



USASAC UPDATE



COL Catherine Lacina
Chief of Staff
United States Army Security Assistance Command

Why Security Assistance?

- One of the principal elements of the U.S. Foreign Policy
- Regulated by:
 - FOREIGN ASSISTANCE ACT
 - ARMS EXPORT CONTROL ACT
- Executed by the Department of Defense under Department of State oversight
- Designed to promote regional stability
- Supports mutual goals and objectives

U.S. Army Organization for Security Assistance

POLICY

EXECUTION

U.S. ARMY

**Deputy Assistant Secretary of the Army
for Defense Exports & Cooperation
Rosslyn, VA**

**- MATERIEL -
Army Materiel
Command
Ft. Belvoir, VA**

**- MEDICAL -
Office of the
Surgeon General
Washington, DC**

**- ENGINEER -
Corps of
Engineers
Washington, DC**

**- TRAINING -
Training & Doctrine
Command
Ft. Monroe, VA**

**Security Assistance
Command
Ft. Belvoir, VA**

**- CONUS TRAINING -
Security Assistance
Training Field Activity
Ft. Monroe, VA**

**- OCONUS TRAINING -
Security Assistance
Training Management
Organization
Ft. Bragg, NC**

**LCMCs
PEO/PMs
SAMD
IMMC
Acquisition Centers**

**Medical
Management
Activity**

Legend:

- Command
- - - Coordination / LOA Tasking

AMC Security Cooperation

USASAC-Army's Face To The World

The Bottom Line:

Managing 3791 cases with an undelivered value of \$17.5B

Total program value, \$60B – FY 94-04 AVG \$3.6B annual sales
FY 05/06 sales >\$5B, FY 07 sales >\$9B, FY 08 sales to date >\$8.2B

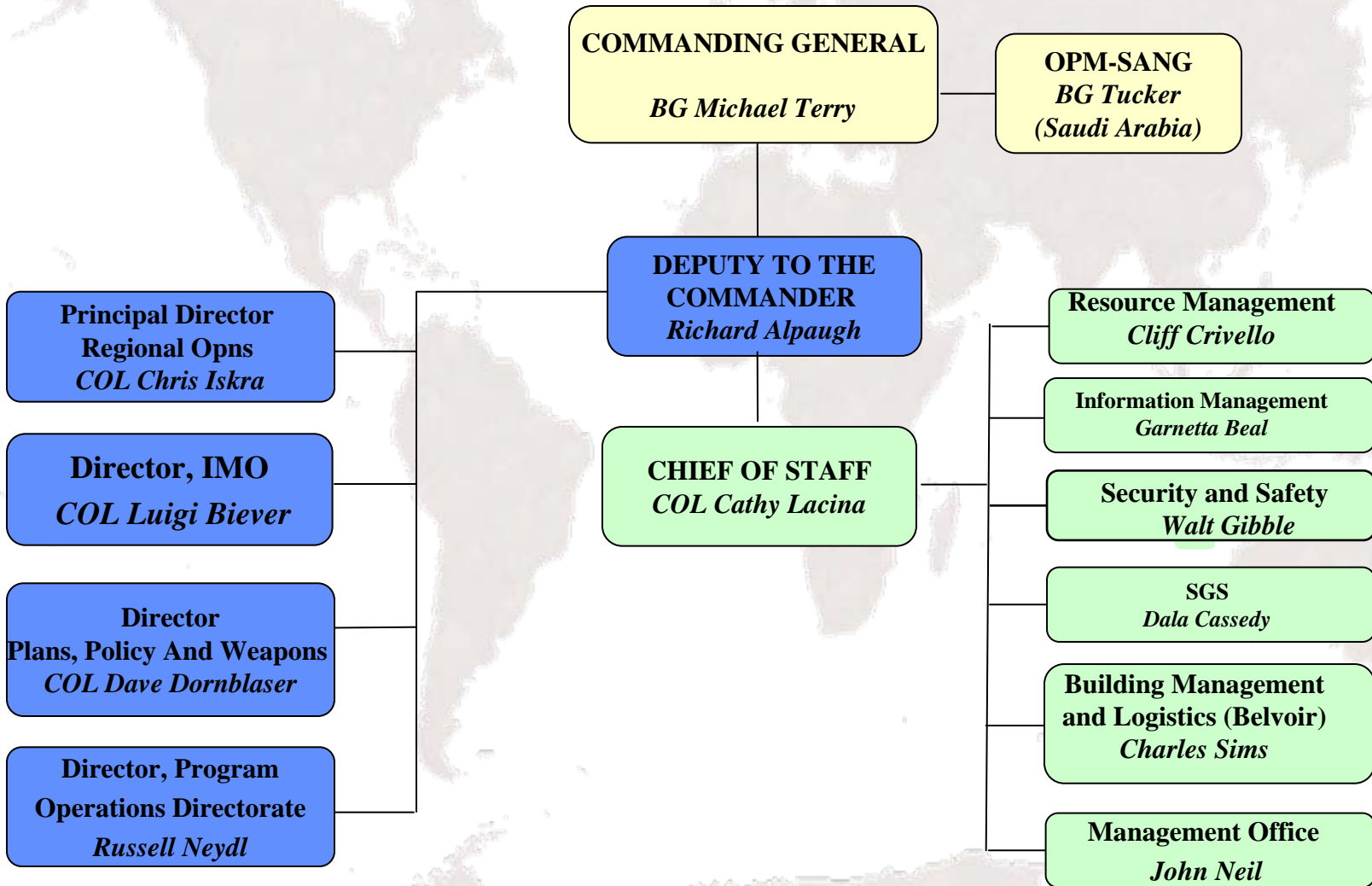
119 Security Assistance Offices World Wide

