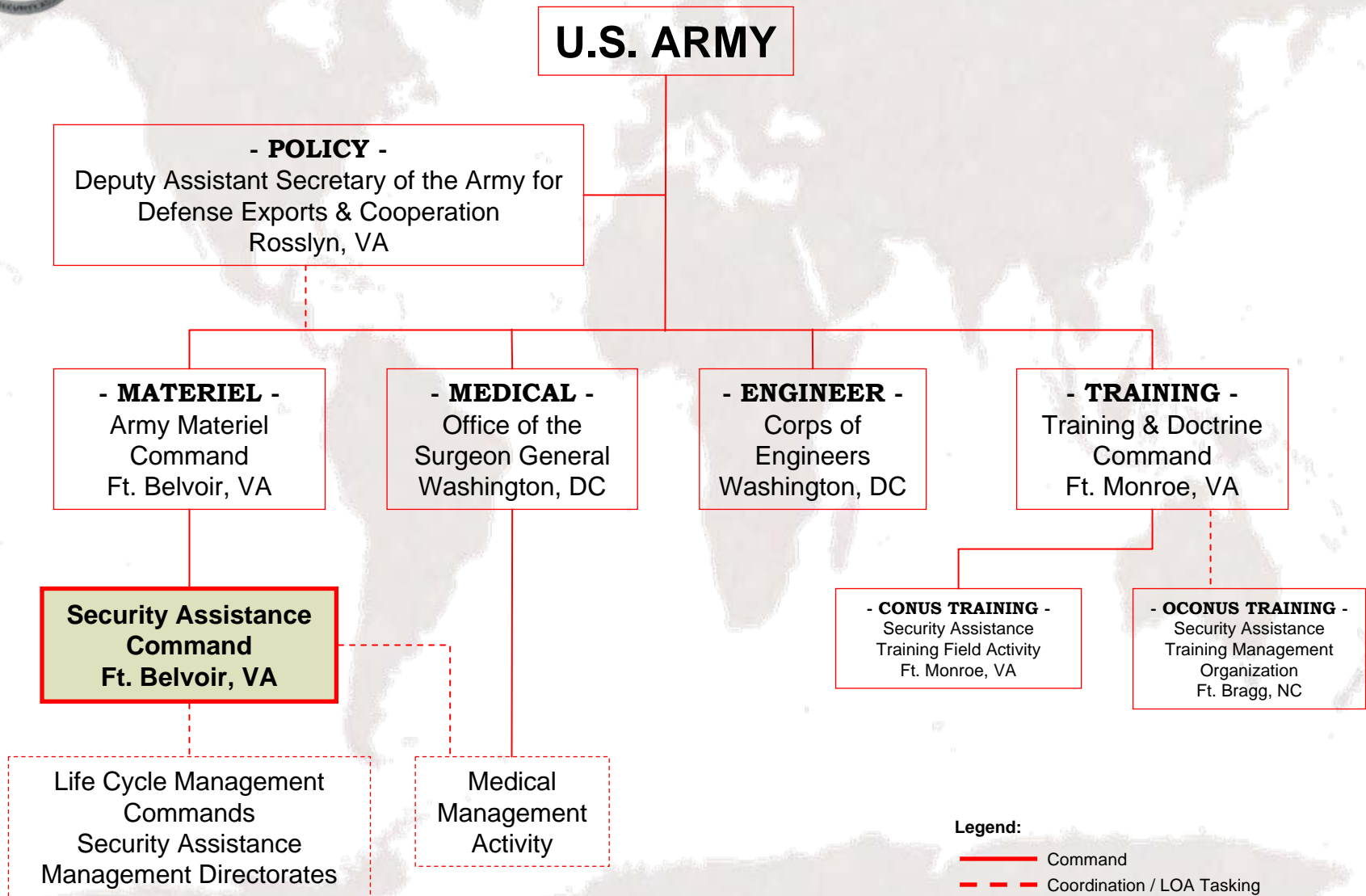


2007 Tactical Wheeled Vehicle Conference



Brigadier General Clinton T. Anderson
United States Army Security Assistance Command

U.S. Army Organization for Security Assistance



USASAC Mission



- USASAC serves as the **Army Executive Agent for Security Assistance** materiel and services programs in support of US National interests
- USASAC has **“Lifecycle Management” responsibility** for all SA activity from Pre-LOR and Case Development through Case Execution and Case Closure
- USASAC serves as the proponent for the Army SA Information Management and Financial Policy
- USASAC provides **policy and procedural direction to the Army SA community**
- USASAC serves as the **proponent for AMC SA Financial and Budget Execution**



Security Assistance in Support of US Army Objectives

“ How can we leverage FMS to help sustain critical product lines to surge production capability quickly to meet sudden warfighter requirements?”

Institutional Army Task Force –task from VCSA

“...to facilitate Interoperability with allied and coalition partners and supported U.S. national security interests (Political, Military, Economic...)”

