



Government & Industry: Jointly Doing Business with Other Countries

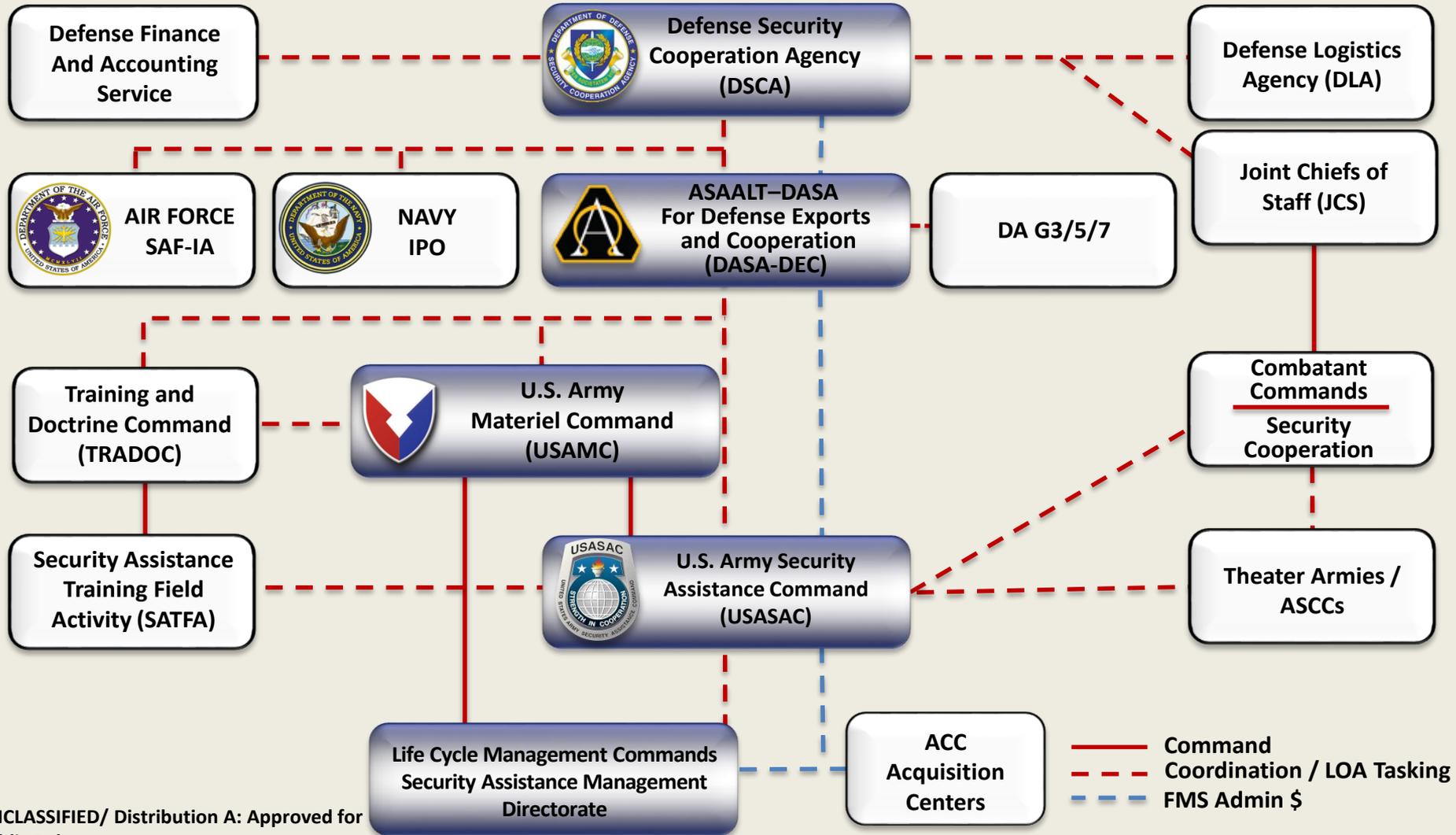
NDIA 2016
Tactical Wheeled Vehicles Conference
International Panel
10 May 2016

UNCLASSIFIED/ Distribution A: Approved for
Public Release.