Army FMS is a link to 140 different Armies,
47 Air Forces, 26 Navies and 26 other country entities.

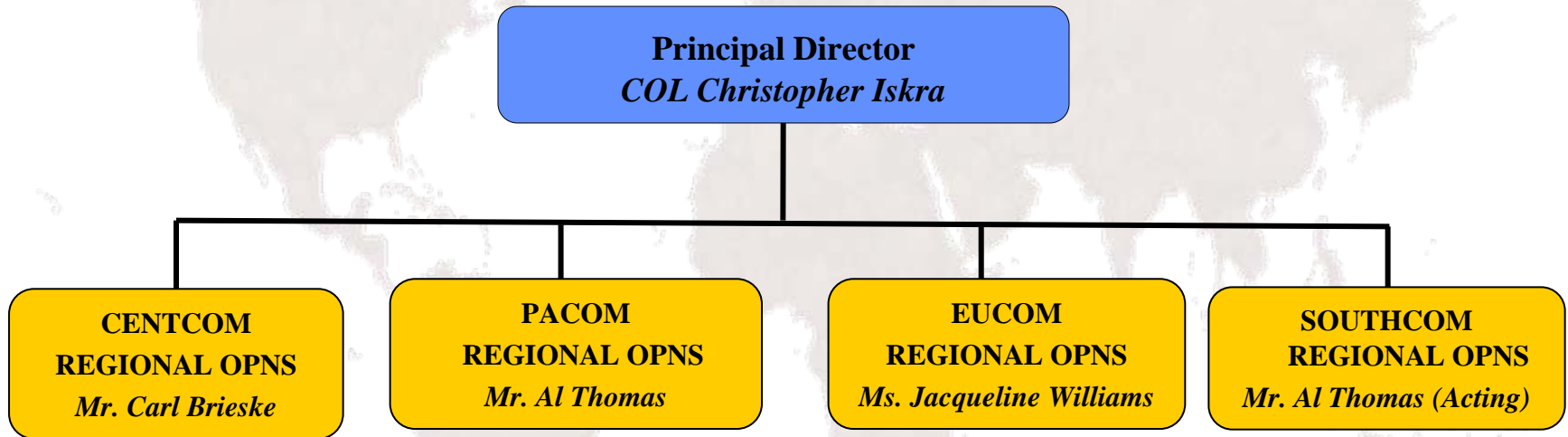


Strength in Cooperation

United States Army Security Assistance Command

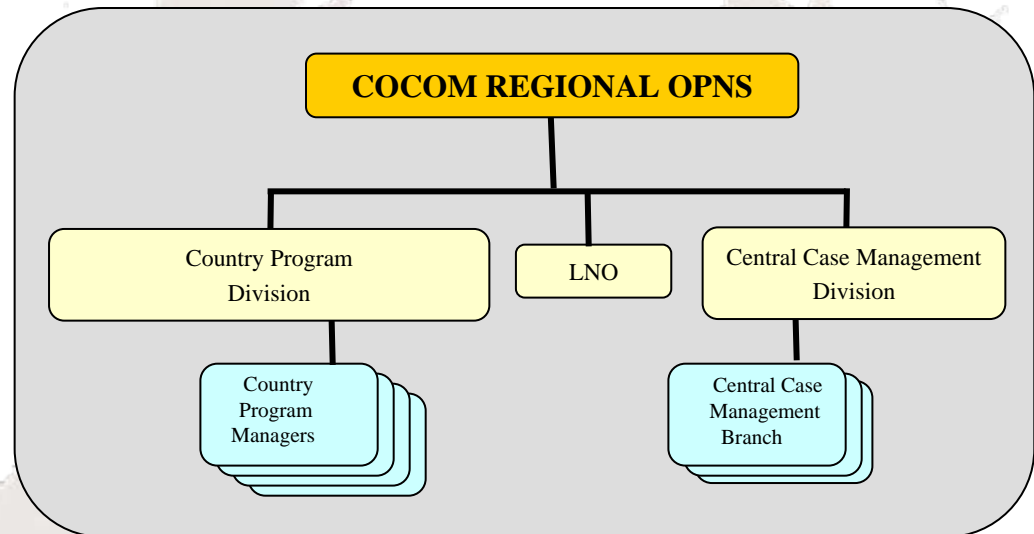


Regional Operations Directorate

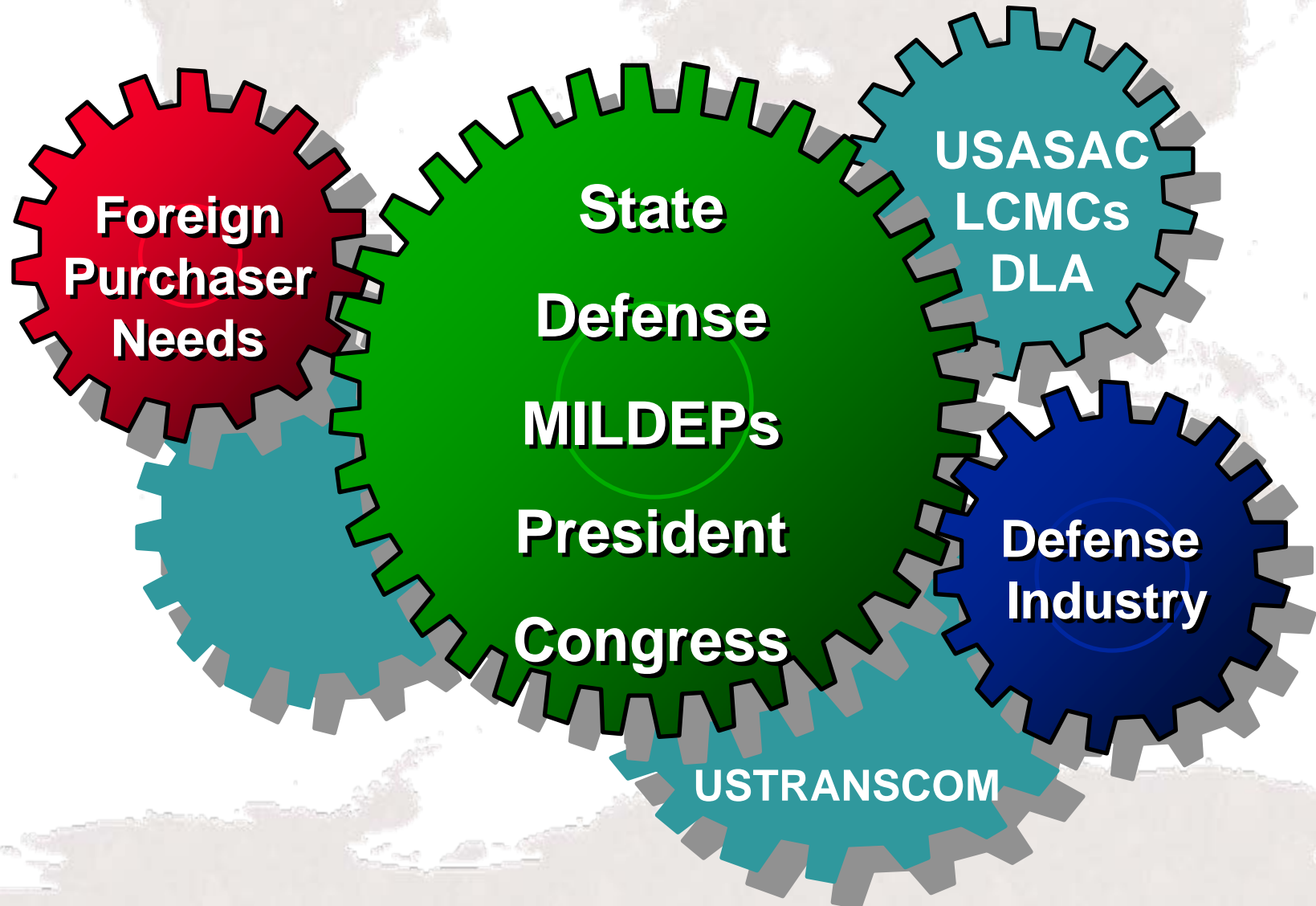


Core Competency of USASAC executed here...

- Case Development
- Case Execution
- Case Closure



The Sales Process



Customer Decisions

What Kind *Where*
How *Cost*
Many **?**
When



=

Needs

**U.S.
Munitions
List**

**Arms
Export
Control
Act**

**Non-U.S.
Sources**

**U.S.
Commercial
Export**

FMS

Requirements Determination Team:

