



# **United States Army Security Assistance Command**

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## **Defense Acquisition University International Update**

**19 Feb 2015**

**Mr. Marv Whitaker  
Director, Strategy & Analysis**

AFN Video



# Agenda



**Our Mission**

**Key Operational Processes**

**Our Performance**

**Regional Updates**

**Initiatives**

**Conclusion**



# U.S. Army



## PREVENT ~ SHAPE ~ WIN

- Premier all Volunteer Force
- Soldiers Exhibiting Character, Competence and Commitment
- A Globally Responsive and Regionally Engaged Army
- Ready Forces in Response to Global Combatant Command Requirements





# U.S. Army Materiel Command (AMC)



## PREVENT ~ SHAPE ~ WIN



- AMC is the Army's Premier Provider of Materiel Readiness
  - Technology, Acquisition Support, Materiel Development, Logistics Power Projection and Sustainment
- AMC is Uniquely Postured to Play an Integral Role in the Army's **“Prevent, Shape, And Win”** Strategy through Effective Security Assistance Programs and Foreign Military Sales (FMS)





# U.S. Army Security Assistance Command



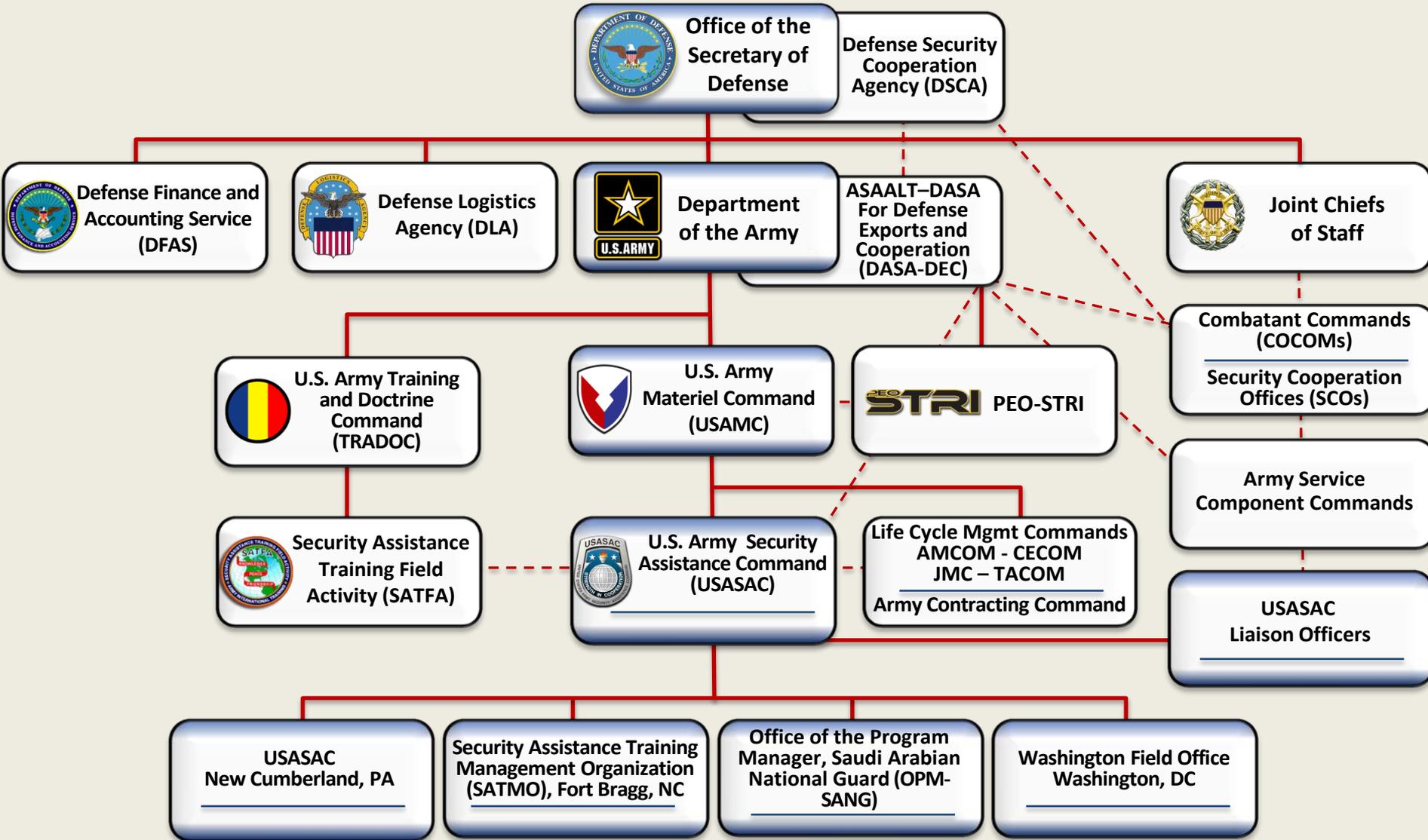
## PREVENT ~ SHAPE ~ WIN

- Supports Combatant Command Engagement Strategies, Strengthens U.S. Global Partnerships and Builds Partner Capacity
- Develops and Manages Security Assistance Programs and Foreign Military Sales Cases
- USASAC Leads the AMC Security Assistance Enterprise





