

Raytheon

MULTINATIONAL BUSINESS

PRESENTATION TO:

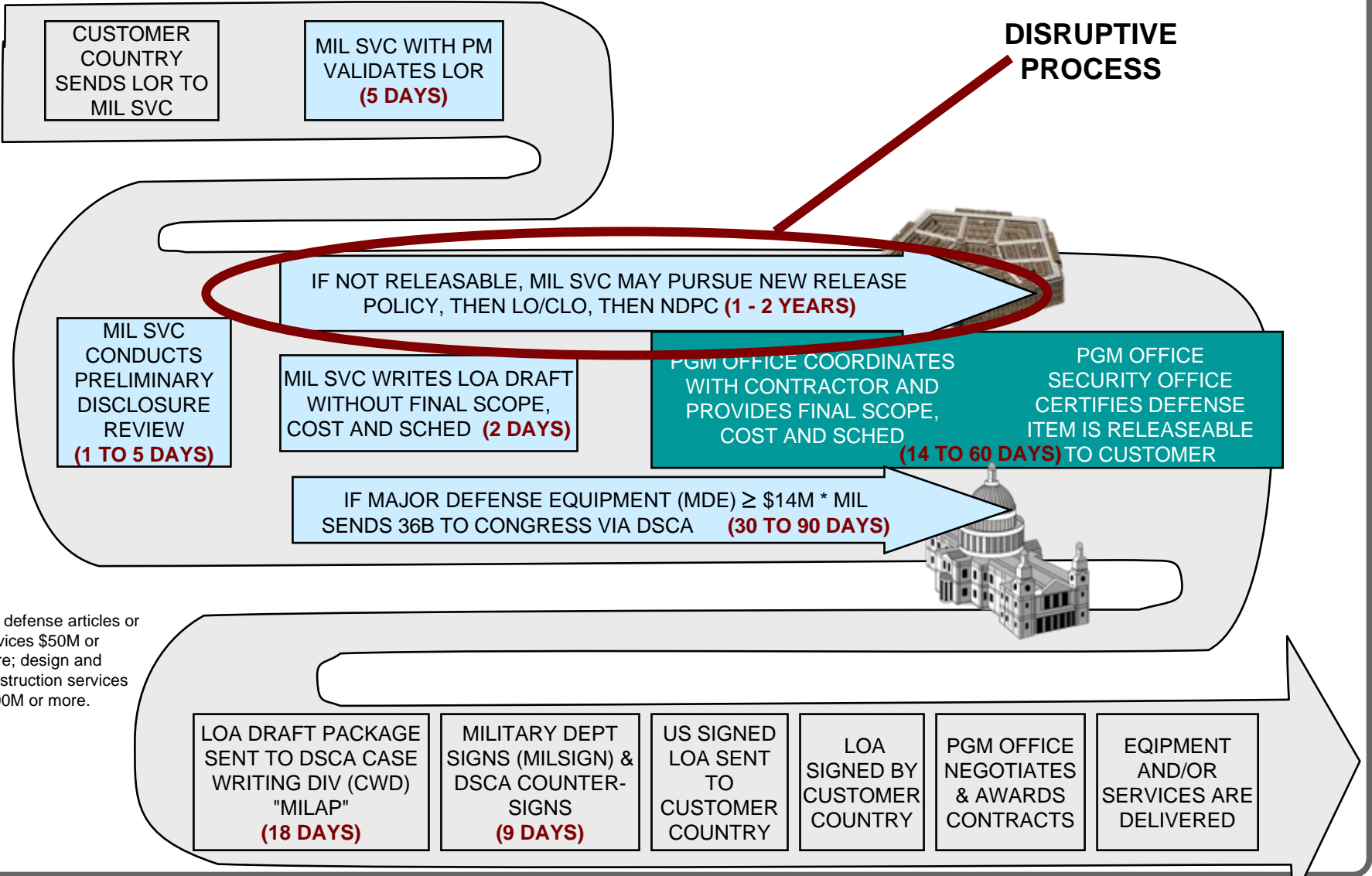
25th Annual National Logistics Conference & Exhibition
Multinational Logistics: A Rapidly Evolving, Complex Capability

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Vice President,
Washington Relations
Raytheon International
7 April 2009

AGENDA

- Foreign Military Sales (FMS)
- Disclosure Boards / Licensing
- Issues and Challenges

