



Precision Fires Rocket and Missile Systems

Precision Strike Association Annual Review 23 – 24 February 2011



Recipients of the 2009
Secretary of Defense
Performance-Based
Logistics Award

Recipients of the 2008
William J. Perry
Award



COL David Rice
Project Manager

Any Warfighter - Anywhere - All The Time



PFRMS Products



Launchers

M270A1



Full Tracked Weapon System on Bradley Chassis; fires entire MLRS / ATACMS Family of Munitions; 3 man crew; 12 rockets or 2 missiles / 2 pods; Improved Fire Control System (IFCS)

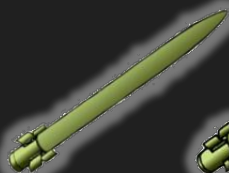
HIMARS
M142



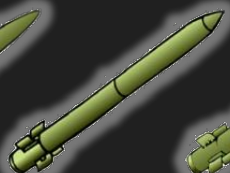
MLRS mounted on FMTV Truck Chassis; C-130 Transportable; fires entire MLRS / ATACMS Family of Munitions; 3 man crew; 6 rockets / 1 missile; Universal Fire Control System (UFCS); Pos-Nav and Reload system; organic / assigned to Modular Fires Brigades



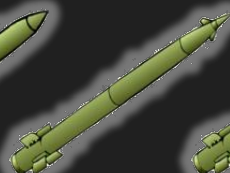
Rockets



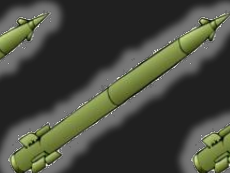
M26
644 M77
32 km
Ballistic



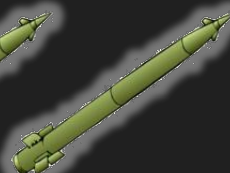
M26A2-ER
518 M77
45 km
Ballistic



GMLRS DPICM
(M30)
404 M101
70+ km
Inertial / GPS
Aided



GMLRS Unitary
(XM31)
200 lb Class WH
70+ km
Inertial / GPS
Aided



GMLRS AW
Alternative
Warhead
70+ km
Inertial / GPS
Aided

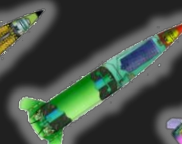
Missiles



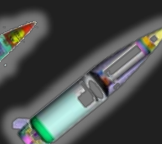
Block I
(M39)
950 APAM
165 km
Inertial



Block IA
(M39A1)
300 APAM
300 km
Inertial / GPS
Aided



QR Unitary
(M48)
500 lb Unitary
270 km
Inertial / GPS
Aided



T2K
(M57)
500 lb Unitary
270 km
Inertial / GPS
Aided

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PFRMS Systems at War



- All systems are supporting the Global War on Terrorism
- Currently supporting Operation Iraqi Freedom and Operation Enduring Freedom
- Performance is above Army Standards
- Launchers returning in excellent condition requiring only routine and minimal maintenance

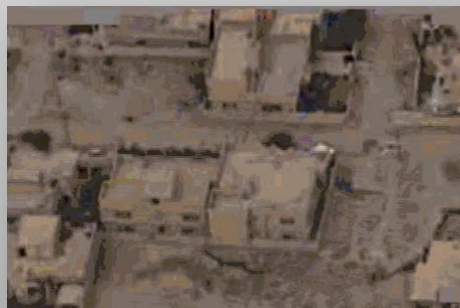


M270A1
98% Readiness Rate

HIMARS
99% Readiness Rate

GMLRS Unitary

ATACMS



Any Warfighter, Anywhere, All The Time



MLRS Worldwide Third Party Sales

MOU PARTNERS



US



UK



France



Germany



Italy

Active Cases



Slovakia



Finland



Norway



Denmark



Jordan



South Korea



Japan



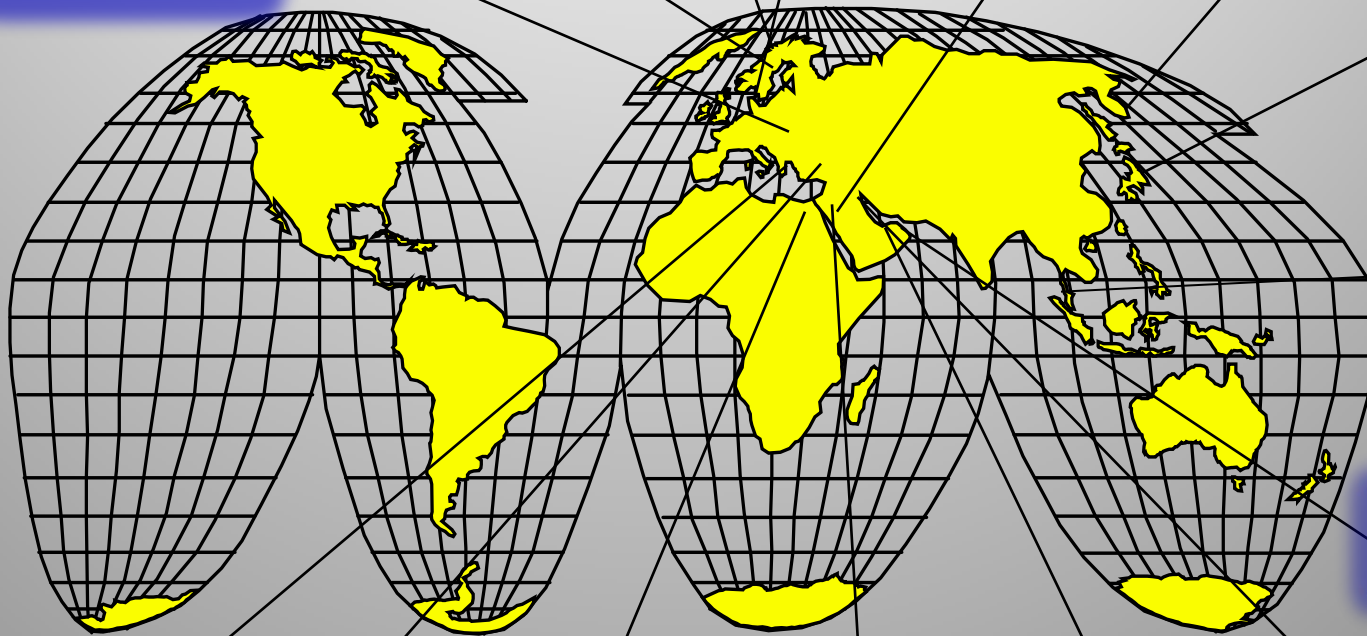
Singapore



UAE



Kuwait (P&A Request)



Greece



Turkey



Egypt



Israel



Bahrain

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Thoughts on FMS Case Execution



- Essential to work with prime contractor business development staff
- Every customer is unique – understand their requirements
- FMS process built for comfort, not speed
- When case is signed, go to customer nation and establish relationships
- Deliver what you promise
- Leave no detail unattended (Corollary: It's OK to be creative)
- It pays to understand different cultures

Patience, Persistence and Attention to Detail



Common Misperceptions



- Economies of scale = reduced costs
- Too much travel
- It only benefits the contractor
- Too complex, too political
- Little to no benefit to underlying US program



Questions?

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