

EQUIPPING THE WARFIGHTER TO WIN

USMC

International Programs

Comparative Testing Programs



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USMC, MARCORSYSCOM

International Programs

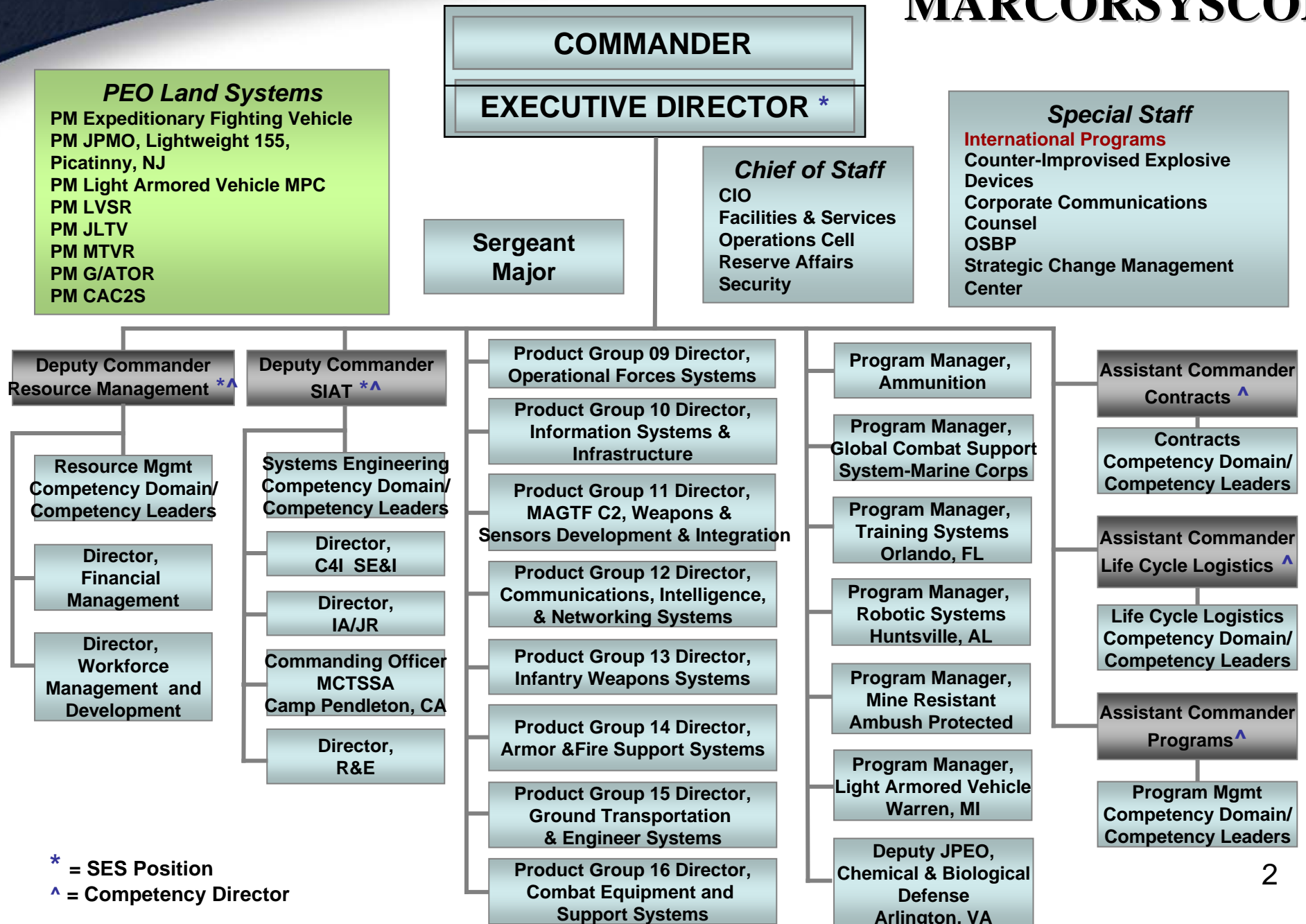
Quantico, Virginia





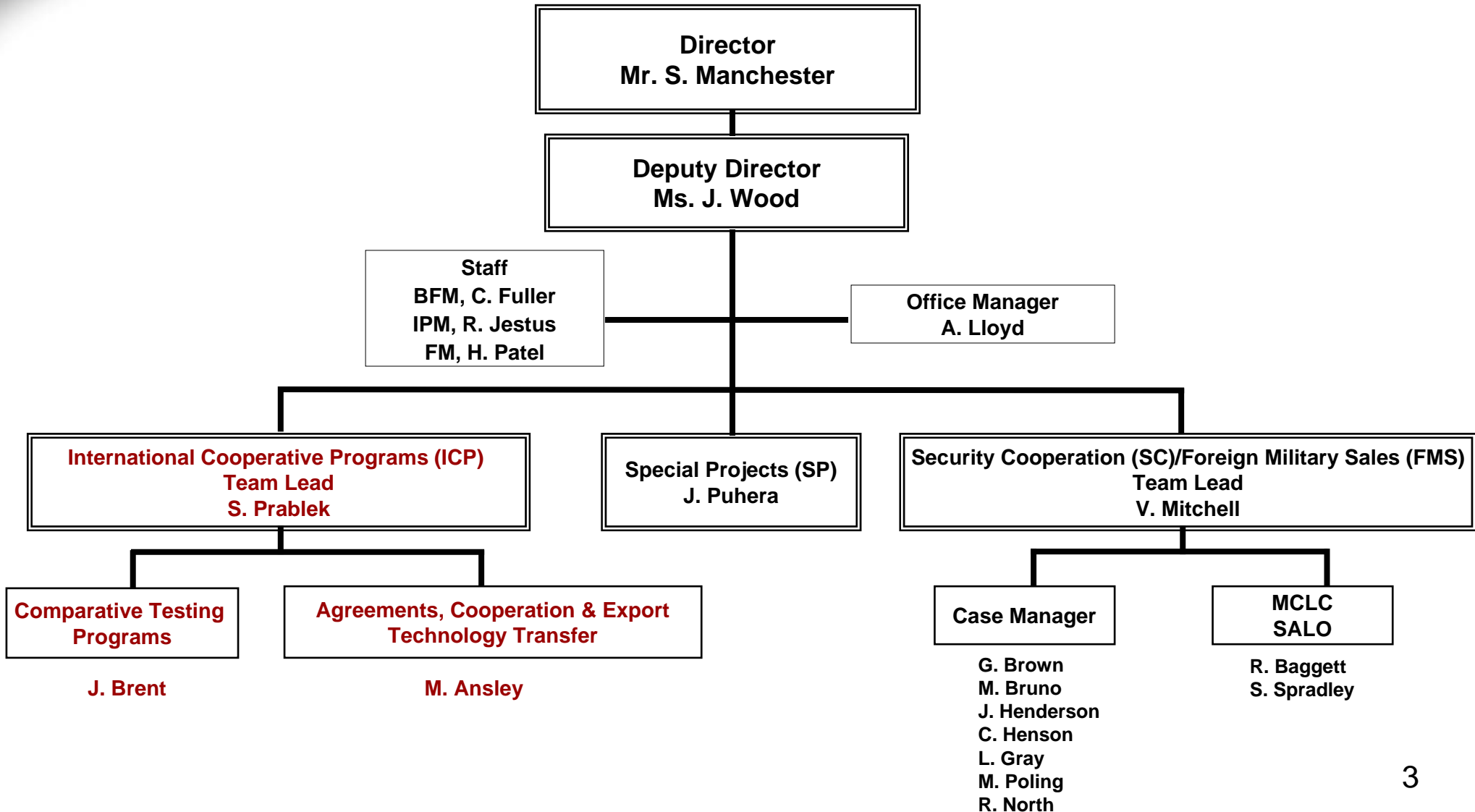
EQUIPPING THE WARFIGHTER TO WIN

MARCORSYSCOM





International Programs Directorate





International Programs Mission

Execute all International Programs effectively and efficiently while ensuring customer satisfaction

- Security Cooperation Program
 - Foreign Military Sales (FMS)
- International Cooperative Programs (ICP)
 - Defense Acquisition Challenge (DAC)
 - Foreign Comparative Testing (FCT)
- Special Projects (SP)
 - Foreign Equipment Solutions in Support of the Warfighter



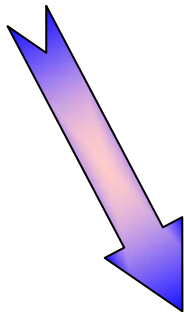
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International Solutions

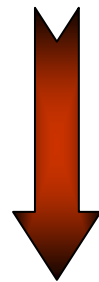


for the Warfighter

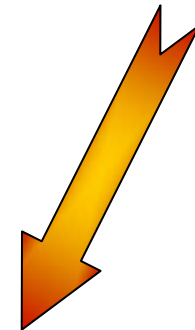
FMS



ICP



SAP



Warfighter Success!!!