Foreign Customer

MNSTC-I

CSTC-A

Security Assistance Office

USASAC LNO

DASA DE&C

USASAC

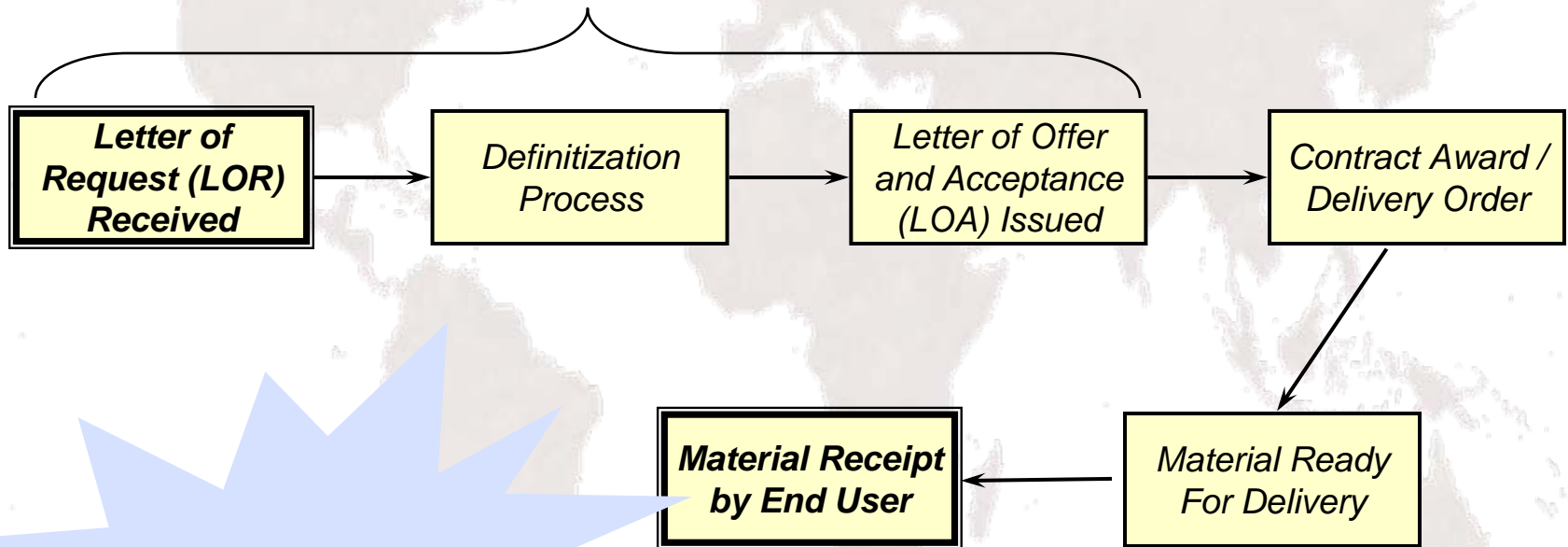