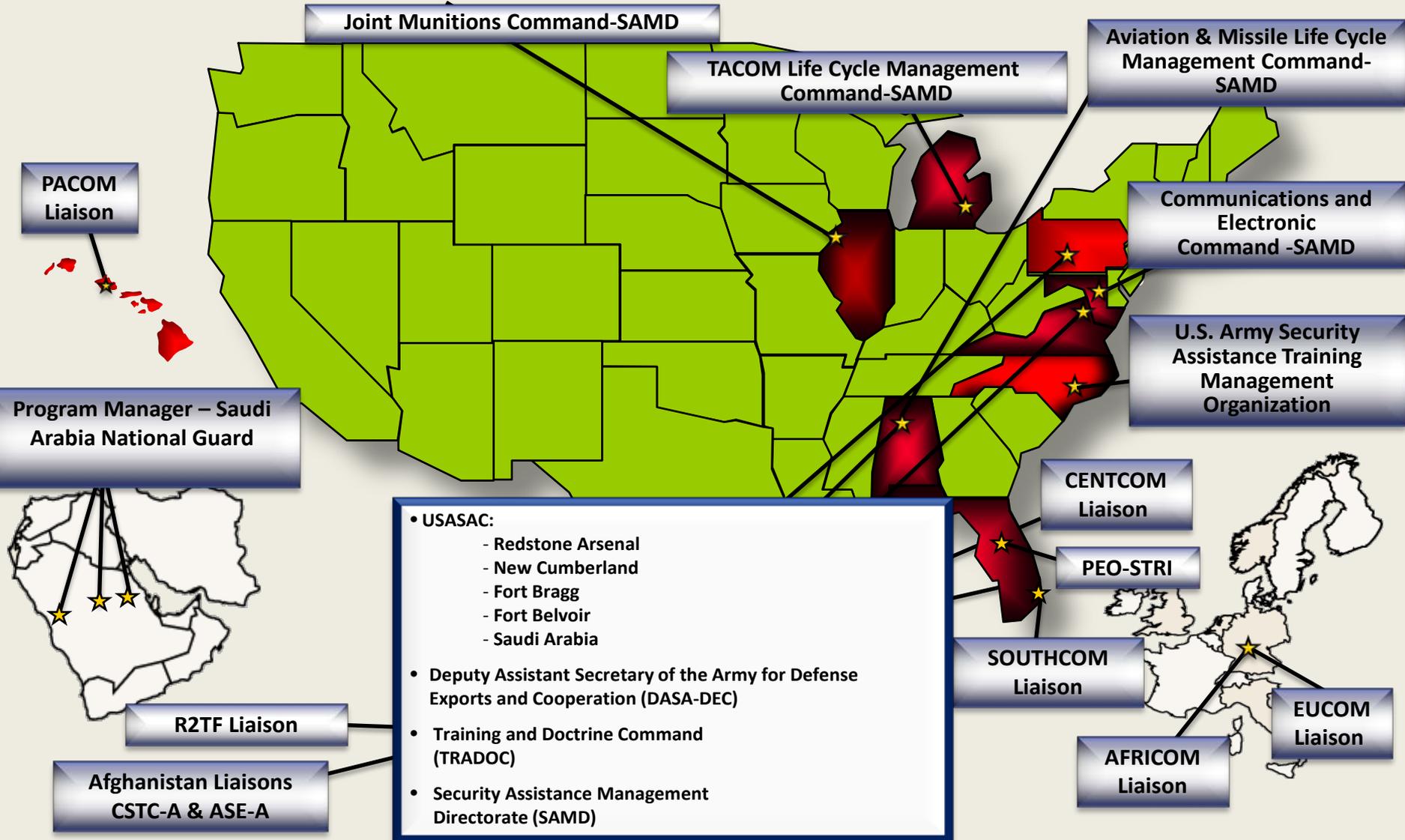
# Security Assistance Organizations



— Command  
- - - Coordination / SA Tasking



# Army Security Assistance Enterprise



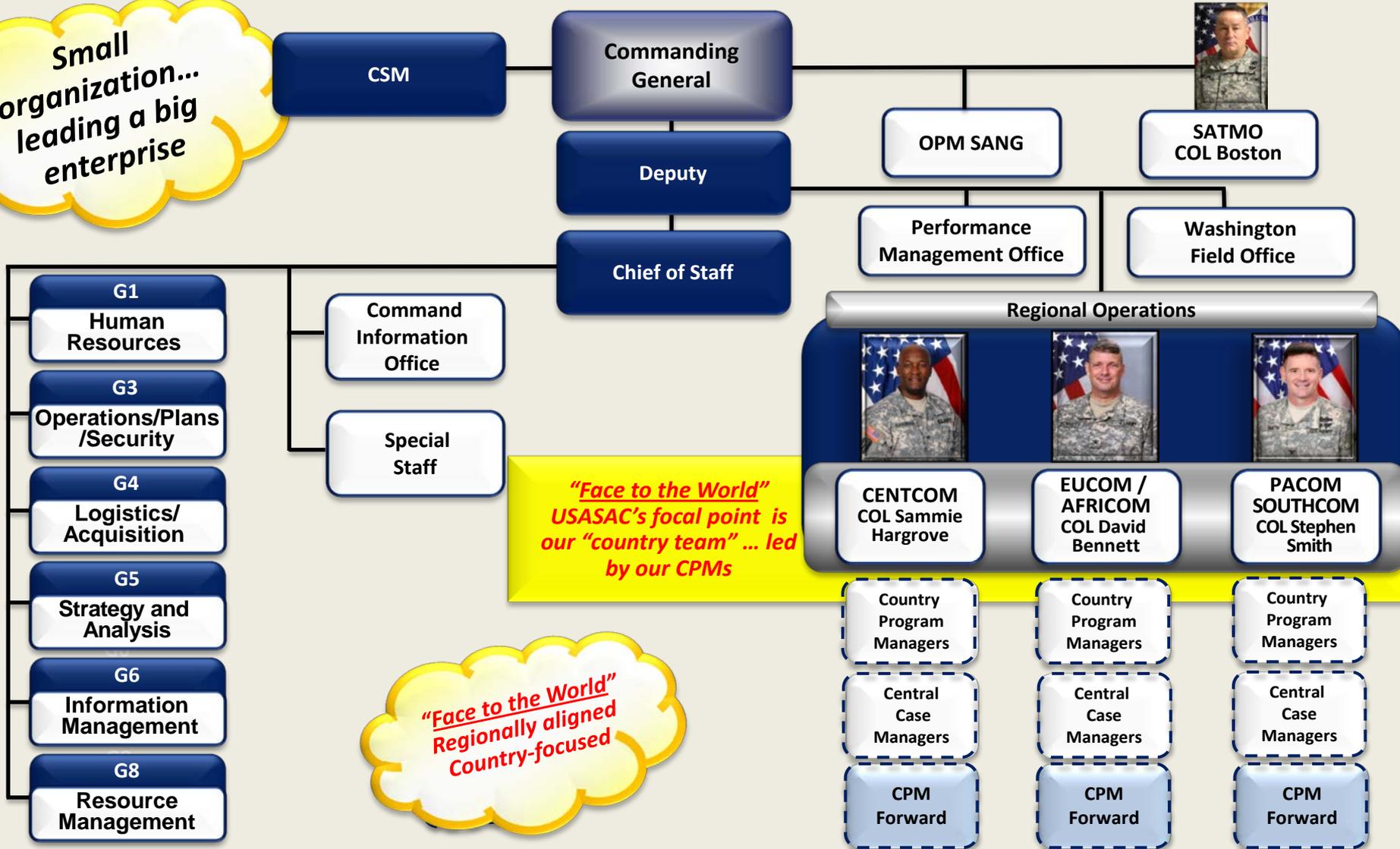
- **USASAC:**
  - Redstone Arsenal
  - New Cumberland
  - Fort Bragg
  - Fort Belvoir
  - Saudi Arabia
- Deputy Assistant Secretary of the Army for Defense Exports and Cooperation (DASA-DEC)
- Training and Doctrine Command (TRADOC)
- Security Assistance Management Directorate (SAMD)