ICP Mission

Promote the Exchange of Technology, Equipment and Information with **Industry and Government** of U.S./Allied Nations by Initiating, Coordinating, and Managing the Comparative Testing Programs (CTP), Agreements, Cooperation, Export, Disclosure and Technology Transfer



ICP Focus

- **Comparative Testing Programs (CTP)**
 - Foreign Comparative Testing (FCT) Program
 - Defense Acquisition Challenge (DAC) Program
- **Agreements, Cooperation & Export**
 - ITAR Exemptions
 - Information Exchange Agreement (IEA)
 - MOU/MOA Coordination
 - Project Agreements
 - Program Protection Plan
- **Technology Transfer**
 - Export License Review
 - End User Certificate (EUC)
 - Section 65 Loan



CTP Programs

Foreign Comparative Testing (FCT) Program

- Congressionally authorized in 1989 by Title 10, U.S. Code, Section 2350a(g)
- Test and evaluate foreign non-developmental equipment that demonstrates potential to satisfy military requirements

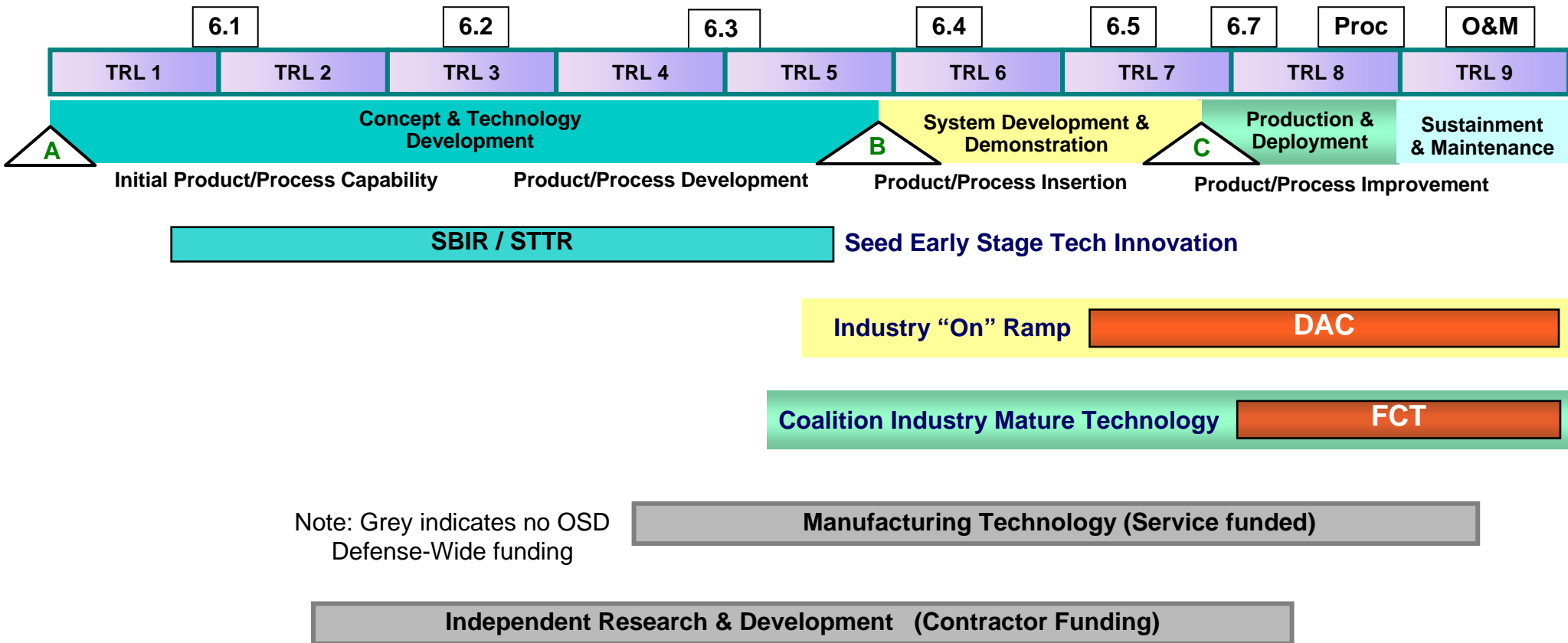
Defense Acquisition Challenge (DAC) Program

- 2003 Authorization Act established Title 10, U.S. Code, Section 2359b
- Provides opportunities for the increased introduction of innovative and cost-saving technology or products into existing DoD acquisition programs