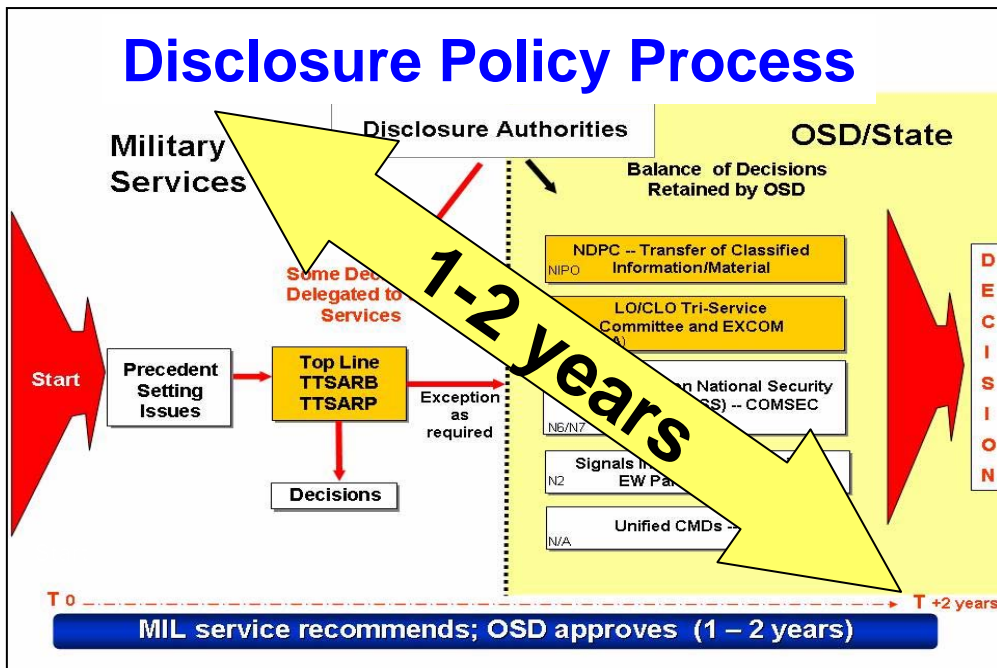
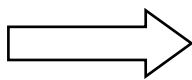
FMS PROCESS: TIMES ARE GOALS



* or defense articles or services \$50M or more; design and construction services \$200M or more.

EXPORT LICENSE PROCESS VS. DISCLOSURE PROCESS

Comfort Zone



INDUSTRY



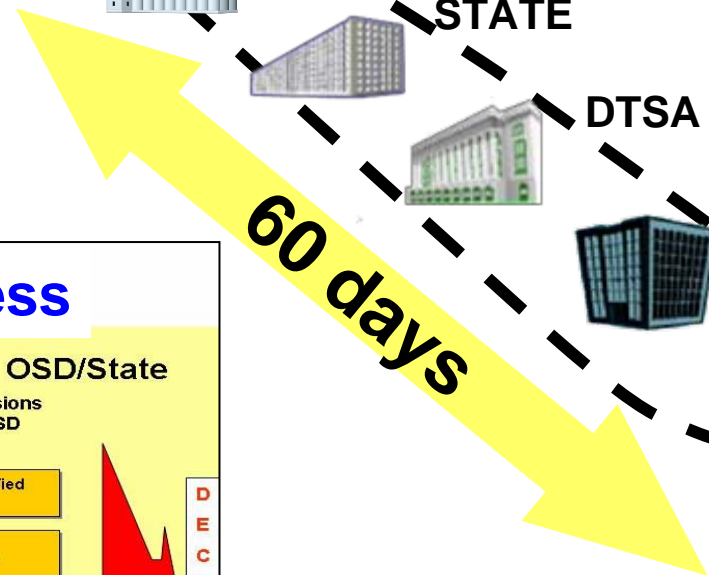
STATE



DTSA

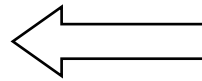


MIL SERVICES / OSD



60 days

Disruptive Process



Disclosure approval precedes export license submission

Key Considerations / Players

Operational Capability being Transferred
Technology being Transferred
Impact on Service
Impact on Coalition Warfare
Risk of Proliferation or Compromise
Like Capability in the Region
Precedent
Anti-Tamper Plans
Options provided by Variants
Impact on Regional Stability
Impact on Industrial Base
Requirement of Recipient Country

MIL Service Program Managers / Program Executive Officers
US Embassy MIL Group Country Team
Component Commanders
Requirement / Warfighter
MIL Service / OSD International Program Offices
MIL Service / OSD Secretaries / Chiefs

We must understand the USG issues and know the players

ISSUES AND CHALLENGES

- **Complex, sequential Disclosure Process hampers FMS and consequently the ability to support COCOMS across the spectrum of MIL Operations**
- **Interoperability with our allies greatly affected**
- **MIL SVC, OSD dis-incentivized**
- **International community driven to seek products and services elsewhere**
- **US Industry, Foreign Industry Partnerships difficult, potentially affecting industrial base**

- **New administration and Congress have promised significant change**
- **Industry associations must champion a revamping of the Disclosure Process:**
 - *Streamlining*
 - *Transparency*
 - *Time Lines*
 - *Appeal Process*
 - *Etc.*