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ACQUISITION OPERATIONS

COOPERATIVE ACQUISITION
FMS and Tech Transfer in a Complex World

Special Operations Forces Industry Conference (SOFIC)

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Defense Security Cooperation Agency
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UNCLASSIFIED
Who We Are

Department of Defense lead agency for the execution of Security Cooperation programs.

Subject matter expertise across the spectrum of related regional and functional activities.
Activities
Defense Trade & Arms Transfers
* 
Partner Equipping
* 
International Education & Training
* 
Defense Institution Building
* 
Humanitarian Assistance
SC Expertise
Policy * Financial * 
Legal * Legislative * 
Programmatic * 
Weapons Systems

Lead the SC Community Worldwide

Security Cooperation Officers
801 SCOs in 151 Countries

International Training
86,590 Students from 190 Countries

Humanitarian Assistance
844 Mil-Civilian Engagement/HA Projects approved
$102B OHDACA-administered dollars
104 Countries

Foreign Military Sales
13,682 Open Cases
179 Countries and Int'l Organizations

Regional Centers
4,618 Participants from 189 Countries

...approximately 10,000 people
Our Perspective on Security Cooperation

It’s about building and maintaining relationships in support of national security and foreign policy.

Critical tool of U.S. foreign policy and DoD strategy.

In an era of increased competition and diminishing resources, its importance has never been greater.

Imperative we posture the Security Cooperation enterprise for success in the new environment.
Scope of Security Cooperation Tools

**Activities**

- Defense Trade & Arms Transfers
- Partner Equipping
- International Education & Training
- Defense Institution Building
- Humanitarian Assistance

**Program Examples**

- Foreign Military Sales, Excess Defense Article, Leases
- 1206/2282 Global Train & Equip, Global Security Contingency Fund, Lift & Sustain
- International Military Education & Training, Counter Terrorism Fellowship Program, Defense Institute for International Legal Studies
- Defense Institution Reform Initiative, Ministry of Defense Advisors, Regional Centers
- Humanitarian Assistance, Humanitarian Demining Action, Disaster Response
Fulfilling DSCA’s Strategic Plan

**Lead the Security Cooperation Community,**
**Enable the Security Cooperation Enterprise**

Vision 2020 is DSCA’s six-year strategy to lead the security cooperation in:

- Synchronizing Security Cooperation Activities
- Meeting Customer Expectations
- Ensuring Effectiveness and Efficiency

Vision 2020 was published in October 2014 and annually updated to report on progress toward achieving goals.
FMS System

Partner Nation Actions
- Requirements Development
- LOR Build

FMS Case Lifecycle
- LOA Build

Tech Transfer
- TSFD Reviews

Foreign Policy Review & Oversight
- State Dept/ Congressional Notification

Acquisition
- Price And Schedule

Get Signed
- LOA Offered
- LOA Signed

Active Case
- Fund
- Logistics process
- Manage Case
- Trans
- Sustain
- Training

Case Close
- Contract process
- Design/Build/Test
- Trans
- Sustain

Pre-LOR
- LOR Received

LOR

Stop

Need

Capability
Full-Spectrum Capability

DEFENSE SYSTEM
- Weapons System
- Supporting Systems
- Spare/Replacement Parts
- Munitions

ENABLES
- Logistics
- Facilities & Infrastructure
- Maintenance
- Command & Control
- Intelligence Support
- Battlefield Medicine & Education

PERSONNEL
- Training
- Professional Military Education
- Recruiting & Retention
- United Organization & Allocation
- Deployment Management
- Reserve Component Affairs

STRATEGY/DOCTRINE/PLANS
- National & Defense Strategy
- Military Plans
- Doctrine & Concepts
- Tactics, Techniques, & Procedures

INSTITUTIONAL SUPPORT
- Resource Management
- Human Resource Management
- Acquisition, Logistics Systems, & Supply Chains
- Policy Oversight
- Interagency Governance
- Public Relations
Total Program Approach

- Assistance across the full continuum of SC programs
- Identifying the opportunities, improving existing processes
- Standardized frameworks for sustainment and support
- Thinking beyond the delivery to maintenance and training
- Aligning efforts to strategic goals and priorities

*Meeting partner capability needs as effectively and efficiently as possible*
Why Technology Transfer

Arms Export Control Act (AECA)

• Establishes process and requirements that govern the transfer of defense articles and services
• Ensures Congressional oversight

International Traffic in Arms Regulation (ITAR)

• Implements the AECA
• Establishes the United States Munitions List
• All FMS and DCS transfers must comply

