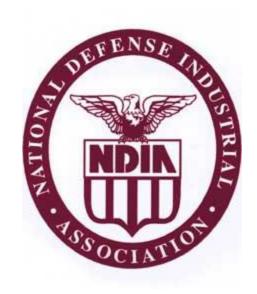
## **2014 Munitions Executive Summit**

Mr. Lawrence R. Geldmeier USASAC



## NORTHCOM Countries: 3 Cases: 103 Value: \$1.1B

EUCOM Countries: 42 Cases: 1250 Value: \$13B PACOM Countries: 22 Cases: 848 Value: \$21B

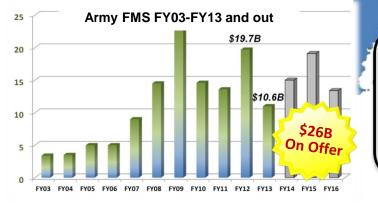
### COCOMs: 6 Countries: 40 Teams: 73

AFRICOM Countries: 32 Cases: 310 Value: \$769.5M

### SOUTHCOM Countries: 28

Cases: 349 Value: \$2.5B





#### **Total Active FMS**

Countries: 145 Cases: 4651 Value: \$140.3B Undelivered: \$57B New FY13: \$10.6B

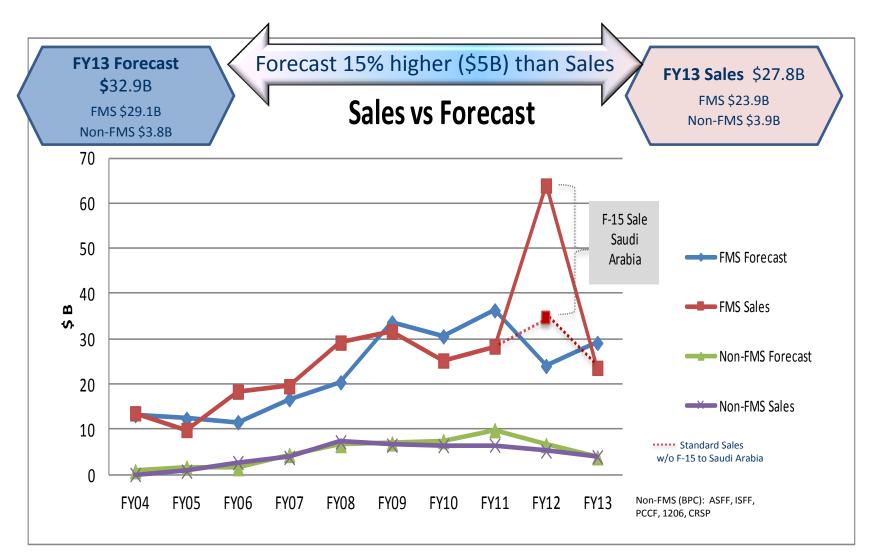
Projected for FY14-16: ~\$50B

#### **Benefits of Security Assistance**

#### Strategic Engagements FY13

- -Key Leader Engagements 220
- -Program Reviews 175
- -Foreign students trained 11.2K
- -SA Teams OCONUS 73 / 40

(FY13 FINAL)



# Customer base is expanding:

- 17% more countries
- Increasing sales in Mid East, Pacific, Africa

Increasing
Competition... and
several exploring
FMS-like system

Trend toward international competitions... over \$25B underway now

## Partners expectations are growing:

- Greater speed; better visibility
- Industry partnering
- Co-development
- Tech Transfer

Offset demands are growing...
direct and indirect