Government & Industry:
Jointly Doing Business
with Other Countries

NDIA 2016
Tactical Wheeled Vehicles Conference
International Panel
10 May 2016

Mr. Gilbert Liptak
Director,
Security Assistance Management
U.S. Army TACOM LCMC
DoD Security Assistance Organizations

- Defense Finance and Accounting Service
- AIR FORCE SAF-IA
- NAVY IPO
- Training and Doctrine Command (TRADOC)
- Security Assistance Training Field Activity (SATFA)
- Air Force Materiel Command (USAMC)
- U.S. Army Materiel Command (USAMC)
- U.S. Army Security Assistance Command (USASAC)
- Life Cycle Management Commands Security Assistance Management Directorate
- Security Assistance Training Field Activity (SATFA)
- ASAA/LT-DASA For Defense Exports and Cooperation (DASA-DEC)
- Defense Logistics Agency (DLA)
- Joint Chiefs of Staff (JCS)
- Combatant Commands Security Cooperation
- Theater Armies / ASCCs
- Defense Security Cooperation Agency (DSCA)
- U.S. Army Security Assistance Command (USASAC)
- ACC Acquisition Centers
- DA G3/5/7

Funding Types

• USG Funded
  – Pseudo Cases
    • Global Security Contingent Fund (GSCF)
    • Afghanistan Security Forces Fund (ASFF)
    • Pakistan Counterinsurgency Fund (PCF) & Pakistan Counterinsurgency Capability Fund (PCCF)
    • Section 2282 Global Train & Equip (GT&E)
    • Iraq Train and Equip Fund (ITEF)
    • Iraq Security Forces Fund (ISFF)
  – Special Defense Acquisition Fund (SDAF)

• Foreign Military Financing (FMS or DCS w/approval)
• National Funds (FMS or DCS)
<table>
<thead>
<tr>
<th>Funding Type</th>
<th>Contracting Method</th>
<th>Documentation</th>
<th>FAR Reference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pseudo Funds (US Appropriated)</td>
<td>Competitive</td>
<td>Specification/Performance/Product Description</td>
<td>Part 13 (Simplified &lt; $150K), Part 12 (Commercial), Part 15 (Negotiation)</td>
</tr>
<tr>
<td></td>
<td>Non-Competitive</td>
<td>J&amp;A (Single Source, Urgency)</td>
<td>Part 6.302 (Other Than Full and Open Competition)</td>
</tr>
<tr>
<td>Foreign Military Financing (FMF) Funds</td>
<td>Competitive</td>
<td>Specification/Performance/Product Description</td>
<td>Part 13 (Simplified &lt; $150K), Part 12 (Commercial), Part 15 (Negotiation)</td>
</tr>
<tr>
<td></td>
<td>Non-Competitive</td>
<td>Sole source Designation J&amp;A (Single Source, Urgency)</td>
<td>6.302-4 (International Agreement) 6.302 (Other Than Full and Open Competition)</td>
</tr>
<tr>
<td>National Funds (Country Funds)</td>
<td>Competitive</td>
<td>Specification/Performance/Product Description</td>
<td>Part 13 (Simplified &lt; $150K), Part 12 (Commercial), Part 15 (Negotiation)</td>
</tr>
<tr>
<td></td>
<td>Non-Competitive</td>
<td>Sole source Designation J&amp;A (Single Source, Urgency)</td>
<td>6.302-4 (International Agreement) 6.302 (Other Than Full and Open Competition)</td>
</tr>
<tr>
<td>Special Defense Acquisition Funds (US Appropriated)</td>
<td>Competitive</td>
<td>Specification/Performance/Product Description</td>
<td>Part 13 (Simplified &lt; $150K), Part 12 (Commercial), Part 15 (Negotiation)</td>
</tr>
<tr>
<td></td>
<td>Non-Competitive</td>
<td>J&amp;A (Single Source, Urgency)</td>
<td>Part 6.302 (Other Than Full and Open Competition)</td>
</tr>
</tbody>
</table>
Case Implementation 2 Weeks

Receipt of Funding 2 Weeks

Requirements Package to ACC

Sole Source Designation

Competitive

Justification and Approval (J&A)

Total Average Contracting Time: Approximately 6-9 Months


FY16-17 CS&CSS Portfolio Projections

MTV $13M

HTV $183M

LTV $663M

NMS $1.5B+

CCH/MHE/Commercial $12M
Industry Opportunities:

- Afghanistan National Maintenance Contract
- TACOM TS3 Contract (Services)
- Sustainment of Excess Defense Articles (EDA) via Direct Commercial Sales
- Partnering with OEMs for Technical and Parts Support
- Simplified Non-Standard Acquisition Program (SNAP)
- Fed Biz Ops
• Arms Export Control Act (AECA) of 1976 (22 U.S.C. §2751 et seq.)
• International Traffic in Arms Regulation (ITAR)
• Security Assistance Management Manual (SAMM) (DSCA 5105.38-M)
• Financial Management Regulation, DOD 7000.14-R, Volume 15
• Defense Institute for Security Assistance Management (DISAM)- http://www.disam.dsca.mil/
• Security Assistance Management Manual (SAMM)- www.samm.dsca.mil/listing/esamm
Questions???