Foreign, National Security, and Export Policy

• Requires partners protect information and technology at the same level as the United States
• Ensures transfers meet policy objectives
• Ensure end-use and end-user requirements are met
• **Technology Security is a review PROCESS**
  – Internal USG activities to review proposed transfers of systems and technologies
  – Multiple stakeholders and multiple processes
  – Processes are triggered by different technologies and information
    • Example: FOR FOREIGN MILITARY SALES, Night Vision equipment is released by a Letter of Request to the Security Cooperation Offices and positive endorsements by the U.S. Embassy Country Team, Geographic Combatant Commands, Military Services, DSCA and DTSA

• **Export Controls are the RESULTS of the process**
  – Export licenses provisos
  – Letters of Offer and Acceptance notes
  – Configuration guidelines

*The technology security review process is the same for DCS and FMS*
Multiple Stakeholders in Tech Release

- State – Department of State
- DOD CIO – DOD Chief Information Officer
- DSCA – Defense Security Cooperation Agency
- DTSA – Defense Technology Security Administration
- USD(AT&L) – Under Secretary of Defense for Acquisition, Technology, and Logistics
- USD(Policy) – Under Secretary of Defense for Policy
- Joint Staff
- Intelligence Community
- Air Force
- DOD CIO
- Congress
- Navy
- Army
COMMON ISSUES/EXPORT FACTORS

Common Issues:

• Control of sensitive technology
• Technological performance parameters
• Physical security and accountability concerns

Export Factors:

• Maintain US Forces’ superiority
• Emerging technologies protection
• Interoperability with coalition partners
• Potential fratricide reduction
• Building Partnership Capacity – Train and Equip
• Economies of scale
Improvements

• **Coordination**
  - Arms Transfer Technology Security Senior Steering Group (ATTR SSG)
  - Partner nation engagements for more detailed Letters of Request
  - Security Cooperation Enterprise Group

• **Process Review**
  - Export Control Reform
  - MILDEP technology transfer review process reviews
  - DSCA Case Processing improvements

• **Enablers**
  - Security Cooperation Workforce Development
  - Cross-training security cooperation and acquisition professionals
  - Design of Systems for Export
Resources

Defense Security Cooperation Agency
www.dsca.mil
Questions?

Solutions for America's Global Partners
“U.S. policy is to avoid creating false impressions of its readiness to make available military materiel, technology, or information.

... it is understood and acknowledged that no U.S. commitment is intended or implied to furnish additional information or material related to capabilities presented in this brief until approved.

... military materiel, technology, or information must be authorized by designated disclosure officials in the departments and agencies originating the information or by the National Disclosure Policy Committee.”
SOF Capabilities for Partner Nations

• Purpose: Aligning Industry with SOF Vision in Building Partner Capacity for Global Operations
• Increasing Demand Signal
• Guiding the Marketplace through DCS/FMS
• Driving Innovation through the collective lenses of Partner Nations.
• Endstate: Adversary Overmatch and Essential Interoperability for Combined Missions
A globally networked force of SOF, interagency, allies and partners able to rapidly and persistently address regional contingencies and threats to stability
• Integrated partner-nation liaisons and exchange officers to strengthen strategic-level coordination
• Currently 18 countries represented by 24 officers
• Others added as identified by GCCs/TSOCs
J55 International Engagement Program

“Establishing Persistent, Culturally Attuned Engagement” through Special Operations Liaison Officers (SOLOs)
Wide Array of Programs

- MILESTONE C
  - MAAWS
  - GMV1.1
  - Sniper Weapons & Accessories
  - DVEPS
  - AC130J
  - Genedrive Bio Identifier
  - RFCM
  - MCTF
  - GROUND
    - 118 Programs / Projects
  - AIR
    - 109 Programs / Projects
  - MARITIME
    - 24 Programs / Projects
  - C4I
    - 142 Programs / Projects
  - SRSE
    - 59 Programs / Projects

- MILESTONE B
  - DDS / SDV
  - MH-47
  - CV-22
  - CCM Mk 1
  - LRBS
  - SWCS
  - Hand Held Link-16
  - DCS
  - SCAMPI
  - Prometheus Block 2
  - Identity Operations
  - Intelligence Collection Systems
  - Special Operations Tactical Video System (TVS)

- Wide Array of Programs
  - Intelligence Collection Systems
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- Programs / Projects
  - GROUND
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  - MARITIME
    - 24 Programs / Projects
  - C4I
    - 142 Programs / Projects
  - SRSE
    - 59 Programs / Projects
Global Acquisition Network