EQUIPPING THE WARFIGHTER TO WIN

Acquisition Technology Insertion



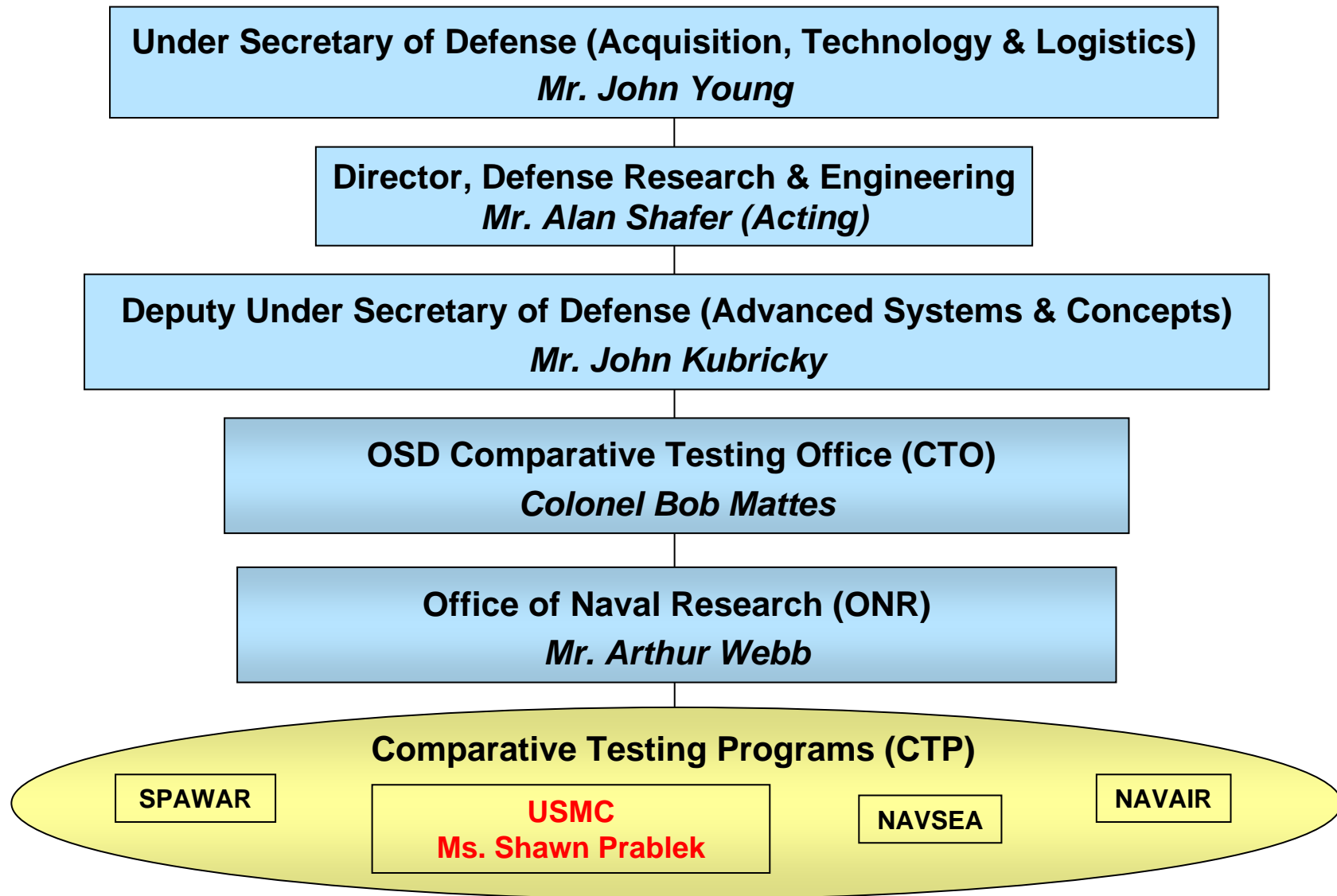


FCT & DAC Program Oversight

- Administered by the Office of the Secretary of Defense Comparative Testing Office (OSD CTO)
 - Programmatic and fiscal responsibility
 - Participants consist of the following:
 - U.S. Army
 - U.S. Navy/USMC
 - U.S. Air Force
 - U.S. Special Operations Command



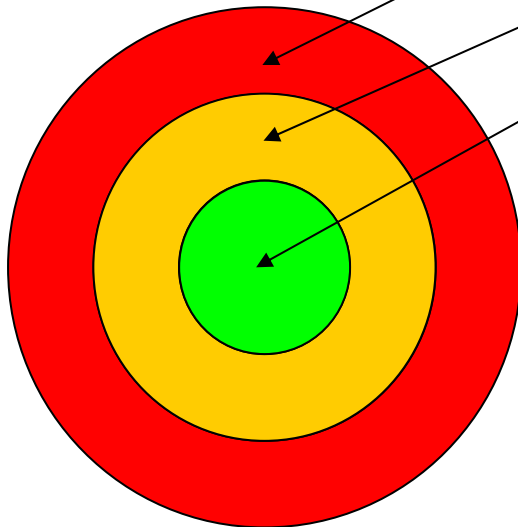
CTP Chain of Command





DoD FCT Performance Metrics

Over the Last
28 Years:



584 Projects Started, 497 Completed
271 Projects Met Service Requirements
193 Projects - Procurements Worth over \$8.51B

- Participation of 28 U.S. Allied & Friendly Countries
- OSD Investment: \$1.1B (Constant FY07 \$\$)
 - Estimated RDT&E Cost Avoidance: \$7.4 Billion
- Accelerated Fielding Averaging 5-7 years
- Procurement Rate over 80% in the Past 6 Years

