USASAC UPDATE

COL Catherine Lacina
Chief of Staff
United States Army Security Assistance Command
Why Security Assistance?

- One of the principal elements of the U.S. Foreign Policy

- Regulated by:
  - FOREIGN ASSISTANCE ACT
  - ARMS EXPORT CONTROL ACT

- Executed by the Department of Defense under Department of State oversight

- Designed to promote regional stability

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

AMC Security Cooperation
USASAC-Army’s Face To The World

The Bottom Line:

Managing 3791 cases with an undelivered value of $17.5B

Total program value, $60B – FY 94-04 AVG $3.6B annual sales
FY 05/06 sales >$5B, FY 07 sales >$9B, FY 08 sales to date >$8.2B

119 Security Assistance Offices World Wide

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

Principal Director
COL Christopher Iskra

CENTCOM REGIONAL OPNS
Mr. Carl Brieske

PACOM REGIONAL OPNS
Mr. Al Thomas

EUCOM REGIONAL OPNS
Ms. Jacqueline Williams

SOUTHCOM REGIONAL OPNS
Mr. Al Thomas (Acting)

COCOM REGIONAL OPNS

Country Program Division
Country Program Managers

LNO

Central Case Management Division
Central Case Management Branch

Core Competency of USASAC executed here...
- Case Development
- Case Execution
- Case Closure
The Sales Process

- Foreign Purchaser Needs
- State
- Defense
- MILDEPs
- President
- Congress
- USASAC
- LCMCs
- DLA
- Defense Industry
- USTRANSCOM
Customer Decisions

What Kind  Where
How  Cost
Many  When

Requirements Determination Team:
- Foreign Customer
- MNSTC-I
- CSTC-A
- Security Assistance Office
- USASAC LNO

- DASA DE&C
- USASAC
- Industry
- LCMCs
- Foreign LNO
FMS Process Flow

DoD Policy - \( \leq 120 \text{ Days until LOA complete} \)

THE BIG PICTURE

- Letter of Request (LOR) Received
- Definitization Process
- Letter of Offer and Acceptance (LOA) Issued
- Contract Award / Delivery Order
- Material Receipt by End User
- Material Ready For Delivery

Typically materiel delivery is 250+ days from LOR
FMS Case Life Cycle

Pre-LOR Activities

USASAC, SAMD, PEO/PM, DASA DE&C:
- Review for AECA, Section 36(b) applicability
- Waivers requested/approved/disapproved
- Pricing Data collected

LOR

USASAC, SAMD, DASA DE&C, PEO/PM, DSCA:
- LOR is validated
- Eligible Customer
- Resource Analysis
- Disclosure/Releasability
- Total Package Approach
- Waiver Requirements
- EUM
- Diversion determination

LOA Development

DSCA, USASAC, SAMD:
- Ensure LOR requirements met
- Pricing elements reviewed for all costs
- Compliance with SAMM Policy
- Approval of LOA content

LOA Coordination And Counter-signature

USASAC, DFAS:
- Prepares cover letter & offers LOA to country
- LOA accepted by country
- Initial deposit received

LOA Offered and Accepted

End Use Monitoring
FMS Case Life Cycle

End Use Monitoring

Active Case Reconciliation

SSC Reconciliation

LOA Implementation

Case Execution
Including Amendments & Modifications

Case Closure

DFAS, USASAC:
- Implements LOA in all data bases
- Establishes obligational authority

USASAC
- Issues requisitions
- Process status and billing transactions
- Ensures on time, within cost deliveries

SAMD, IMMC, PEO/PM, SDDC
- Receives requisitions
- Ships from stock
- Coordinates with acquisition center or industry
- Coordinates transportation
- Materiel Delivery
- Line Closure

Acquisition Center
- Awards Contact
- Processes progress payments
- Closes contract

USASAC, CFLCC, MNSTC-I, CSTC-A
- Materiel receipt in theater
- EUM by SAO, country

USASAC, DFAS
- Closure certificate prepared
- Processes final billing
- Case is closed

End Use Monitoring
AMC Security Cooperation Team

SAMD-JMC
SAMD-TACOM
SAMD-AMCOM
SAMD-JMC
SAMD-AMCOM
SAMD-CECOM

PACOM Liaison
Saudi Arabia (PM SANG)
Iraq Liaison
Afghanistan Liaison

USASAC - Ft Belvoir
- New Cumberland
- St. Louis
- Saudi Arabia
Liaison Officers with COCOM's

SOUTHCOM Liaison
EUROCOM Liaison
Questions?
Back Up Slides
## Support to Coalition Forces

<table>
<thead>
<tr>
<th>Country</th>
<th>Equipment and Support</th>
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<tbody>
<tr>
<td>Poland</td>
<td>Wheeled and Tracked Vehicles, Vehicle Spare Parts, Night Vision Devices &amp; GPS, Communications Equipment, Ammunition and Explosives, Parachutes, UAVs, Apache Support, Small Arms, Vaccines, CH-47 Spares, Javelin Support Equipment, Air Warrior Air Crew Ensemble, Missile Warning System, Clothing &amp; Support, AH-1 Refurbishment, M109A5 refurbishment, Counter-Terrorism Equipment</td>
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<td>United Kingdom</td>
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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*

• DoD promotes the acquisition of standard service configuration
  *U.S. industry does the marketing*

• The U.S. Government has no preference between military sales and commercial sales
  *The U.S. Armed Forces have priority*

• Material is either shipped from U.S. Government stocks or from production
  *Our goal is to field a total package and promote self-sufficiency*
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