Specified task – Foreign Military Sales (ST-FMS) – Army Campaign Plan Task

“...proactive Engagement....COCOM focus”

Gen Griffin, AMC Commander

A collaborative Partnership with USASAC, the Army Acquisition Community, and the Defense Industry



Accomplishments in Support of Afghanistan



USASAC serves as single source of FMS Support to Afghanistan

- \$6.5B program with unique mission of supporting U.S. War Fighters' Train & Equip efforts
- Supporting up to projected 70,000-man Afghan military force and 60,000-man police force

Current Top Army FMS Programs:

- 11,320 Light Tactical Vehicles (LTV) on contract; 4,394 shipped since April 2005
- 1,512 Medium Tactical Vehicles (MTV) on contract; 1,083 shipped since August 2005
- 539 Heavy Tactical Vehicles (HTV) on contract; 300 shipped since May 2005
- Weapons, Vehicles and Individual Equipment to support an increase to the Afghani Security Forces capabilities

***Strong Partnership
with***

Tank-Automotive Command (TACOM)

Accomplishments in Support of Iraq



Current procurement options to support Iraq:

- Multinational Security Transition Command – Iraq (MNSTC-I) to date had procured most equipment through:
 - Joint Contracting Center - Iraq (JCCI) via direct commercial sales contracts
 - TACOM acquisition – non FMS channels
- To date USASAC:
 - Processed 48 FMS cases totaling \$1.9B using Training & Equip Funds
 - In development of \$1.3B in FMS cases to increase and modernize Iraqi Security Forces capability
- SAO cell in country continues to expand as mission expands

Current Top Army FMS Programs:

- HMMWVs – an additional 469 M1151s for the Iraqi Army
- Wheeled APCs – Requirement for 398 vehicles with expedited delivery
- Weapons and Individual Equipment to support an Iraqi Army increase
- Weapons and vehicles to support increase in police force capability



LEAN 6 Sigma Level of Effort

- Transform Cold War bureaucratic business processes into efficient, cost effective, and more responsive standardized business processes to increase customer satisfaction.
- Conducted 3 LEAN/Six Sigma (LSS) Value Stream Analysis (VSA)
 - Resulting in 23 LSS Rapid Improvement Events (RIEs) that analyzed many of our processes
 - Resulting in over 82 "Projects" and 147 "Do Its" that changed business process for the better
- To date over 190 Army Materiel Command (AMC) Foreign Military Sales (FMS) Admin Funded personnel have participated in a LEAN event or received LEAN training

Meeting New Challenges with New Thinking



AMC Security Cooperation

USASAC-Army's Face To The World

The Bottom Line:

Managing 3791 cases with an undelivered value of \$16.5B

Total program value, \$60B – average \$3.6B in annual sales.
(Total sales for FY 06 -- \$5.4 Billion).

- Each billion of FMS sales equals approximately 20,000 man-years of direct employment.
- FMS pays for 1148 man-years in AMC.

Army FMS is a link to 140 different Armies, 47 Air Forces, 26 Navies and 26 other country entities.

**32 COPRODUCTION
PROGRAMS WITH OVER
\$32 BILLION PROGRAM VALUE**

**119 Security
Assistance Offices**





2007 Tactical Wheeled Vehicle Conference



Brigadier General Clinton T. Anderson
United States Army Security Assistance Command



Back Up Charts



...leverage FMS to help sustain critical product lines

- Constant communication with Acquisition community
 - PM CCWS, PM ARH, PM Apache, PM Stryker
 - Regularly engage Program Executive Officers (PEOs)
- Frequent Participation in International Air/Trade Shows
- Daily Interaction with the Defense Industry
 - Raytheon
 - AM General
 - Lockheed Martin
 - Harris Radio
 - Colt
 - DRS Technologies
 - Sikorsky
 - Boeing
 - Thales
 - Armor Holdings
 - ATK
 - VSE Corp
 - General Dynamics (LS & OTS)
 - ITT Industries
 - BAE
 - Bell/Textron
 - Dyncorp International



...facilitate Interoperability with allied and coalition partners

- Army Goal is to enhance the sharing of targeted technologies with our foreign partners to help offset development and fielding costs while not compromising our edge on the battlefield.
- Foreign Disclosure Officer advises and assists in all matters relating to co-production and technology disclosure
 - Reviews ITAR and MTCR issues
 - Coordination with DoD
- Country/System Examples:
 - NVDs – Australia, Azerbaijan, Colombia, Israel, Nepal
 - Helicopters – Algeria, Bahrain, Philippines, UAE, Saudi Arabia
 - Stinger – Norway
 - Tanks – Saudi Arabia, Australia