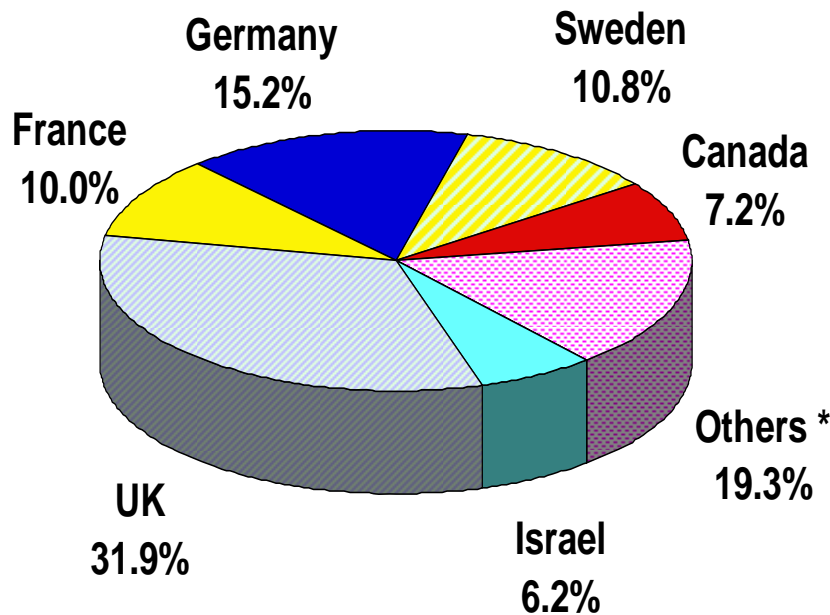
Bilateral Benefits: Vendor Teaming with U.S. Industry in 33 States



DoD FCT Return on Investment

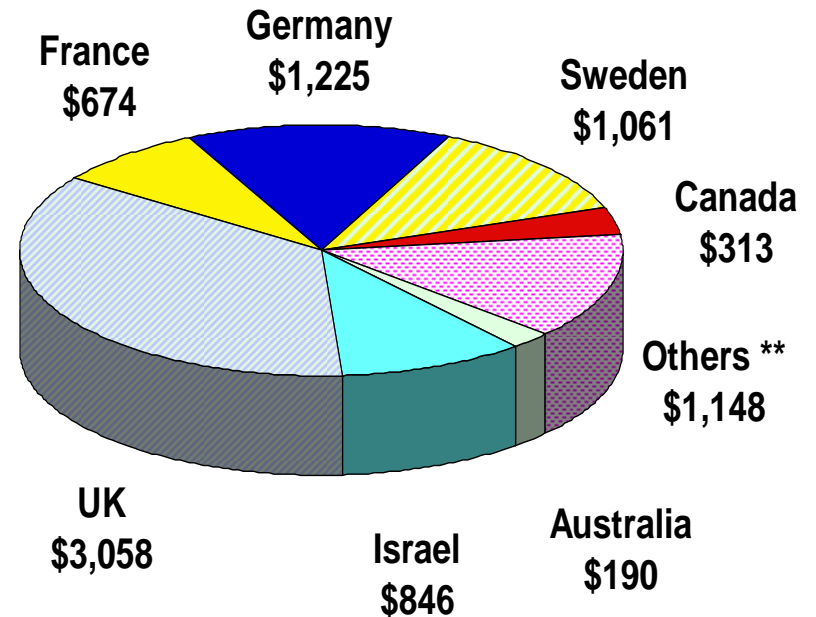
By Country (FY 1980 – 2008)

**FCT Funding Provided
(Percent by Country - \$1.1B)**



* Others -- Australia, Austria, Belgium, Croatia, Denmark, Finland, Iceland, India, Italy, Japan, Netherlands, New Zealand, Norway, Poland, Russian Federation, Republic of South Africa, Republic of Korea, Singapore, Switzerland, Ukraine

**Procurements
(\$Million – Overall \$8.51B)**



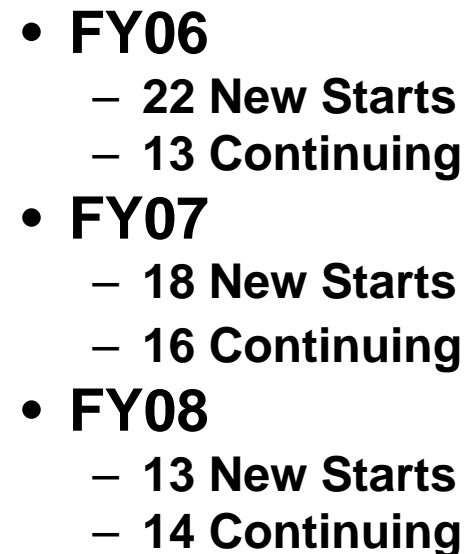
** Others -- Belgium, Denmark, Finland, India, Italy, Japan, Norway, Russian Federation, Republic of South Africa, Switzerland