DOD Labs, Industry, Academia & International Partners

- Combat Feedback
- Unconventional Uses

Service/International Acquisition

- SOF-to-Service Transition
- Innovative Acq Practices

USSOCOM Acquisition
Facilitating International Capabilities

INTERNATIONAL COOPERATION AGREEMENTS

CAPABILITY DEVELOPMENT
- Collective Knowledge of Partnering Nations’ Technology Base
- Equitable share of Cost Burden

5 Bilateral SOF Capability Development Agreements
1 Multilateral SOF Capability Development Agreement
2 R&D Liaisons to SOF AT&L as of May 2016 / 3 Onboard ~July 2016
5 Combating Terrorism Research & Development (CTRD) Agreements

FOREIGN COMPARATIVE TESTING (FCT)

Since 2010 – 5 Projects ($13.5M)
3 Complete
2 Projects Ongoing
3 Transitioned / Fielded

COALITION WARFARE PROGRAM (CWP)

Since 2010 – 5 Projects ($102M)
74 Complete
5 Ongoing (1Tech Assessment)
52 Transitioned / Fielded ($525M Proc)

DIRECT COMMERCIAL & FOREIGN MILITARY SALES

V-22
GMV1.1
ISR Platforms
Tactical Comms & Networks
Night Vision Goggles
CH-47 & UH-60 SOF Mods
Laser Markers & Sights
Air Drop Solutions
Maritime Mobility

Example: Collaborative Development of Diesel LTATVs

INTERNATIONAL COOPERATION AGREEMENTS

Example: Collaborative Development of Diesel LTATVs
Security Assistance

Conducted under Title 22 Authority by the Department of State

- Foreign Military Sales (FMS)
- Foreign Military Financing (FMF)
- Leases
- Int’l Military Education & Training
- Presidential Drawdowns
- Excess Defense Articles (EDA)
- Direct Commercial Sales (DCS)

Security Assistance

- Combined Exercises
- Int’l Armaments Cooperation
- Mil-to-Mil Contact Program
- Combined Operations Support
- Int’l Training & Education
- Humanitarian Assistance

SECURITY COOPERATION ELEMENTS

Benefits:
- Increases Equipment Commonality and Interoperability
- Economies of Scale Better Buying Power
FMS Process Overview

U.S. Embassy/Security Cooperation Office

Combatant Command

U.S. State Department

SOF Partner Nation

Step 1
SOLO/TSOC/GCC Pre-LOR Coordination for SOF Peculiar & Service Common Equipment

Step 2
SOF SME SOLO Input

Step 3
Submit to

LOR

Step 4
Action to

LOA to

Congress

Step 5
IA Coordination for SOF Peculiar Equipment

Step 6
LOA to

DSCA
(DTSA Input)

Implementing Agency (IA)

Air Force: SAF/IA
Army: DASA DEC
Navy: NIPO

Step 7
Security Assistance Tips

• DCS… Supporting Export License process
  – SOF Peculiar AND Service-common materiel used by SOF
  – Licenses to market and/or provide a capability to foreign govt.
    o Include “USSOCOM FDO/Tech Security Section (SOCOMTechTransfer@socom.mil)” as the POC in paragraph 6 for “Name, agency and telephone of U.S. Government personnel (not PM/DDTC) familiar with the commodity.”
    o Indicate the License has “USSOCOM or USSOF Interest” in paragraph 20 “Specific purpose for which the material is required, including specific Program/End Item.”
  – Do not bundle too many countries in the same application; it could hold up approvals.
Security Assistance Tips (cont.)

• FMS… Supporting Service Implementing Agencies
  – DASA DEC (Army), NIPO (Navy), and SAF/IA (Air Force)
  – Pre-Letter of Request (LOR) support to ODC/CountryTeam/GCC
    o Is the SOF-Peculiar capability Exportable?
    o Embedded USSOCOM SOLO can help provide SOF operational context
    o Assist Partner Nation write the LOR… requesting a releasable item can reduce FMS timelines vice negotiating a releasable alternative
  – LOR should indicate it is SOF related
    o SOF Peculiar and Service Common Items being requested for SOF Partner
    o Country Team Assessment supporting the LOR and Urgent Operational Requirement, if applicable
  – Letter of Offer and Acceptance (LOA)
    o Assist USG Program Managers with timely information
    o Total Package Approach; Production item, training, sustainment…
Supporting Partnered Operations

