SUSTAINING INDUSTRIAL READINESS – AN EXPORT PERSPECTIVE

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Our Core Mission Areas

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

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

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

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

- Policy
- Resources
- Approvals

G-2: Disclosure Authority
Sustaining the Base

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

Sustaining Industrial Readiness

• Requires Decisions and Commitment from Industry and the Government
  + Strategy
  + Action Plan
  + Discipline
Leveraging International Opportunity

OPEN INVITATION

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

## 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

![Diagram of decision-making process]

- CSA
- ASA (ALT)
- Army Export Policy
- PEO / PM

* 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

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Leveraging International Opportunity

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

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 available 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