Reflects FY08 Constant Year Dollars

DoD DAC Performance Metrics

Metrics & Measures (FY03-08)

- **Interest & DoD Ability to Support**
 - 1716 proposals submitted - Phase 1
 - 353 endorsed by Programs of Record (PoRs) / (PEOs/PMs) - Phase 2
 - 97 projects awarded (~\$147M)
- **80 companies from 31 states**
 - 70% are small / medium enterprise technology providers, not by design or mandate
- **Return on Investment (ROI) ~ 9:1**
 - Based on 14 completed projects utilized in Global War on Terror (GWOT)

- 
- **FY06**
 - 22 New Starts
 - 13 Continuing
 - **FY07**
 - 18 New Starts
 - 16 Continuing
 - **FY08**
 - 13 New Starts
 - 14 Continuing



What is the Purpose of FCT?

Test and Evaluate Foreign Non-developmental Technology that Demonstrates Potential to Satisfy U.S. Warfighter and/or Warfighter Support Requirements with Intent to Procure

What is the Purpose of DAC?

Test and Evaluate Technologies that have Potential to Improve Current Acquisition Programs at Component, Subsystem, or System Level with Intent to Procure



What Makes A Good Candidate?

A **viable solution** to resolve the warfighting capability gap.

The solution should address:

- Benefit to Warfighter
- Non-Developmental
- Teaming Potential
- Economical Viability
- Technology Superiority



CTP Areas of Focus

- Improved Operations
 - Effectiveness (lethality, accuracy, endurance)
 - Survivability (protection, agility, stealth, medical)
 - Force Protection (defensive systems, detection, armoring, chemical - biological defense)
 - Sustainability (lighter / combined equipment, longer missions, better batteries)
- Direct Warfighter Support
 - Logistics (supply chain management in the field, equipment reliability)
 - Teaming (e.g., Network & Information Centric Operations at the tactical or operational level)
 - Surveillance, tagging and tracking (blue and hostile forces tracking, friendly identification)



CTP Areas of Focus (Con't)

- Warfighter Employment
 - Planning capabilities (large unit employment)
 - Coordinating capabilities (Network or Information Centric Operations at the strategic level)
 - Transport capabilities (getting to and from the fight)
 - Operational readiness (equipment availability, maintainability, training)

“Focus on the Global War on Terror (GWOT) and USMC Expeditionary Warfare”

