATIONS

- The Army munitions industrial base is a unique industry-government partnership providing high quality, reliable capabilities that **are generally available from foreign sources of supply**. Niche capabilities not avail from other sources are generally low volume, medium to high cost .
- The “base” consists of suppliers who range in source from arsenal-based to solely commercial facilities/plants and in size from small independent manufacturers to major primes.
- **The “base” manifests the worst and best traits of its variety in size and supplier base** (regarding international sales).





# QUESTIONS

*ODASA (DE&C)*

QUESTIONS ???