# USASAC Organization



Small organization... leading a big enterprise



"Face to the World" Regionally aligned Country-focused



# Key Operational Processes



# What is Security Assistance?



Security Assistance (SA) is a group of programs *established by law* that allows the *transfer of military articles and services* to U.S. allies and partners. SA is critical to our U.S. national security and foreign policy objectives around the world.



U.S. ARMY



# For Instance...



## Executing Urgent Requirements

### Implements Fast Track Processes to Accelerate Delivery of Assets

- Ammunition and Missiles
- Ammunition and Equipment
- Olympics Support
- Ammunition, Mortars, Small Arms, Helicopter Spare Parts

## Supporting Presidential Directives

Foreign Assistance Act Authorizes the President to Direct Articles and Services for Unforeseen Emergencies



Delivering Materiel, Services and Training while Maintaining / Cultivating Friendships – on a Daily Basis!

- Executing 4844 FMS Cases
- With 145 International Partners
- Valued at over \$156B

*(As of 18 February 2015)*

## Facilitating Coalition Operations

### Provides Assets to Critical Partners assisting with USG Contingency Operations

- UH-60 Blackhawks
- Body Armor
- NVDs

## Enabling Divestiture of Army Equipment

### Utilizes Excess Army Equipment to Build Partner Capacity

- MK-19s
- HMMWV, M16A2, M88 Recovery Vehicles
- M88 Recovery Vehicle, MIM-72 Chaparral Missile System
- Mine Resistant Ambush Protected (MRAP)
- MRAP, MATV
- M113 Armored Personnel Carrier

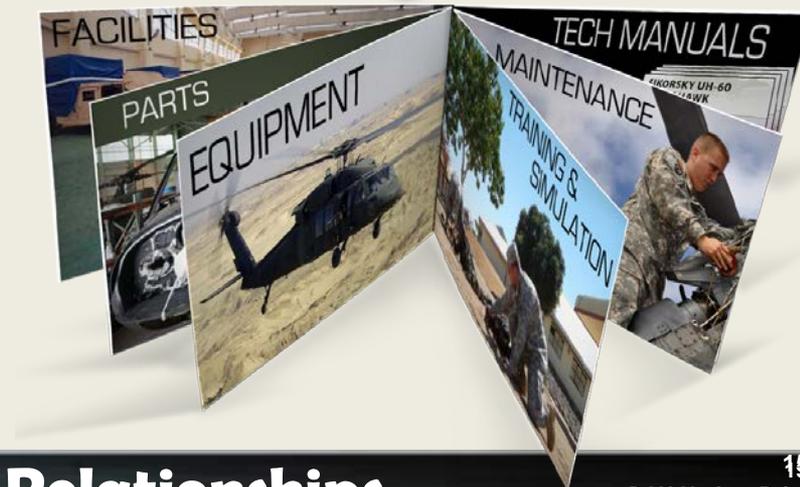
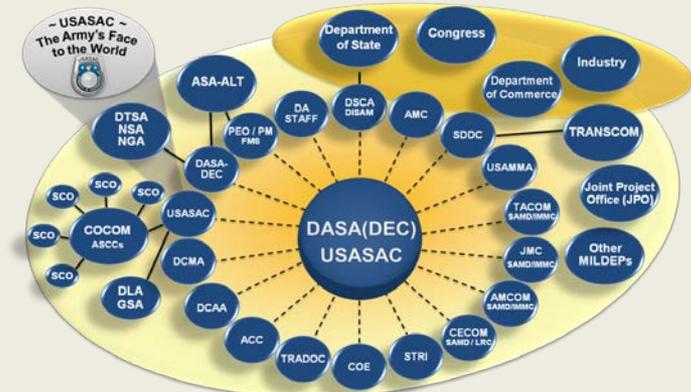


# FMS Benefits and Protection



## FMS program delivers:

- **Integrity:** Full backing of the U.S. Government ... government-to-government contract
- **Transparency:** Order transparency in the Security Cooperation Management System (SCMS) ... 24/7 support
- **Total Package Approach:** more than a system ... a coherent capability. The same systems in use by US forces ... Lifecycle access to the U.S. equipment sustainment system





# Foreign Military Sales Process



USASAC is responsible for life cycle management of FMS cases, from development, execution, and closure