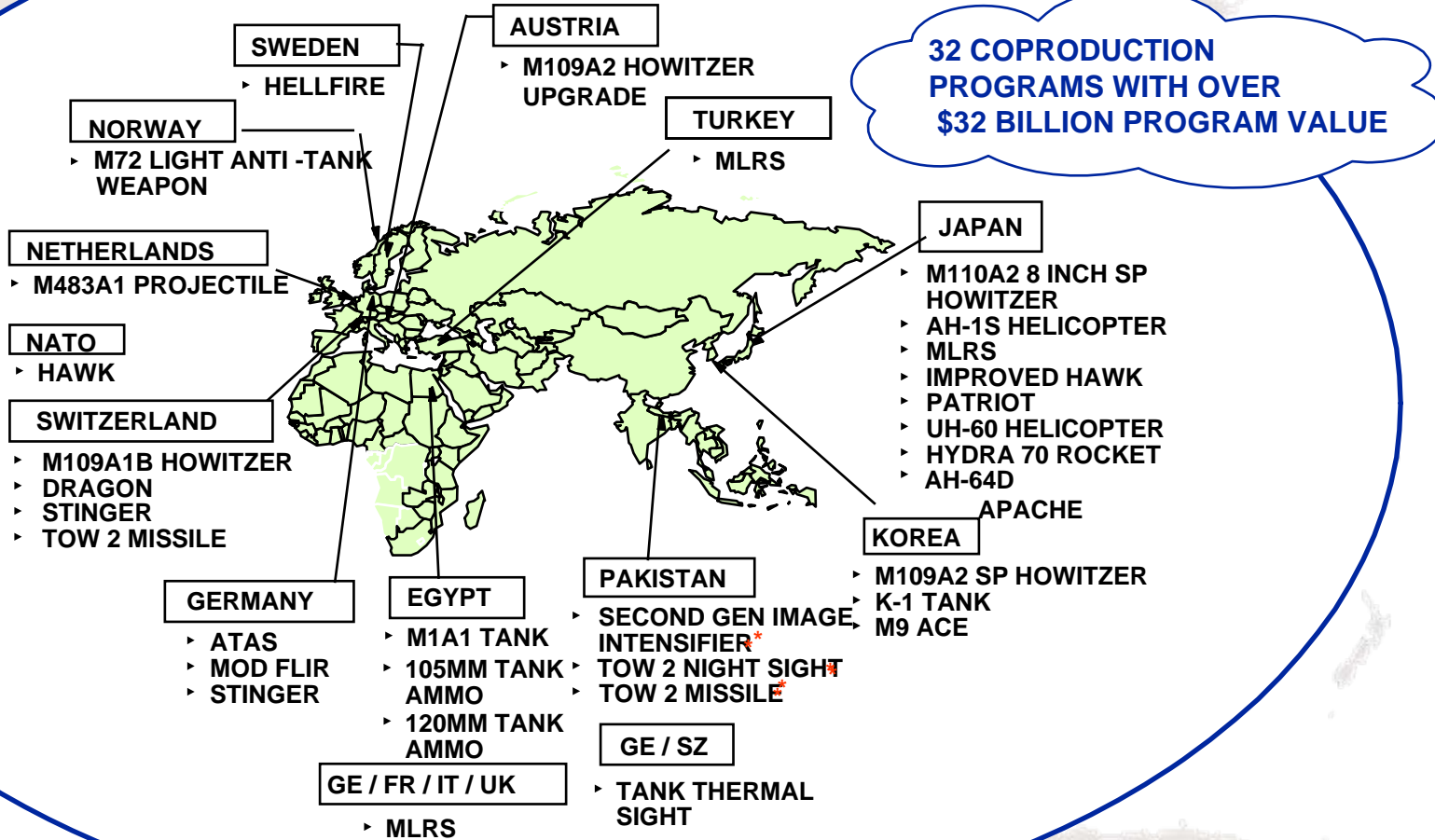
...COCOM focus

- Security Assistance LNO's embedded in COCOM HQs and with MNSTC-I and CSTC-A to facilitate case development and execution.
- Plans Officer involvement in
 - COCOM Theater Security Cooperation Plans
 - Army Component Security Cooperation Plan
 - Army Security Cooperation Strategy
- Expedite success
 - Year end work
 - Iraq and Afghanistan equipping issues
 - NDAA section 1206 Program

Has paid BIG Dividends!



Army Coproduction



* Suspended



Military Sales Policies

- THE PRESIDENT CERTIFIES ELIGIBLE COUNTRIES
- THE RELATIONSHIP WITH THE PURCHASING COUNTRY IS CRUCIAL ...
... **THE U.S. DESIRES MORE THAN JUST A SIMPLE SELLER AND BUYER RELATIONSHIP**
- EACH SALE IS MADE IN ACCORDANCE WITH THE POLICIES AND STRATEGIC INTERESTS OF THE U.S. GOVERNMENT
- **THE U.S. GOVERNMENT WILL NEITHER MAKE NOR LOSE MONEY**
- **U.S. INDUSTRY DOES THE MARKETING** -- U.S. DEFENSE DEPARTMENT PROMOTES THE ACQUISITION OF STANDARD SERVICE CONFIGURATION
- THE U.S. GOVERNMENT HAS **NO PREFERENCE BETWEEN MILITARY SALES AND COMMERCIAL SALES**
- MATERIEL IS EITHER SHIPPED FROM U.S. GOVERNMENT STOCKS OR FROM PRODUCTION -- **THE U.S. ARMED FORCES HAVE PRIORITY**
- **OUR GOAL IS TO FIELD A TOTAL PACKAGE AND PROMOTE SELF-SUFFICIENCY**