



Government & Industry: Jointly Doing Business with Other Countries

NDIA 2016
Tactical Wheeled Vehicles Conference
International Panel
10 May 2016

UNCLASSIFIED/ Distribution A: Approved for
Public Release.

Mr. Robert W. Schumitz
Director,
Materiel Systems Organization
U.S. Army TACOM LCMC



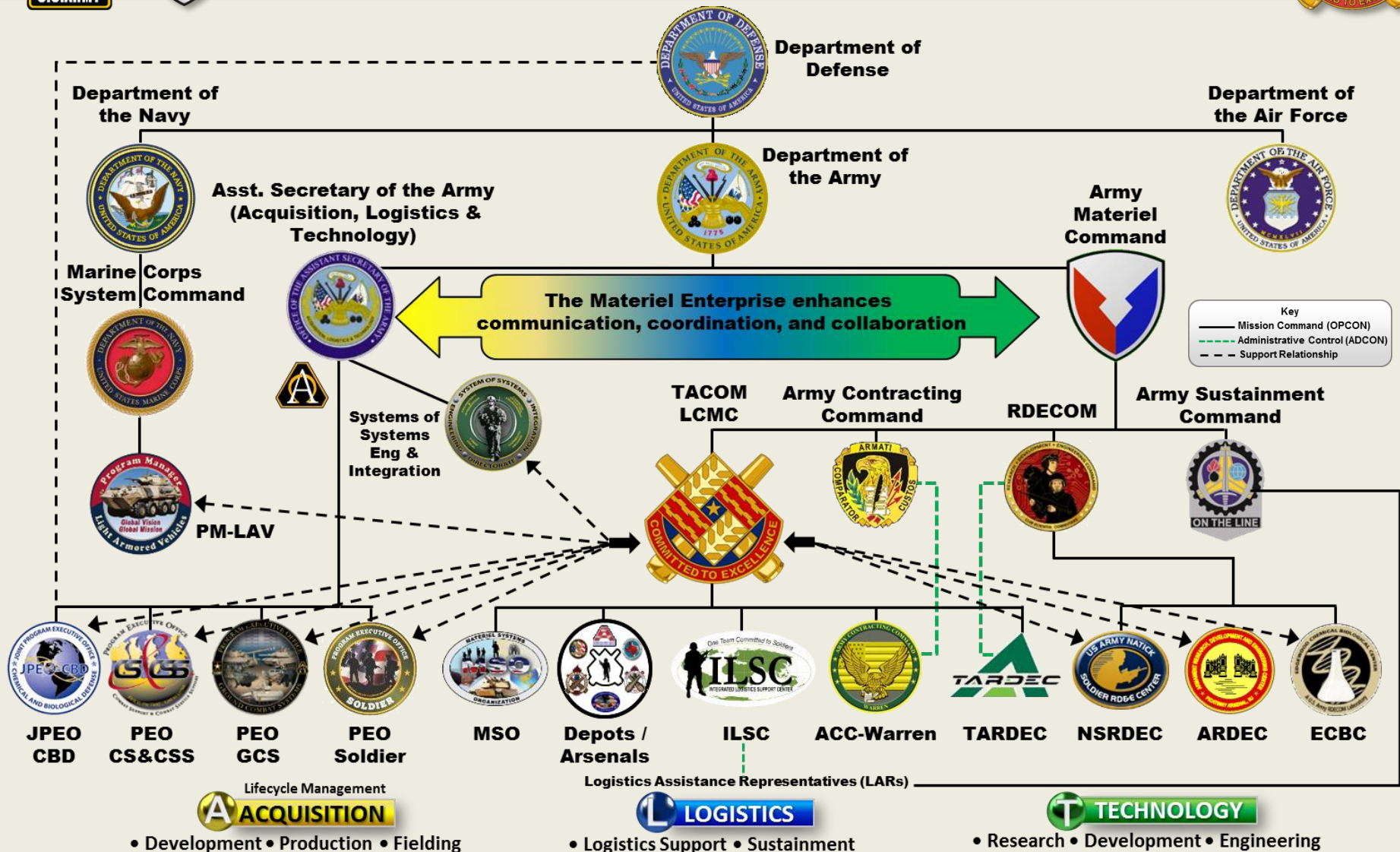
International Panel Members



- Moderator: Mr. Robert W. Schumitz, Director, Materiel Systems Organization (MSO), TACOM LCMC
- USG: Mr. Bert Liptak, Director, Security Assistance Management Directorate (SAMD), TACOM LCMC
- Industry: Mr. Chris Vanslager, Executive Vice President, AM General
- Industry: Mr. Mark Combs, International Sales Manager, Bukkehave, Inc.