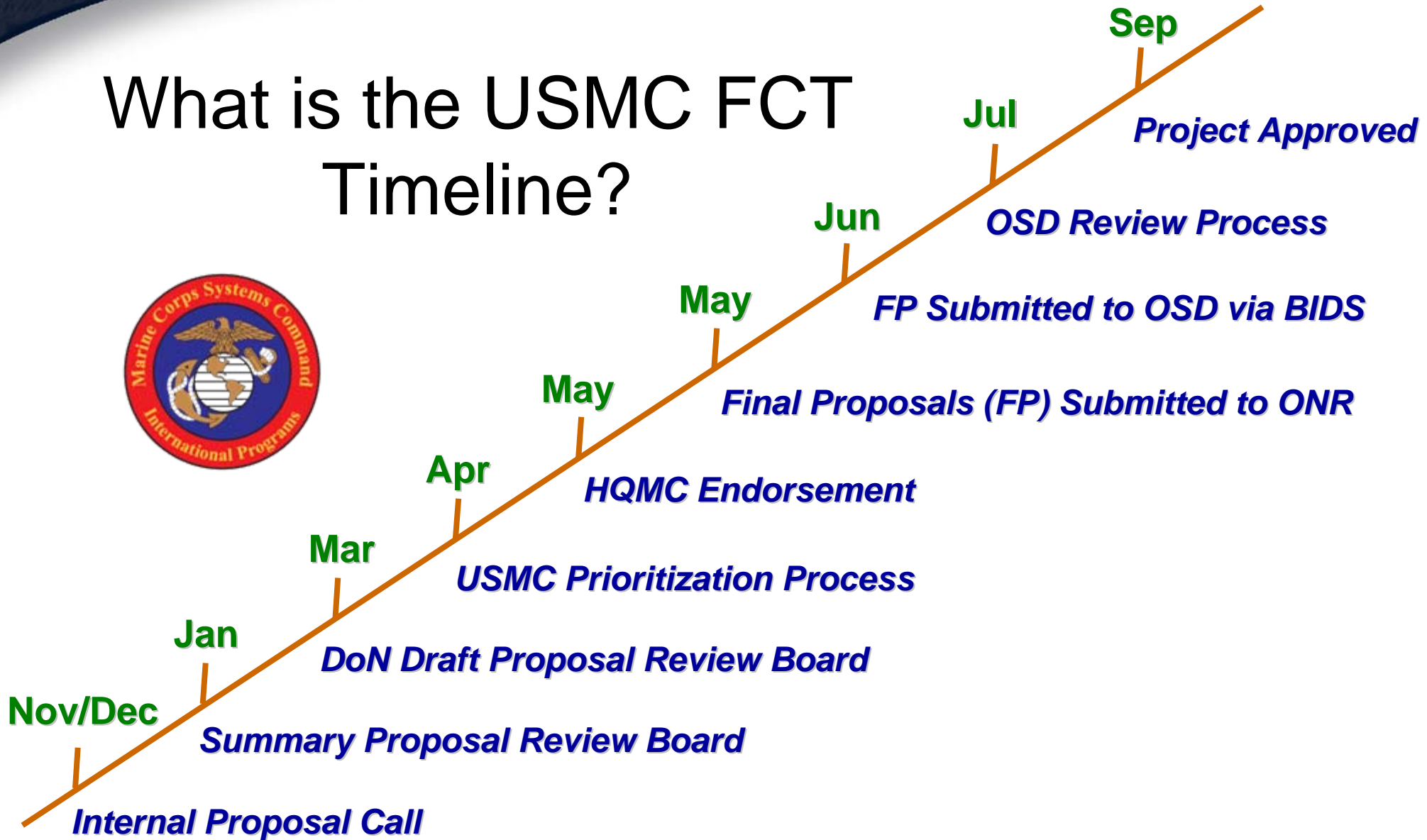


How Can Industry Participate?

- Strong capabilities that fulfill Warfighter needs
 - Can be a dominating industry presence in its field
 - Can be a niche market provider
- Utilize Federal Business Opportunity (FBO)
 - <http://www.fedbizopps.gov/>
- Good relationship with U.S. Embassy ODC for FCT
- Utilize Broad Agency Announcement (BAA) Information Delivery System (BIDS) portal for DAC
 - <https://cto.acqcenter.com/>



What is the USMC FCT Timeline?



