International Panel

10 May 2016
Working With US Government

AMG assists Customer & US Embassy
Draft LOR

USASAC Receives, Reviews LOR

USASAC tech review & Tasks TACOM to draft LOA input

TACOM Develop LOA Input

USASAC Staff LOA

DASA – DEC
LOA Approval
Policy Compliance (If required)

USASAC review

ARMY STAFF
STATE DEPT
CONGRESS

DSCA
CWD
Write Case

Letter of Request (LOR)
Letter of Offer & Acceptance (LOA)
DASA-DE&C (Dept Asst. Sec of Army for Def. Exp. & Cooperation Case Writing Division (CWD)

USASAC Requisition Processing

USASAC Implement LOA

Country Accept Case

USASAC Offered to Country

DSCA Counter-signature

USASAC MILDEP Approval

USASAC Staff LOA

AM General provides ROM pricing to TACOM

TACOM Acq. Cen
Contracts with AMG

TACOM Shipment Notification

TRANSCOM Materiel Shipment

DFAS Materiel Billing

USASAC Case Closure

USASAC Sends to TACOM

DFAS

AM General

FREIGHT FWDR

USASAC Review

30 Days or Less
Supply Complete

2 Yrs from Supply Complete
Working With Foreign Countries

- Understanding the customer and the internal processes within their government
- Needs of the local government (localization)
- Local “politics”
- Relation of USG to customer
- ITAR
- Presence (employee, representatives)
- Advocacy
- Flexibility
- FMS vs DCS
### Areas for Improved Partnership

<table>
<thead>
<tr>
<th>USG Financial Support for Direct Sales</th>
<th>Greater Support from Embassies</th>
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<tbody>
<tr>
<td>– US Industry at a disadvantage</td>
<td>– Built-in USG marketing support</td>
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<tr>
<td>– Other countries provide financial support to foreign customers to support direct sales from their industry</td>
<td>– Open doors in country and identify the deal makers</td>
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<td>– Foreign competitors are able to offer a more attractive deal</td>
<td>– Not looking for or expecting exclusive support</td>
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<tr>
<td>– Ethics</td>
<td>– ODC support</td>
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