**1.**

*Country Request / COCOM Endorsement*

**2.**

*Approval of State Department / Congress*

**3.**

*Case Developed / Offered*

**4.**

*Country Agrees and Submits Initial Deposit*

**5.**

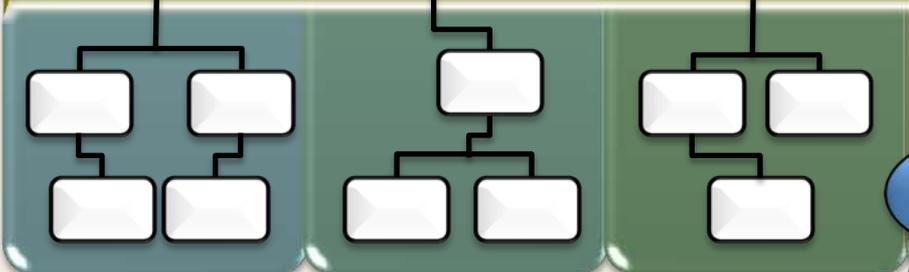
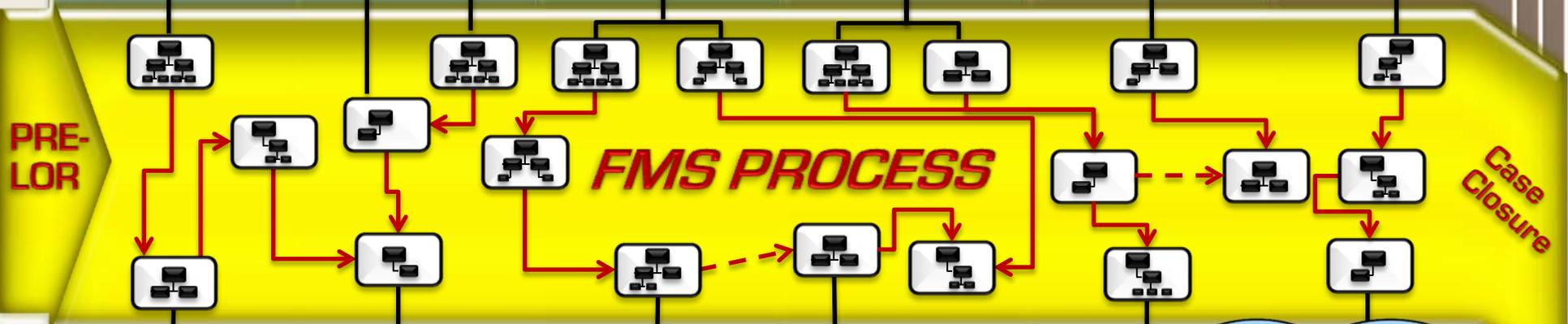
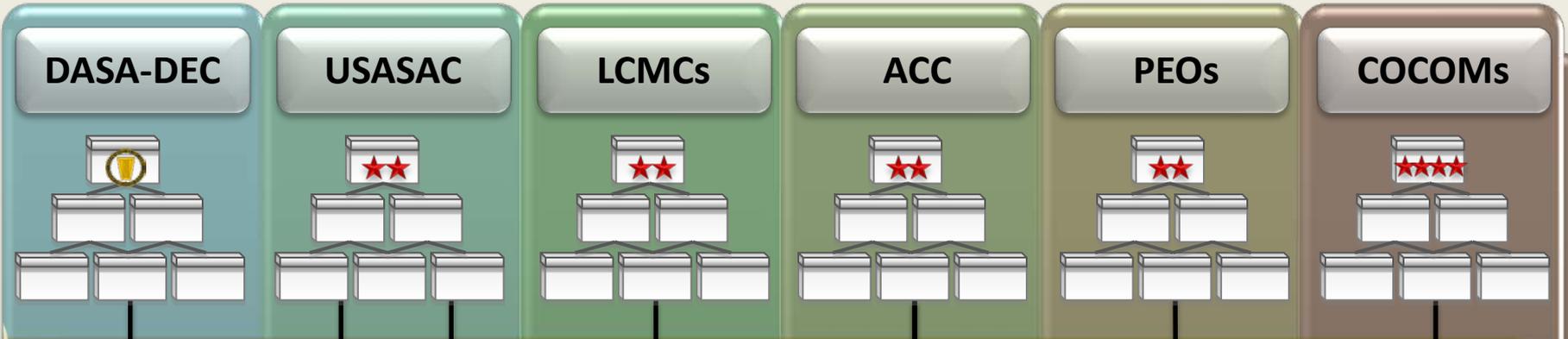
*USASAC Executes (Along With Many Others)*

**6.**

*Case Closure*



# Army Security Assistance Enterprise



*We're all about:*

- Promises
- Process
- People



# CPM / PM Interface



CASE 2

CASE 3

## ***COUNTRY PROGRAM*** ***COUNTRY PROGRAM MANAGERS*** ***COUNTRY CASE MANAGERS***

**Country Teams ....**  
A cadre of professional, knowledgeable, proactive, well-trained diplomat / leaders.

SPARE PARTS



MAINTENANCE



TRAINING & SIMULATION



### ***UH-60M CASE***

***(Security Assistance Management Directorate)***

FACILITIES



***PLATFORM (PM)***



TECHNICAL MANUALS



CASE 5

CASE 6

CASE 4

CASE XX



# Improving Our Program Mgmt



## WEEKLY SYNC MEETING RHYTHM

1<sup>st</sup> WED

- Case Development
  - LOA (Red / Amber Cases)
  - CWD Returns

2<sup>nd</sup> WED

- Contracting / Acquisition
  - Requisition Extraction to CDD

3<sup>rd</sup> WED

- Case Execution

4<sup>th</sup> WED

- SDRs / R&Rs

**COCOM**  
*Led... Process Focused*

## DASA-DE&C PEO Reviews

*Weekly sessions focusing on specific PEO / PM community... looks at cases in development, contracting status and execution*