Industry

LCMCs

Foreign LNO

FMS Process Flow

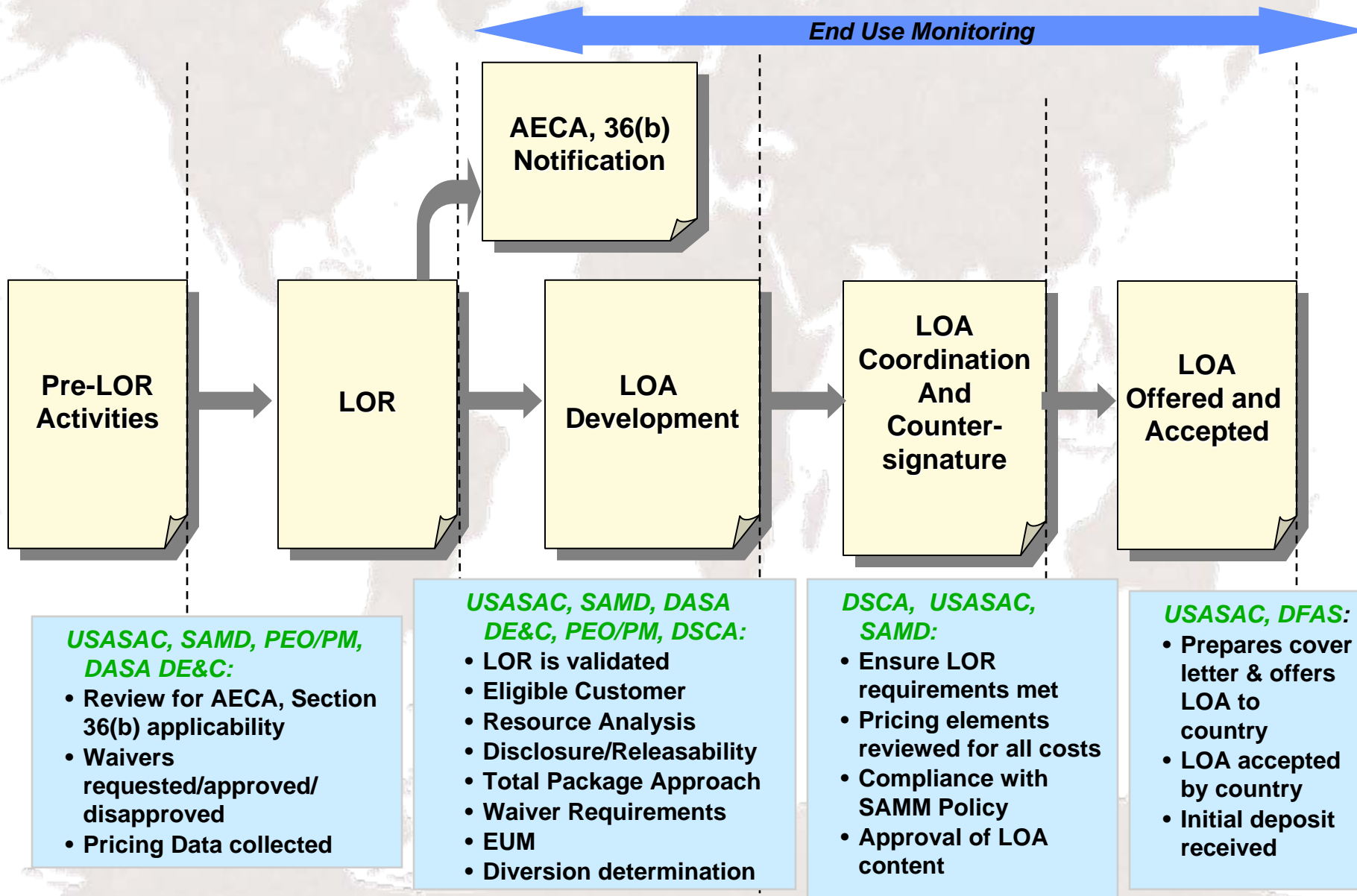
DoD Policy - \leq 120 Days until LOA complete