- Section 1207 and 1208 CONOPS
  - CENTCOM, AFRICOM, EUCOM and PACOM AORs
  - Appx $20M Materiel Fielding Requirements Annually
- Section 1209 Supporting CENTCOM / SOCCENT Syria Train & Equip
  - $367M In Requirements for FY15

All photos and illustrations are UNCLASSIFIED
Relationship to Acquisition Phases

Future Capability Battlespace
- Defense Dept Authority under Title 10
- Share development burden of future capabilities
- Equitable contributions (foreign tech base, facilities, funding, etc.)
- Separate agreements required

Current Capability Battlespace
- State Dept Authority under Title 22
- Buyer/Seller relationship
- Mature/Supportable equipment
- Well established DCS and FMS processes
- SOF AT&L support to Service IAs

“Releasability Determination” required for disclosure and export of US Military Capability
International Cooperation Agreements

- Harmonize Operational Requirements
- Exchange Information
  - Synchronize Programs
  - Share Reports to Minimize Duplication
- Equipment Loans
  - Explore Capability Solutions
  - Performance studies in Different Operating Conditions
- Cooperative Research Development Test & Evaluation
  - Concept Exploration
  - Prototype Development and Testing
  - Technology Experimentation

Mostly Conducted under Title 10 Authority by the Department of Defense

SECURITY COOPERATION ELEMENTS

Security Assistance

Combined Exercises

Mil-to-Mil Contact Program

Combined Operations Support

Int’l Armaments Cooperation

Int’l Training & Education

Humanitarian Assistance

Benefits:
- Leverages Collective Tech Expertise of Partner Nations
- Shares Development Burden
Enabled by Tools

Project Vulcan
Turn Everyone into a Sensor

Needs
Technology
Capital

SOFWERX
Create Venues for “Return on Collisions”

S&T Council
Voice of Components/TSOCs

Technical Experimentation

SOFIC
Industry Engagement

TILO 2.0

PEO Technology Insertion Roadmaps
Link What Components Need to Execution
CWP
Mission - Leverage U.S. and foreign investments to conduct cooperative research and development projects with foreign partners.

http://www.acq.osd.mil/ic/cwp.html

Purpose - Provide seed funding to organizations that conduct cooperative RDT&E projects with foreign partners that meet DoD strategic goals:

- Collaboratively address strategic technology gaps for current and future missions
- Develop interoperability solutions for coalition operations
- Strengthen current defense partnerships and develop new relationships

The only OSD program dedicated to initiating cooperative RDT&E projects with allies and coalition partners.

OSD Comparative Technology Office
Mission - Rapidly Find, Assess and Field World-Class Products to Enhance Military Capabilities.

Foreign Comparative Testing (FCT) Program
Purpose – Test high Technology Readiness Level (TRL) items and technologies of our allies and other friendly nations to satisfy valid defense requirements more quickly and economically.

https://cto.acqcenter.com/osd/portfolio/Start?ReadForm

Rapid Innovation Funds (RIF) Program
Purpose – Small business vehicle for providing innovative technologies that meet specific defense needs and can be rapidly inserted into acquisition programs.

- Administered jointly by Assistant Secretary of Defense for Research and Engineering (ASD R&E) and Office of Small Business Programs (OSBP).
- DoD issues solicitations annually; titled Rapid Innovation Fund (RIF) Broad Agency Announcements (BAA).

http://www.defenseinnovationmarketplace.mil/RIF.html
Collaborative Development Opportunities

Future Capability Battlespace…

…Industry participation avenues:

• RDTE Project MOUs with Partner Nations
  - Combating Terrorism Technical Support Office “Task Plans”
    http://www.tswg.gov/?q=international_partners

• S&T Directorate’s “Technical Experimentation” venues
  http://www.socom.mil/sordac/Pages/ExpWithUS.aspx

• Technology & Industry Liaison Office (TILO) presentations
  http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx

• Cooperative Research And Development Agreements
  http://www.socom.mil/sordac/Pages/CRADA.aspx

• OSD Enabling Programs: CWP, FCT and RIF
**Take Aways**

- **SOF AT&L aligned with Command Vision and Priorities**
  - Globally networked and inoperable SOF
  - Future capabilities for increasingly complex world
- **Growing demand signal for SOF capabilities**
  - DCS/FMS opportunities for SOF-peculiar AND Service-provided
  - Equipment commonality & system interoperability
- **Shared development**
  - Leverages the collective expertise of partnered nations
  - Fiscal prudent and enhances relationships

**BL: Building Partner Capacity as Force Multiplier**

... Equipment Commonality & System Interoperability
... Mutual Financial & Operational Benefits
QUESTIONS?