Case Development



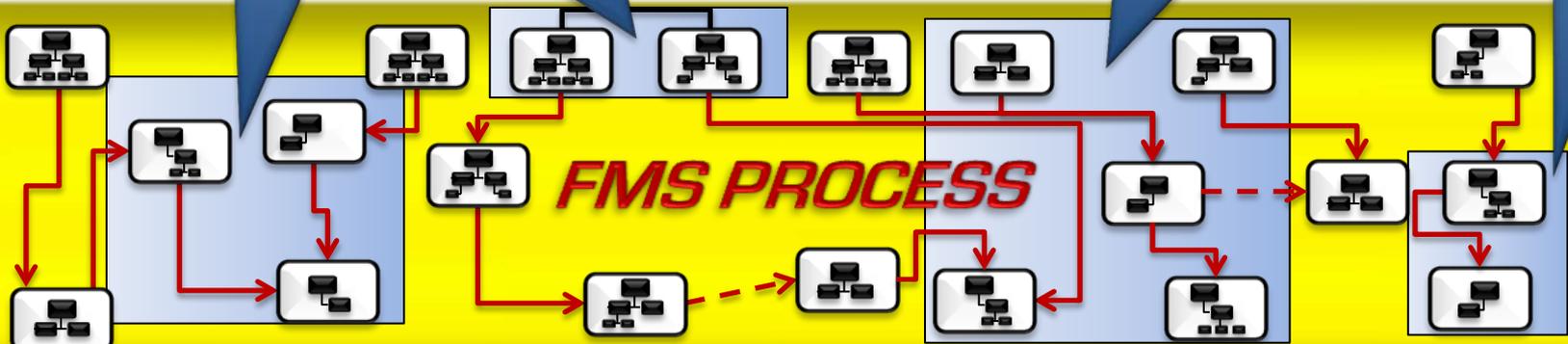
Contracting

Case Execution



SDRs / R&Rs

PRE-LOR



Case Closure



# Enhanced Process Tools



## CG Dashboard

ARMY SECURITY ASSISTANCE  
**COMMON OPERATING PICTURE**

[Click Here to Access the COP](#)

[Click Here to Access the ACAP Dashboard \(CG Dashboard\)](#)

[Click Here to Access the Execution Review](#)

[Click Here to Access the CPM Dashboard](#)

[Click Here to Access the RD Dashboard](#)

UNCLASSIFIED - FRODO

**<MAP> LOR's Received Last 10 Days**

Country Code	LOR Count	Program Name
AFGHANISTAN	142	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	131	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	121	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	111	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	101	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	91	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	81	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	71	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	61	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	51	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	41	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	31	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	21	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	11	ARMY TROOP TRAINING SYSTEMS

**<MAP> LOA's Offered Last 10 Days**

Country Code	Case Count	Program Name
AFGHANISTAN	142	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	131	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	121	ARMY TROOP TRAINING SYSTEMS
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**LOA Approaching OED**

Country Code	Case Count	Program Name
AFGHANISTAN	142	ARMY TROOP TRAINING SYSTEMS
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AFGHANISTAN	11	ARMY TROOP TRAINING SYSTEMS

**LOA's Implemented Last 10 Days**

Country Code	Case Count	Program Name
AFGHANISTAN	142	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	131	ARMY TROOP TRAINING SYSTEMS
AFGHANISTAN	121	ARMY TROOP TRAINING SYSTEMS
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**Program Information**

Program Name	Count
ARMY TROOP TRAINING SYSTEMS	142
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ARMY TROOP TRAINING SYSTEMS	21
ARMY TROOP TRAINING SYSTEMS	11

## Regional Director Leadership and CPM Dashboards

**RO Dashboard**  
US Army Security Assistance Command

**CPM Dashboard**  
US Army Security Assistance Command

Home Profile WELCOME USER

Development

Case Development Case Execution Case Closure FMS CaseBook

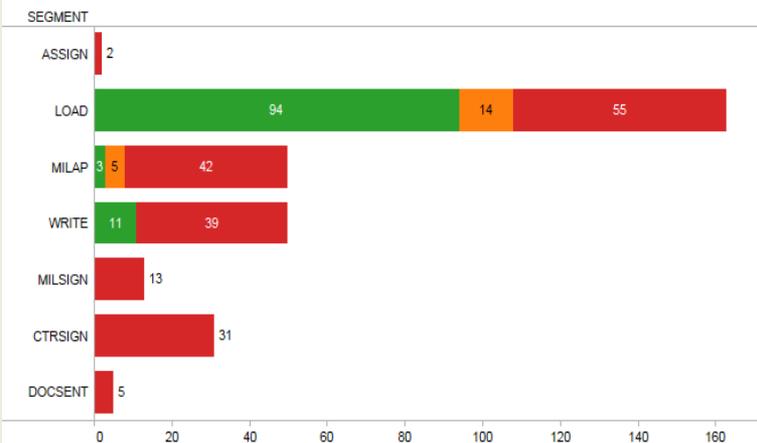


# COP LOA Analytics Tab

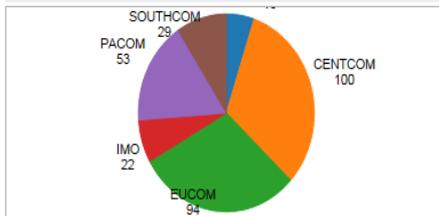


- Send us your **FEEDBACK**
- View Survey **RESULTS**
- FMS **CATALOGUE**
- HELP! **User MANUAL**
- HELP! **COP Logic DOCUMENTATION**