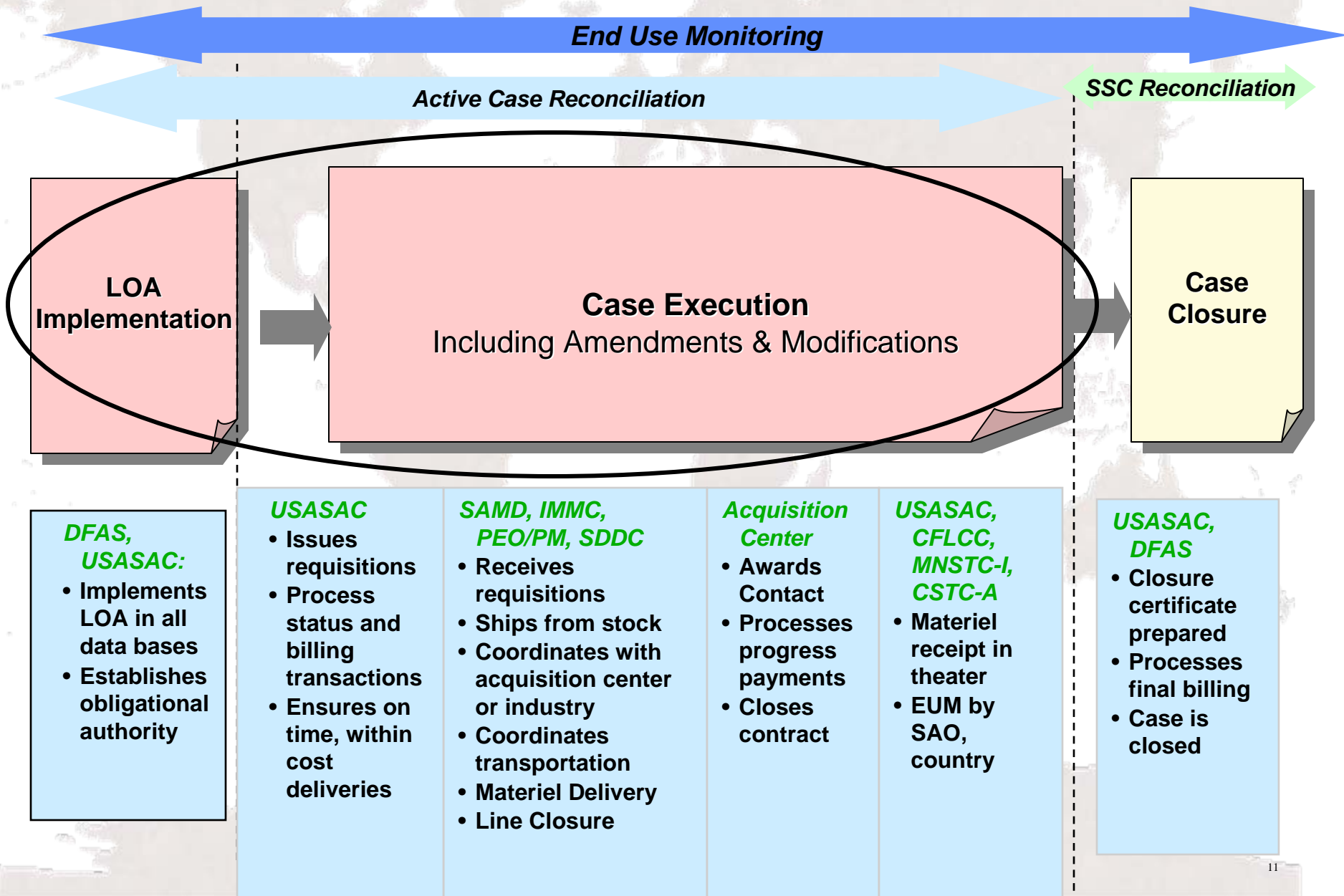
THE BIG PICTURE

Typically materiel delivery is 250+ days from LOR

FMS Case Life Cycle

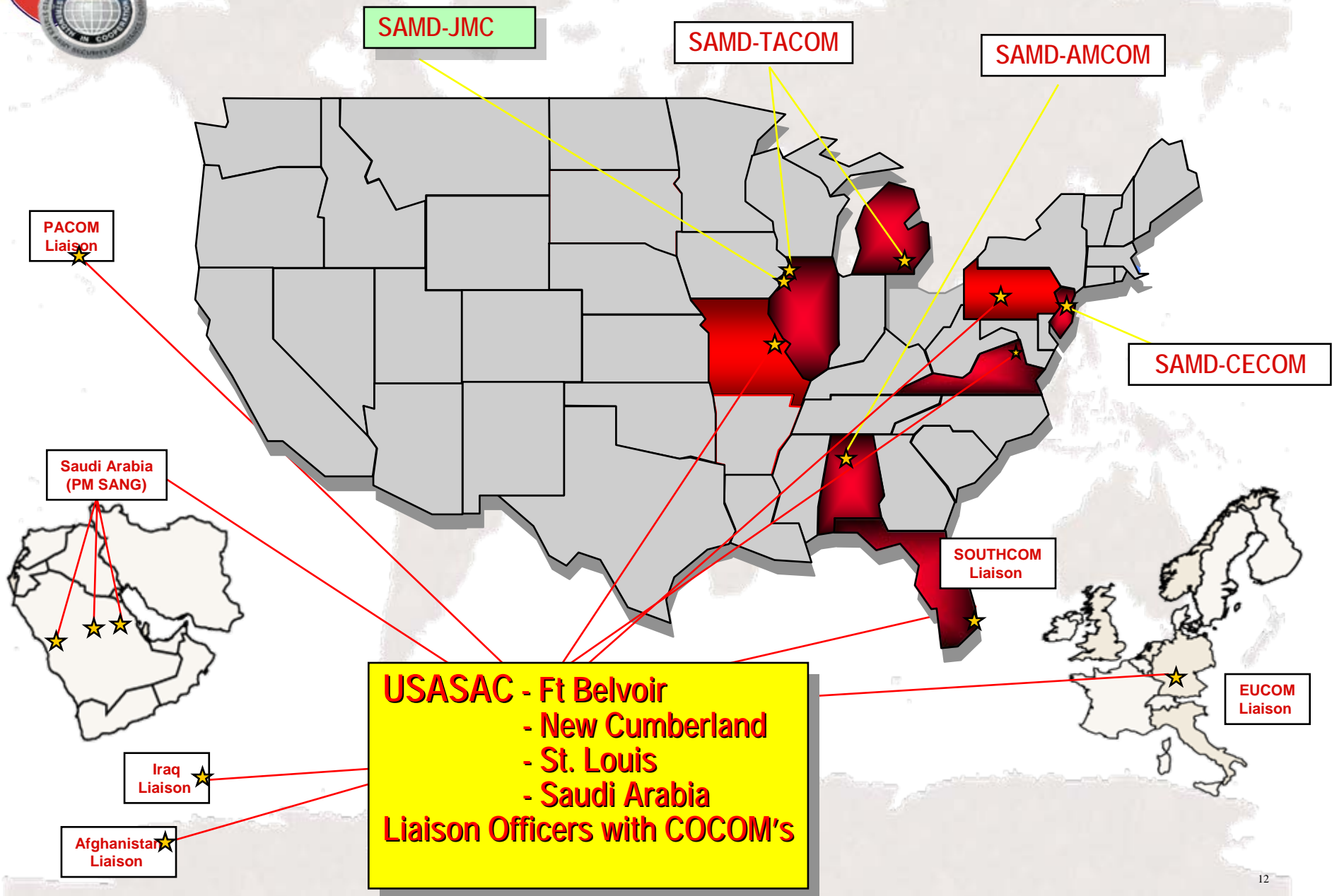


FMS Case Life Cycle





AMC Security Cooperation Team





Questions?



Back Up Slides

Support to Coalition Forces

Poland

United Kingdom

PMND

Canada

Denmark

Pakistan

The Baltic's

Philippines

El Salvador

- Wheeled and Tracked Vehicles
- Vehicle Spare Parts
- Night Vision Devices & GPS
- Communications Equipment
- Ammunition and Explosives
 - Parachutes
 - UAVs
- Apache Support
 - Small Arms
 - Vaccines
- CH-47 Spares
- Javelin Support Equipment
 - Air Warrior Air Crew Ensemble
- Missile Warning System
 - Clothing & Support
- AH-1 Refurbishment
- M109A5 refurbishment