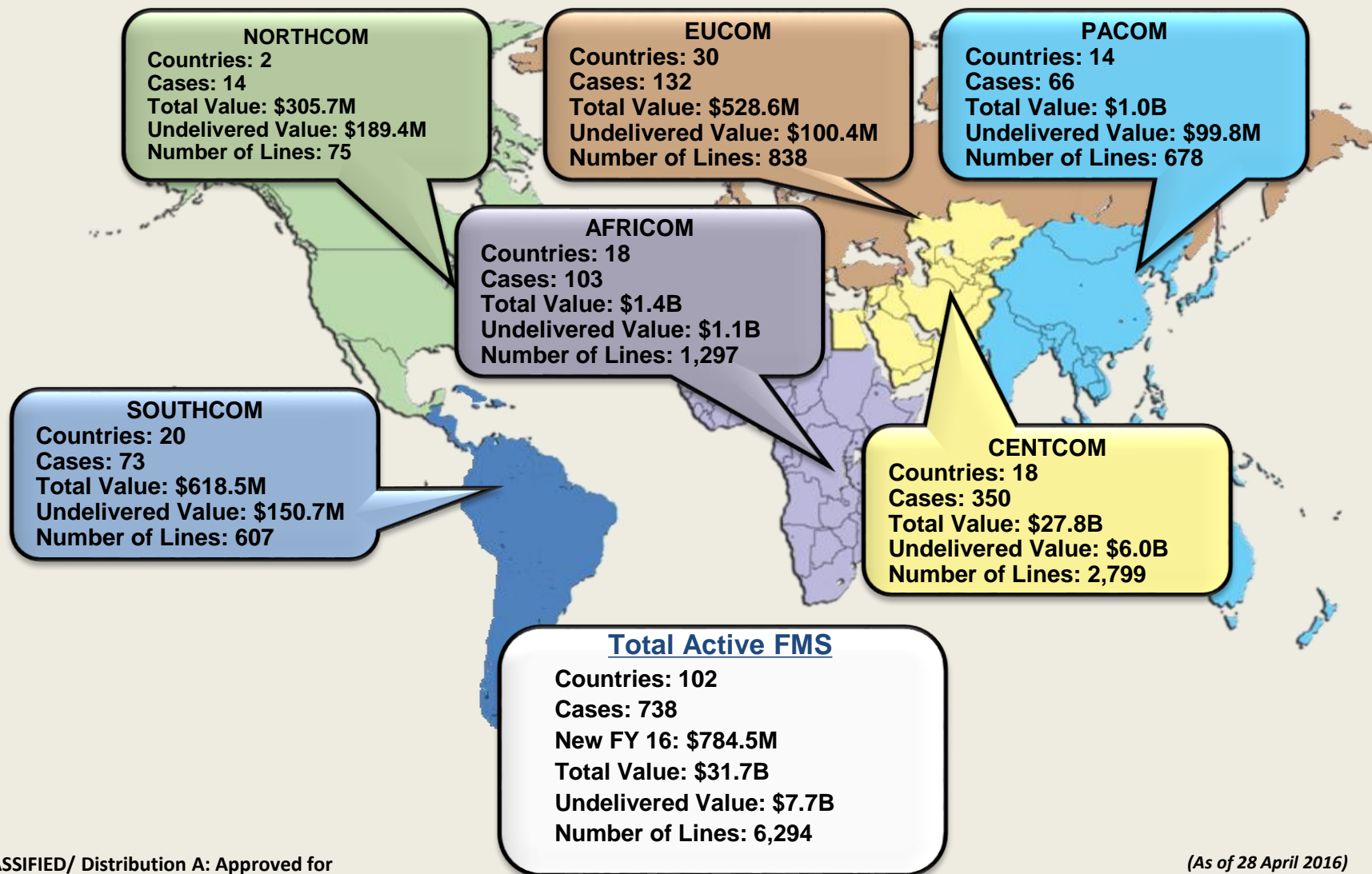
TACOM LCMC – “Team of Teams”