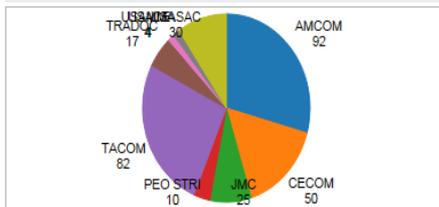
LOAs by Segment



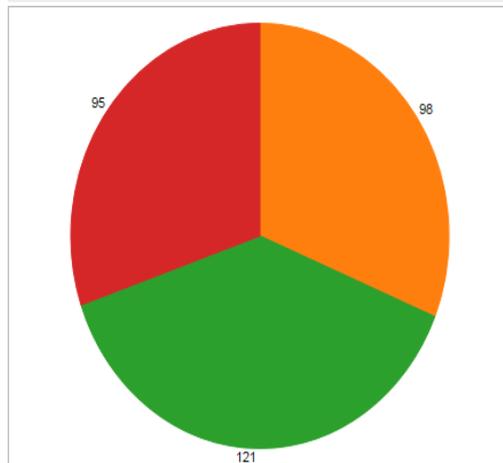
LOA's by COCOM



LOAs by LCMC



LOA's by AOD



- COCOM All
- Related\_Country\_Code All
- IMO Filter All
- LCMC/IA All
- CPM All
- Priority COCOM Filter All
- Priority RO Filter All
- Priority 1206 Filter All

LOA's in Development

Case	Type	Number	AOD Group	LOR Receipt	AOD	LOA Days Late	End Item Description		
BA-B-UJV	BASIC	0	B	3/14/2011	7/12/2011	1315	155mm Howitzer, M198	★	✗
BA-B-IBZ	BASIC	0	B	12/20/2011	4/20/2012	1032	EDA for Vehicle	★	✗
H8-B-UAQ	AMD	2	D	10/1/2013	12/5/2013	438	is for weapons, mounts, masks, tool kits, and other support equipment.	★	✗
PK-B-UBC	BASIC	0	C	10/2/2013	12/31/2013	412	3x Bell-412 CSAR helicopters with Gau 17A Machine Guns	○	✗
BZ-B-VAG	AMD	3	C	3/27/2012	2/1/2014	380	is for Small Arms and Spares in support of the National Guard and Training Program.	★	✗
EG-B-NFV	MOD	4	B	1/14/2014	5/5/2014	287	is for M1A1 Co-Production Hardware, Increment 9.	○	✗
MR-B-OAB	BASIC	0	A	2/3/2015	7/3/2014	228	English and Helicopter pilot training	○	✗
EG-B-VBE	AMD	2	C	4/10/2014	7/9/2014	222	is for Technical Assistance for the Overhaul of Excess Defense Article HAWK Phase III A.	○	✗
TH-B-UAD	AMD	2	C	5/12/2014	8/10/2014	190	is for UH-60M BLACKHAWK Helicopters with total Package Support.	○	✗
H8-B-UAT	MOD	1	D	7/28/2014	8/27/2014	173	is for Weapons and Accessories.	★	✗
NE-B-WEL	AMD	2	C	6/5/2014	9/3/2014	166	for Mission Data Sets in support of Electronic Warfare Systems.	○	✗
BH-B-UBP	BASIC	0	C	6/17/2014	9/15/2014	154	Small Arms and Ammunition.	○	✗
MX-B-OAM	BASIC	0	A	8/18/2014	9/17/2014	152	Support MX Navy UH-60M training	○	✗
ES-B-VNI	MOD	2	B	8/28/2014	9/27/2014	142	Concurrent Modification for ES-B-VNU, ES-B-VNL and ES-B-VNI	○	✗
ES-B-VNL	MOD	2	B	8/28/2014	9/27/2014	142	Concurrent Modification for ES-B-VNU, ES-B-VNL and ES-B-VNI	○	✗
ES-B-VNU	MOD	1	B	8/28/2014	9/27/2014	142	Concurrent Modification for ES-B-VNU, ES-B-VNL and ES-B-VNI	○	✗
NE-B-WES	AMD	2	C	6/30/2014	9/28/2014	141	provides for Modification Kits to upgrade from a Block 1 AH-64D Apache to a Block II AH-	○	✗

- AOD Group All



# Regional Operations Dashboard



## RO Dashboard

US Army Security Assistance Command

[Give us Feedback!](#)

EUCOM / AFRICOM / NORTHCOM

### FMS Cases in Development

Export To Excel

What's New

Cases	AFRICOM				EUCOM				NORTHCOM (Canada Only)			
COCOM Priority	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	--	--	--	--	--	--	--	--	--	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	--	--	--	--	--	--	--	--	--
RO Priority	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
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	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	--	--	--	1	--	--	--	--	--
Coalition	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	--	--	--	--	--	--	--	--	--	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
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Section 1206	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	--	--	--	--	1	--	--	--	--	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	--	--	--	--	--	--	--	--	--
EDA	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	--	--	--	--	1	--	--	--	--	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	--	--	--	2	--	--	--	--	--
Training	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	--	--	--	1	--	--	--	--	--	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	--	--	--	--	--	--	--	--	--
Other Cases	CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23			CWD<14DSCA+8DTSA<30 SSP<21	CWD-R23		
	1	--	--	1	10	3	--	--	1	--	--	--
	3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21				3W<21 TR>14 LORNT>7LOAD<21			
	--	--	--	2	--	--	7	10	--	--	--	--

Development

Development

Offered

Offered

Execution

Execution

Trending

Trending



# Our Performance



# Army vs Navy & Air Force



## LOA Preparation Process Improvement (FY 2014)

Metric	2013	2014	% Improvement
Average Days LOR Receipt to Document Sent (AOD Group A)	<b>Army: 51 days</b> Navy: 65 days Air Force: 66 days	<b>Army: 28 days</b> Navy: 59 days Air Force: 52 days	<b>Army: 45%</b> Navy: 9% Air Force: 21%
Average Days LOR Receipt to Document Sent (AOD Group B)	<b>Army: 105 days</b> Navy: 117 days Air Force: 123 days	<b>Army: 81 days</b> Navy: 96 days Air Force: 106 days	<b>Army: 23%</b> Navy: 18% Air Force: 14%
Average Days LOR Receipt to Document Sent (AOD Group C)	<b>Army: 266 days</b> Navy: 250 days Air Force: 260 days	<b>Army: 100 days</b> Navy: 227 days Air Force: 279 days	<b>Army: 62%</b> Navy: 9% Air Force: -7%
Average Days LOR Receipt to Document Sent (AOD Group D)	<b>Army: 52 days</b> Navy: 89 days Air Force: 89 days	<b>Army: 36 days</b> Navy: 84 days Air Force: 53 days	Army: 31% Navy: 6% <b>Air Force: 40%</b>

