



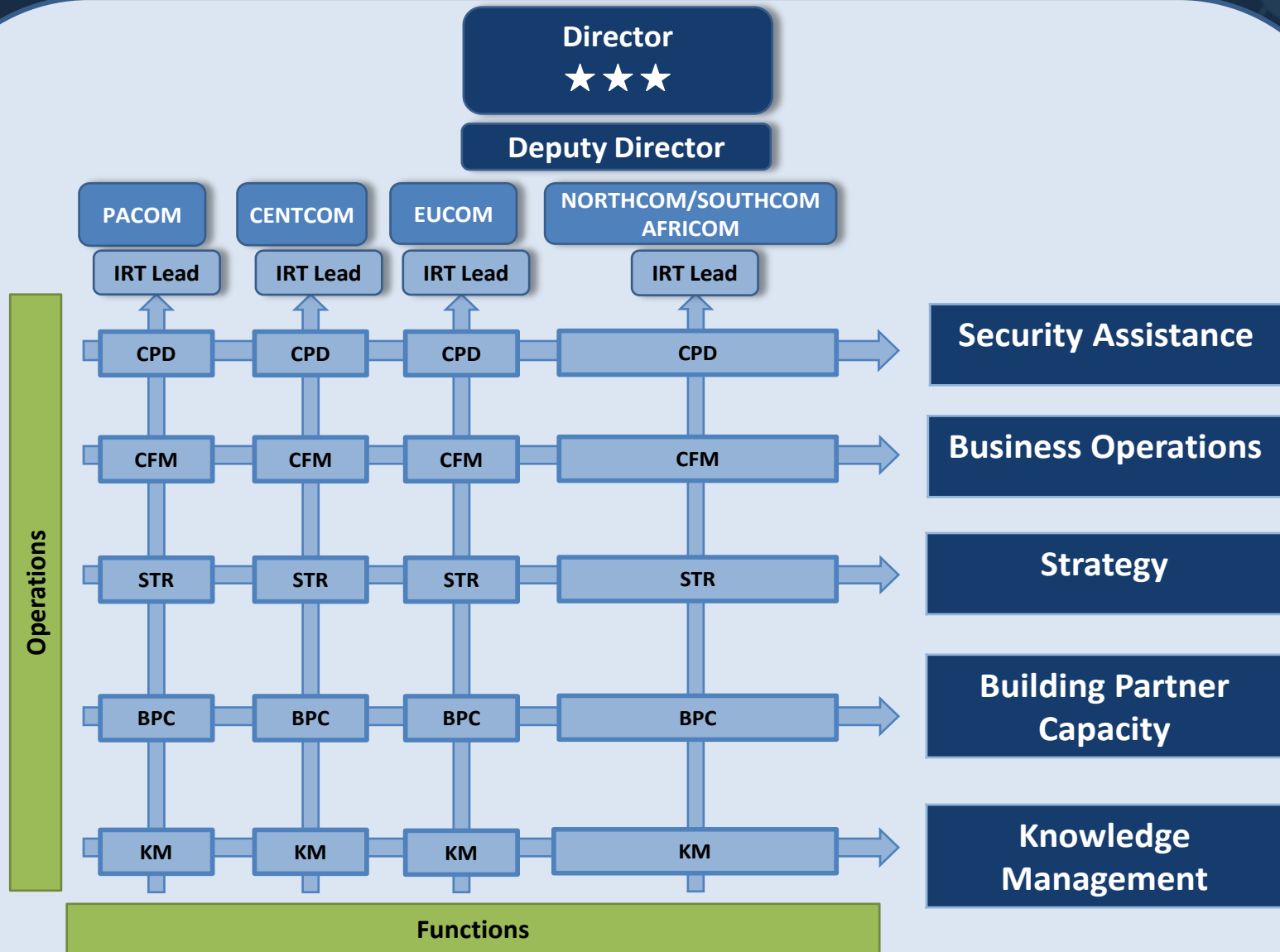
Adapting to a Changing Environment

Mr. Leon N. Yates

Weapons Division, Defense Security Cooperation Agency

April 8, 2015

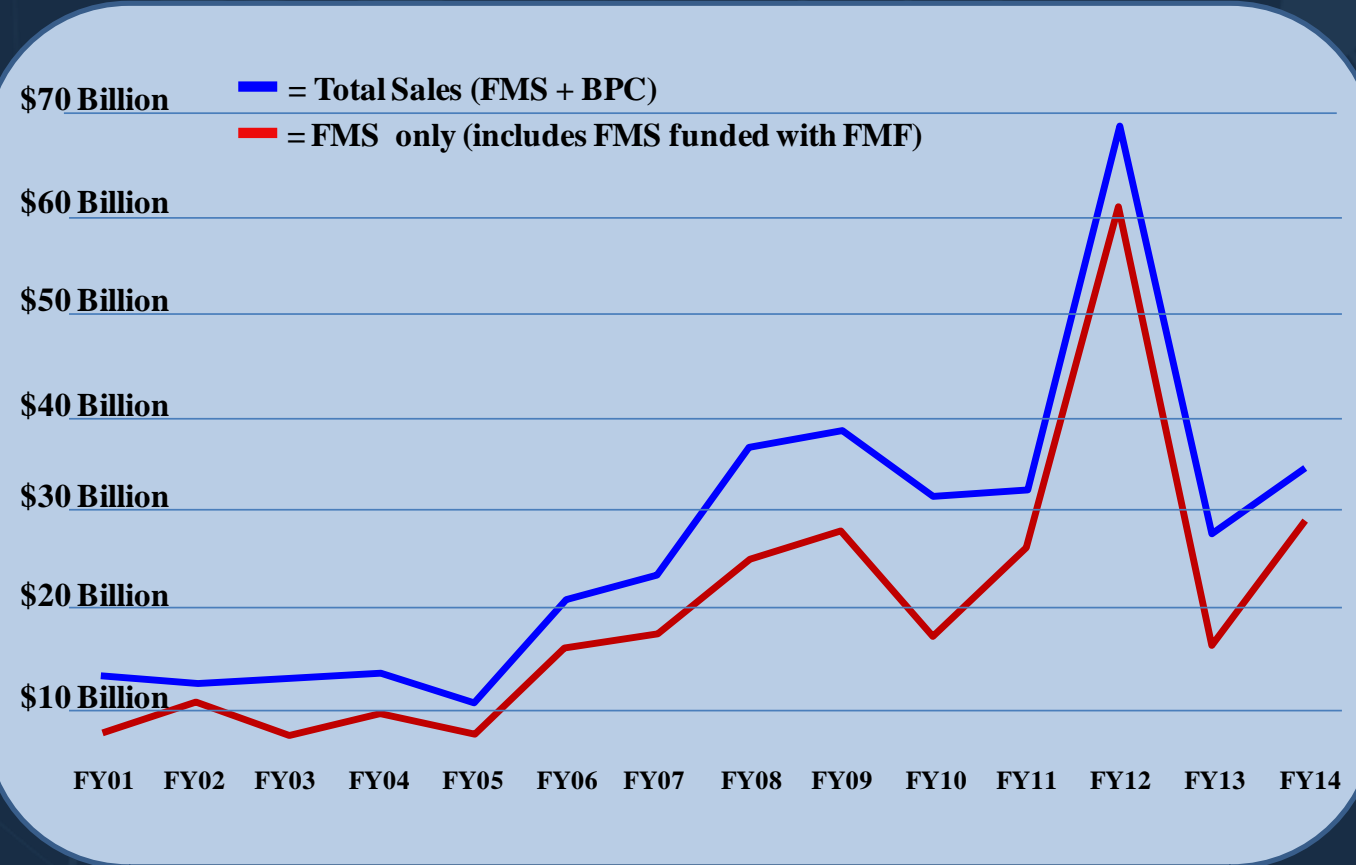
Posturing DSCA for Success: Alignment



IRT	Integrated Regional Team	STR	Strategy
CPD	Country Program Director	BPC	Building Partner Capacity
CFM	Country Finance Manager	KM	Knowledge Management



The Environment



Posturing DSCA for Success: A Strategy





What's Inside



- Key Terms
- Message from the Director
- Executive Summary
- Environment and approach
- The Fundamentals (Mission, Vision, Values)
- Laying the Foundation

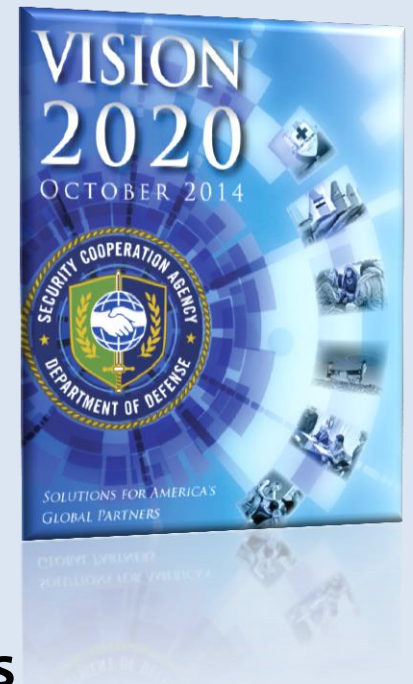
1. Calibrate Roles and Responsibilities **2 objectives**
6 initiatives
2. Manage Human Capital **5 objectives**
3. Enhance Knowledge Management **2 objectives**
4 initiatives

- **Synchronize to Meet Customer Expectations**

4. Align Activities and Resources to Broader Strategic Priorities **3 objectives**
9 initiatives
- 5. Enable More Responsive Industry Participation** **2 objectives**
7 initiatives
6. Remain a Provider of Choice for International Customers **4 objectives**
15 initiatives

- **Ensure Effectiveness and Efficiency**

7. Incentivize Community Performance, Innovation , & Responsiveness **2 objectives**
7 initiatives
8. Optimize Management and Execution of DSCA Programs **3 objectives**
10 initiatives





“More Responsive Industry Participation”



Seven Initiatives focusing on:

- More accurate sales forecasts
- Technology roadmaps
- Better/earlier defined partner requests
- IDing and promoting priority tech release decisions
- Focused tradeshow support under DSCA leadership
- Road-map focused engagement with Industry
- Implementation plans for Advocacy



What it Means/Why it Matters



- **Closer alignment of resources with U.S. foreign policy objectives and regional strategies**
- **More accurate picture of the FMS terrain**
- **Earlier DSCA involvement leading to earlier policy decisions and earlier actions**
- **Increased responsiveness to emergent requirements**
- **Better coordination within the SC Community**
 - DoD, Interagency, Industry
- **A clearer, more predictable, business environment**
(if you work with us so that everyone involved is aligned)

Questions?



Solutions for America's Global Partners