Government & Industry:
Jointly Doing Business
with Other Countries

NDIA 2016
Tactical Wheeled Vehicles Conference
International Panel
10 May 2016

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

The Materiel Enterprise enhances communication, coordination, and collaboration

Department of the Navy

Asst. Secretary of the Army (Acquisition, Logistics & Technology)

Marine Corps System Command

Department of the Army

Army Materiel Command

Department of Defense

Army Contracting Command

Army Sustainment Command

Key

- Mission Command (OPCON)
- Administrative Control (ADCON)
- Support Relationship

Systems of Systems Eng & Integration

PM-LAV

TACOM LCMC

Army Contracting Command

RDECOM

Army Sustainment Command

JPEO CBDD

PEO CS&CSS

PEO GCS

PEO Soldier

MSO

Depots / Arsenals

ILSC

ACC-Warren

TARDEC

NSRDEC

ARDEC

ECBC

Lifecycle Management

ACQUISITION

• Development • Production • Fielding

LOGISTICS

• Logistics Support • Sustainment

TECHNOLOGY

• Research • Development • Engineering

TACOM Army FMS Across the Globe

Engaging with our Allies while Building Partner Capacity

(As of 28 April 2016)

Total Active FMS
Countries: 102
Cases: 738
New FY 16: $784.5M
Total Value: $31.7B
Undelivered Value: $7.7B
Number of Lines: 6,294

NORTHCOM
Countries: 2
Cases: 14
Total Value: $305.7M
Undelivered Value: $189.4M
Number of Lines: 75

EUCOM
Countries: 30
Cases: 132
Total Value: $528.6M
Undelivered Value: $100.4M
Number of Lines: 838

AFRICOM
Countries: 18
Cases: 103
Total Value: $1.4B
Undelivered Value: $1.1B
Number of Lines: 1,297

CENTCOM
Countries: 18
Cases: 66
Total Value: $1.0B
Undelivered Value: $99.8M
Number of Lines: 678

PACOM
Countries: 14
Cases: 350
Total Value: $27.8B
Undelivered Value: $6.0B
Number of Lines: 2,799

SOUTHCOM
Countries: 20
Cases: 73
Total Value: $618.5M
Undelivered Value: $150.7M
Number of Lines: 607
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)

- Abrams Tank: $1.0B
- AFGHAN: $1.226B
- IRAQ: $728M
- Other: $684M
- MRAP: $319M
- Shop Sets, HMMWVs, FMTV, HTV
- Global, Train, & Equipment: $143M