Note: Army processed approximately 49% of all FMS Cases FY12-14

- 30% of Group A Case
- 51% of Group B Case
- 55% of Group C Case
- 77% of Group D Cases



# FY14 Performance Increases



## Common Operating Picture (COP) Process Improvements (FY 2014)

Metric	As of 30 Sep 2013	As of 30 Sep 2014	% Improvement
% of Open Cases Executing as Planned	81.9%	84.7%	3.4%
% of Cases Open for Supply or Service Executing as Planned for Delivery	90.6%	93.4%	3.1%
% of Open Supply and Service Complete Cases Executing as Planned for Closure	68.6%	72.1%	5.1%
% of Shipped Major Item Requisitions with Contracting Data	19.3%	37.2%	92.7%
Average Days LOR Receipt to Document Sent	AOD Group A: 57.2 days AOD Group B: 97.5 days AOD Group C: 223.5 days AOD Group D: 40.1 days Total: 75.3 days	AOD Group A: 30.0 days AOD Group B: 40.5 days AOD Group C: 96.1 days AOD Group D: 23.1 days Total: 43.2 days	AOD Group A: 47.6% AOD Group B: 58.5% AOD Group C: 57.0% AOD Group D: 42.4% Total: 42.6%
Average Days to Fix Errors on Cases Returned by the Case Writing Division (CWD)	Total: 17.0 days Outliers 20 days or More Removed: 4.9 days	Total: 11.0 days Outliers 20 days or More Removed: 3.6 days	Total: 35.3% Outliers 20 days or More Removed: 26.5%
% of Supply Discrepancy Reports (SDRs) Processed On Time	80.1%	90.9%	13.5%
Average Days SDR Receipt to Closure	206.4 days	150.8 days	26.9%
% of Army Contracting Command (ACC) Contract Awards by Target Award Date (TAD)	82.8%	94.4%	14.0%
% of Major Item Requisitions Shipped by Line Commitment Date	65.9%	75.6%	14.7%
% of Major Item Requisitions Shipped by Line Commitment Date—Contract Data vs No Contract Data		Requisitions with No Contract Data: 62.9% Requisitions with Contract Data: 92.5%	47.1%

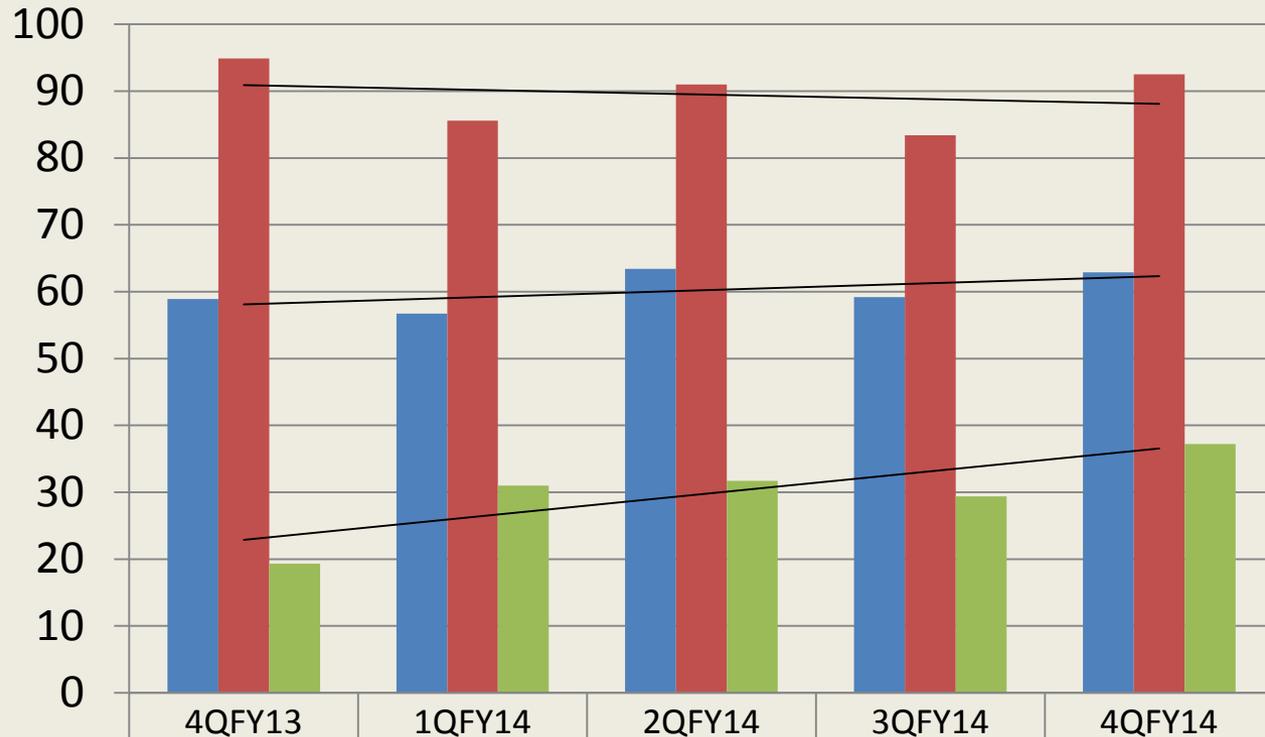




# Major Item Requisitions Shipped by Line Commitment Date



## Percent of Major-Item Requisitions Shipped by Line Commitment Date



■ WITHOUT CONTRACT DATA	58.9	56.7	63.4	59.2	62.9
■ WITH CONTRACT DATA	94.9	85.6	91.0	83.4	92.5
■ % WITH CONTRACT DATA	19.3	31.0	31.7	29.4	37.2

Data Source: CISIL



# FY 13/14 FMS Sales Funding Profile



U.S. Army approved security assistance programs, including FMS of defense articles and services to eligible foreign governments.