- Counter-Terrorism Equipment

SEEBRIG

Netherlands

Australia

Croatia

New Zealand

Czech Republic

Romania

Fiji (PMND)

Tonga

Military Sales Policies

- The President certifies eligible countries
- The relationship with the purchasing country is crucial ...
The U.S. desires more than just a simple seller and buyer relationship
- Each sale is made in accordance with the policies and strategic interests of the U.S. Government
The U.S. Government will neither make nor lose money
- DoD promotes the acquisition of standard service configuration
U.S. industry does the marketing
- The U.S. Government has no preference between military sales and commercial sales
The U.S. Armed Forces have priority
- Material is either shipped from U.S. Government stocks or from production
Our goal is to field a total package and promote self-sufficiency

Security Assistance in Support of US Army Objectives

“ How can we leverage FMS to help sustain critical product lines to surge production capability quickly to meet sudden warfighter requirements?”

Institutional Army Task Force –task from VCSA

“...to facilitate Interoperability with allied and coalition partners and supported U.S. national security interests (Political, Military, Economic...)”

Specified task – Foreign Military Sales (ST-FMS) – Army Campaign Plan Task

“...proactive Engagement....COCOM focus”

Gen Griffin, AMC Commander

A collaborative Partnership with USASAC, the Army Acquisition Community, and the Defense Industry