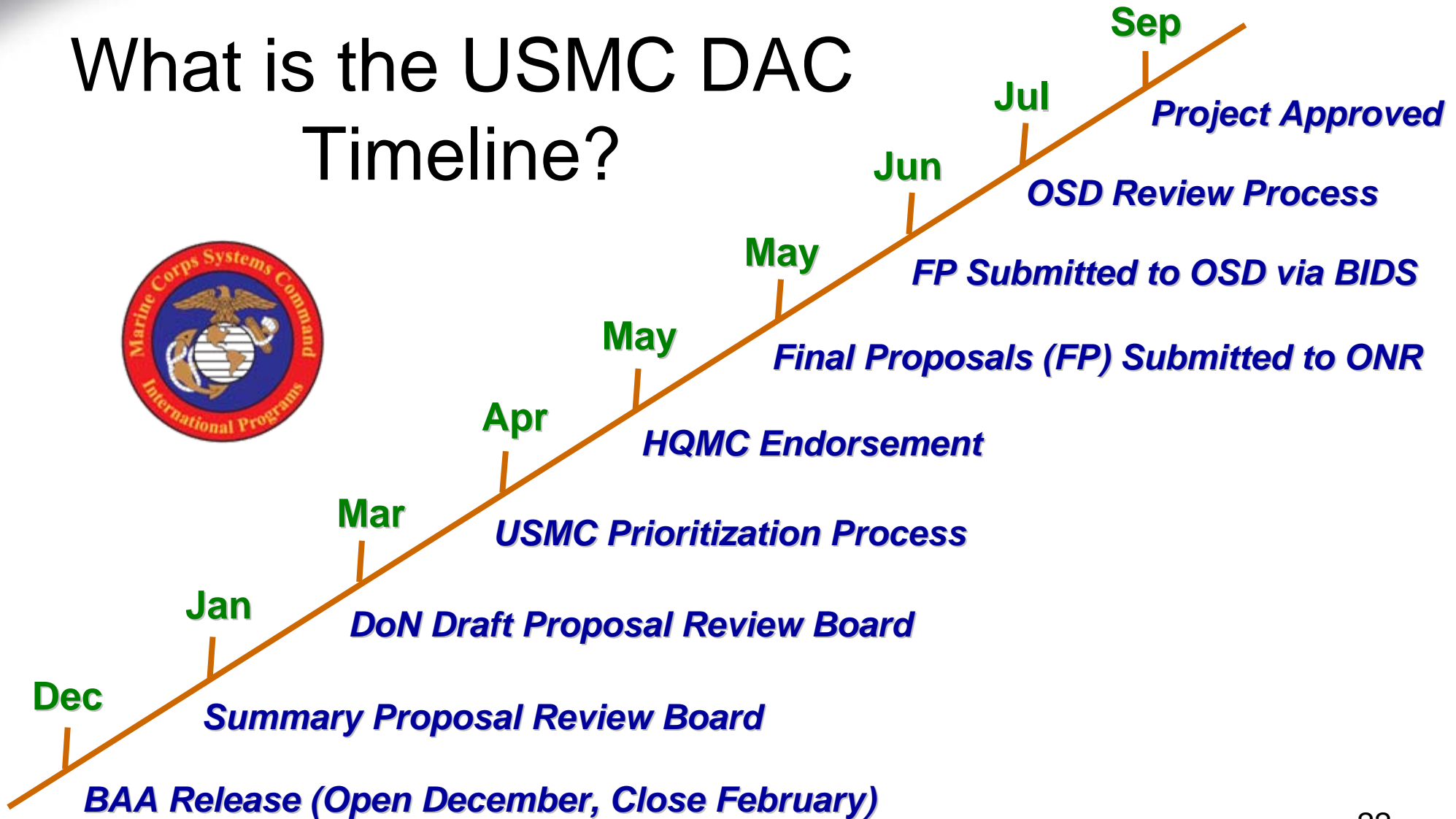


FCT Proposal & Evaluation Process

- Pull Method
 - MCSC IP initiates proposal solicitation
 - The PM Office identifies capability gap and submits proposal
- Proposal Evaluation
 - Valid Requirement/Capability
 - Benefit to the Warfighter
 - Realistic Cost & Schedule
 - Intent to Procure
- Advocacy
 - HQMC
 - Marine Corps Combat Development Command (MCCDC)
 - Commander MARCORSYSCOM



What is the USMC DAC Timeline?





DAC Proposal & Evaluation Process

- Push Method
 - Vendor responds to BIDS announcement and submits proposal
 - MCSC IP identifies cognizant PM Office for administrative & technical review
- Proposal Evaluation
 - Valid Requirement/Capability
 - Benefit to the Warfighter
 - Realistic Cost & Schedule
 - Intent to Procure
- Advocacy
 - HQMC
 - Marine Corps Combat Development Command (MCCDC)
 - Commander MARCORSYSCOM



Key Differences Between FCT & DAC

- Solicitation Process
 - FCT uses a pull method (proposals initiated by PMs)
 - DAC uses a push method (required by legislation to use the BAA)
- Funding Restriction
 - FCT can only fund the testing of **“Foreign”** NDI
 - DAC can only fund the testing of **“Domestic”** items
- Preferred Technology Readiness Level (TRL)
 - TRL of 8 or 9 for FCT
 - TRL of 7 or higher for DAC
- 30 Day congressional notification required for FCT project approval



USMC CTP Performance

- 38 FCT projects funded since FY98
 - 25 projects met USMC requirements resulting in over \$218M in procurements
 - Estimated RDT&E Cost Avoidance is over \$258M
- 15 DAC projects funded since FY03
 - 5 projects met USMC requirements resulting in over \$5M in procurements
 - Estimated RDT&E Cost Avoidance is over \$18M

USMC has secured over \$26M in funding for successful Marine Corps FCT and DAC participants



Successful USMC FCT Examples

- Urban Deployable Instrumented Training System
 - Sweden (\$10M*)



- M16A2/M4 Training Replacement Bolt
 - Canada (\$8.8M*)



- M1A1 Biocular Image Control Unit
 - United Kingdom (\$6.7M*)



* Indicates amount of USMC procurement to date



Successful USMC FCT Examples (Con't)

- M1A1 Eye-Safe Laser Rangefinder
 - Germany (\$13.5M*)



- NBC Block II Glove Upgrade
 - Canada (\$5M*)



- Joint Service Combat Shotgun
 - Italy (\$3.9M*)





Successful USMC DAC Examples

- High Performance Standard Advanced Dewar Assembly II
 - Raytheon Vision Systems, Texas (\$2.673M*)



- 9MM Reduced Environmental Hazard Ammunition
 - Olin Winchester, Missouri (\$0.248M*)



- Trailer Mounted Generator/Environmental Control Unit
 - General Dynamics C4 Systems, Arizona (\$3.28M* in FY06, \$1.02M* in FY07)



Good News!!

Since 2001, four USMC FCT programs and two USMC DAC programs have won the prestigious OSD “Program Manager of the Year” award



AAAV 30mm Armor Piercing Fin-Stabilized Discarding Sabot Tracer Ammunition (Norway, Germany)
FY 2001 OSD FCT PM of the Year



Assault Breacher Vehicle Full Width Mine Plow and Lane marking System (Pearson Engineering, UK)
FY 2003 OSD FCT PM of the Year

Biocular Image Control Unit for M1A1 Firepower Enhancement Program (Brimar, UK)
FY 2005 OSD FCT PM of the Year

Trailer-Mounted Generator/Environmental Control Unit (General Dynamics C4 Systems, AZ)
FY 2006 OSD DAC PM of the Year



High Performance Standard Advanced Dewar Assembly II (Raytheon Vision Systems, TX)
FY 2007 OSD DAC PM of the Year

Urban Deployable Instrumented Training System (Saab Training Systems, SW)
FY 2007 OSD FCT PM of the Year





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