	FY13		FY14	
<b>Total Sales:</b>	<b>\$11.6B</b>		<b>\$20.7B</b>	
<b>National funds</b>	<b>\$6.9B</b>	<b>63%</b>	<b>18B</b>	<b>87.4%</b>
<b>Afghanistan Security Forces Fund (ASFF)</b> *2 years appropriation and always 1 year behind in obligation	<b>\$3.3B</b>	<b>25%</b>	<b>1.7B</b>	<b>7.9%</b>
<b>1203 African Union Mission to Somalia (AMISOM) Support</b>	<b>0</b>	<b>0%</b>	<b>56M</b>	<b>.27%</b>
<b>1206 Global Training and Equipment</b>	<b>147M</b>	<b>1%</b>	<b>120M</b>	<b>.58%</b>
<b>Foreign Military Funding (FMF)</b>	<b>1.3B</b>	<b>11%</b>	<b>800M</b>	<b>3.86%</b>





# FMS FY14 Review



## NORTHCOM

Countries: 3  
 New Business: \$21M  
 Cases: 107/\$1.2B  
 Undelivered: \$455M  
 On Offer: 1/\$1.3M  
 S.A. Countries/Teams: 1/1

## EUCOM

Countries: 41  
 New Business: \$1.2B  
 Cases: 1275/13.4B  
 Undelivered: \$4.0B  
 On Offer: 46/\$5.8B  
 S.A. Countries/Teams: 7/8

## PACOM

Countries: 21  
 New Business: \$2.8B  
 Cases: 874/\$19.3B  
 Undelivered: \$12.4B  
 On Offer: 30/\$996M  
 S.A. Countries/Teams: 1/1

1206/1207 Programs: 4 COCOM/20 Countries ~ \$200M  
 EDA: 5 COCOM/12 Countries/34 Cases - \$121M  
 Coalition Support – 4 COCOM/23 Countries/100 Cases  
 SATMO Training Teams – 6 COCOMs / 29 Countries / 41 Teams

## CENTCOM

Countries: 19  
 New Business: \$15.5B  
 Cases: 1704/\$98B  
 Undelivered: \$40.7B  
 On Offer: 43/\$2.5B  
 S.A. Countries/Teams: 9/17

## TOTAL FMS FY12

Countries: 144	Cases: 4594
Value: \$135B	Undelivered: \$58.6B
FY12: \$19.7B	On Offer: 136/\$9.4B

## BENEFITS OF SECURITY ASSISTANCE

- Strategic Engagements FY12
  - Key Leader Engagements – 240
  - Program Reviews – 187
  - Foreign Students Trained – 11.5K
  - SA Teams OCONUS – 41 / 29

## SOUTHCOM

Countries: 28  
 New Business: \$122M  
 Cases: 368/\$2.5B  
 Undelivered: \$670M  
 On Offer: 10/\$22.4M  
 S.A. Countries/Teams: 7/8

## AFRICOM

Countries: 32  
 New Business: \$89M  
 Cases: 266/\$726M  
 Undelivered: \$331M  
 On Offer: 6/\$9.5M  
 S.A. Countries/Teams: 4/6



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# Initiatives



# Strategy & Analysis



## Shaping the Greater Security Assistance Environment...

- **Defense Security Cooperation Agency Vision 2020 Strategy**
  - only MILDEP to develop methodology and capture detailed FMS case development data
  - data and results of six month project influencing DSCA's adjustment to Tri-Service standard
- **Army Security Assistance Enterprise Strategy**
  - early stages of influencing effectiveness of the greater Army FMS community strategic vision
  - shaping concepts for FMS forecasting methodology, partner transparency, Army SCO training
- **Foreign Military Sales Process Proficiency Assessment Tool**
  - developed a computer-based tool assessing employee proficiency of the FMS process
  - plans to export to ASAE organizations and tailor to AMC SAE organizations
- **Enhanced Army EDA / OSD Capability Priority for Partner (CPP) Model**
  - influenced HQDA G-3/5/7 draft EDA Strategy nested with Army Strategy for Security Cooperation
  - assisting DASD-Security Cooperation efforts to streamline EDA interagency approval process
  - shaping efforts to build partner capacity with Army EDA and influence Army divestiture process



# USASAC FY15/16 Goals



- **Assist in shaping the Army's overarching EDA strategy and policy**
  - AMC SAE expertise assists HQDA/DASA in developing a comprehensive EDA strategy
- **Develop methodology to improve accuracy of FMS forecasts**
  - improved system beyond manual excel spreadsheet/line check, double-check...
- **Refresh / execute spotlight strategic initiatives**
  - continue momentum for continuous improvements across the AMC SA Enterprise
- **Transition from "Baseline Budgeting" to "Manage to Budget"**
  - utilize workload and resource strategies to acquire and effectively manage resources
- **Develop AMC SA Enterprise strategic plan nested with DSCA and DASA**
  - establish AMC SAE OPT w/ stakeholder organizations for parallel planning
- **Assist in shaping DSCA adjusted AOD standards through data collection**
  - data collection methodology successful in DSCA adjusting processing time standards
- **Increase leader development opportunities**
  - paramount to all our organizations and future of the AMC SAE – maximize!
- **Continue to refine the COP**
  - purpose is to increase visibility during case development/execution



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# Conclusion



# Closing “Nuggets”



- Key Partnership – USASAC, International Partners and Industry
- Success is focusing on Promises, Process and People
- FMS Sales continue to be strong - \$4.1B in FY15; \$11B on offer
- Sustainment support key to future FMS
- Future FMS environment also more competitive
- FMS facilitates US defense industry sales
- Sole Source request originates with international customer
- USASAC is honest broker and advocate for FMS customers



# ***Strength In Cooperation!***