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TACOM Army FMS Across the Globe



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(As of 28 April 2016)



FMS Priority Guidance



Policy Memo, DASA (DE&C), 27 Jun 14:

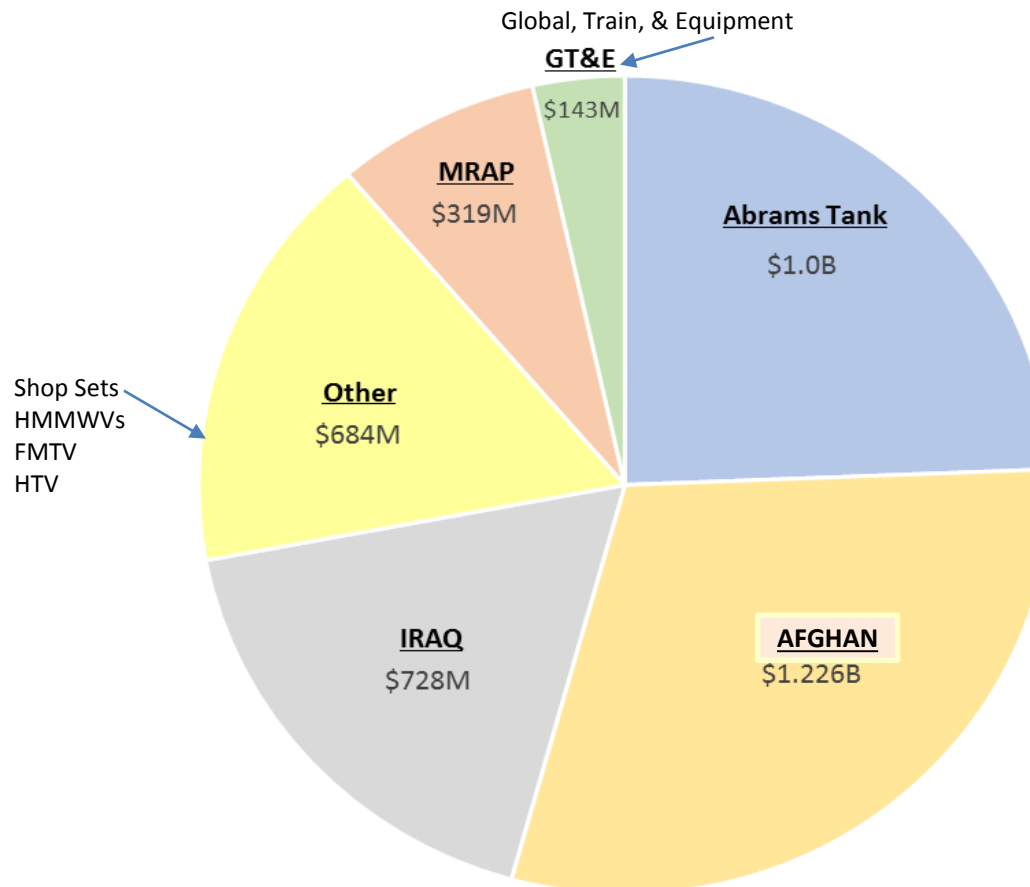
- First Priority: Coalition partners in support of ongoing U.S. combat/counterinsurgency operations
- Second Priority: Countries identified by Senior Leadership for special or immediate attention
- Third Priority: Building Partner Capability (BPC) that contain statutory limitation on the availability of funds
- Fourth Priority: All remaining FMS requirements

Policy Memo, DASA (DE&C), 7 May 15:

- ITEF cases top FMS priority



TACOM FY15 NEW FMS Business (\$4.1B)





PEO CS&CSS FY15 NEW FMS Business (\$1.8B)