Mr. Gilbert Liptak
Director,
Security Assistance Management
U.S. Army TACOM LCMC



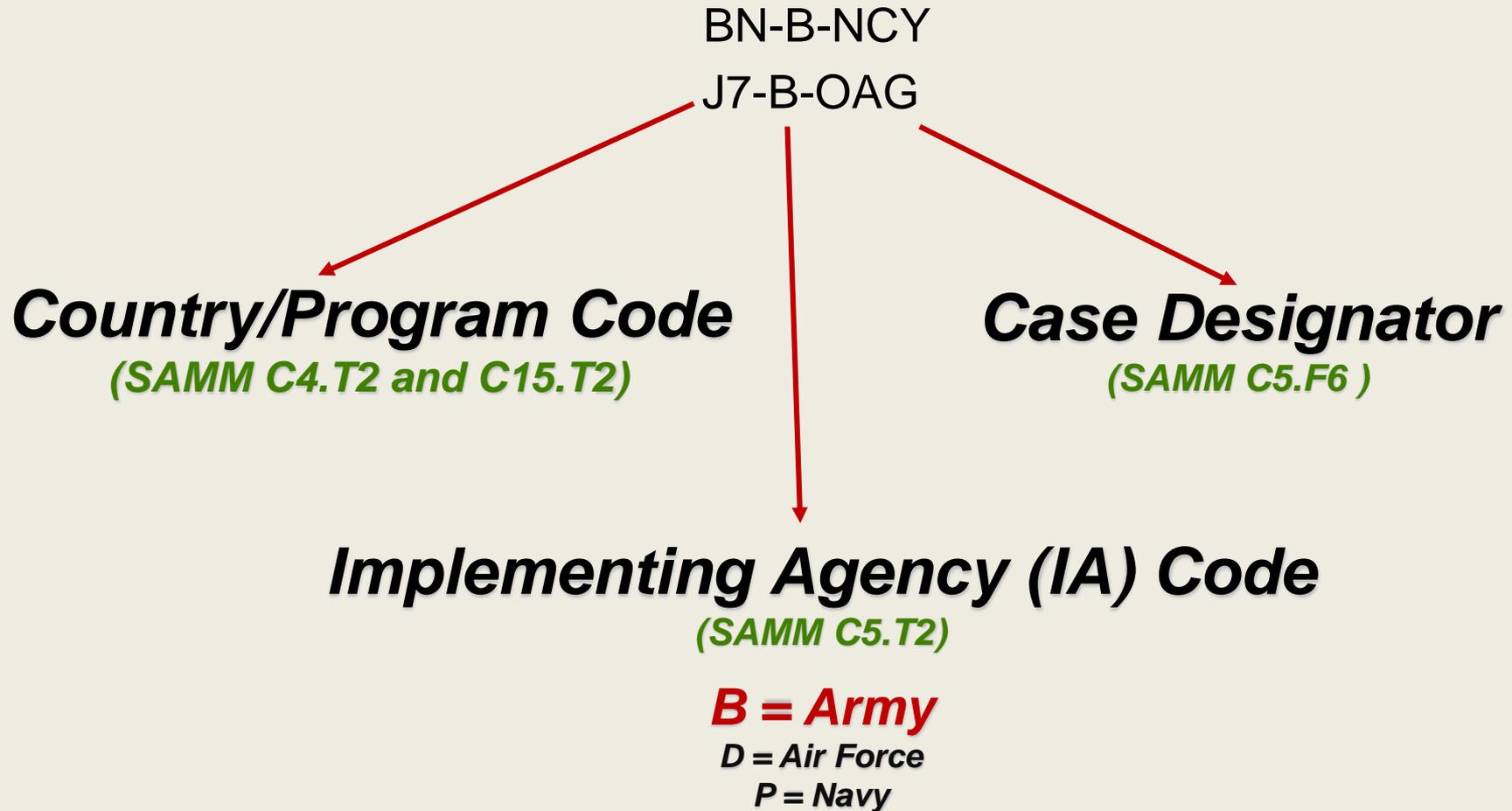
DoD Security Assistance Organizations



UNCLASSIFIED/ Distribution A: Approved for Public Release.



Case Identifier





Funding Types



- USG Funded
 - Pseudo Cases
 - Global Security Contingent Fund (GSCF)
 - Afghanistan Security Forces Fund (ASFF)
 - Pakistan Counterinsurgency Fund (PCF) & Pakistan Counterinsurgency Capability Fund (PCCF)
 - Section 2282 Global Train & Equip (GT&E)
 - Iraq Train and Equip Fund (ITEF)
 - Iraq Security Forces Fund (ISFF)
 - Special Defense Acquisition Fund (SDAF)
- Foreign Military Financing (FMS or DCS w/approval)
- National Funds (FMS or DCS)



FMS Procurement: Procedures & Methods Vary

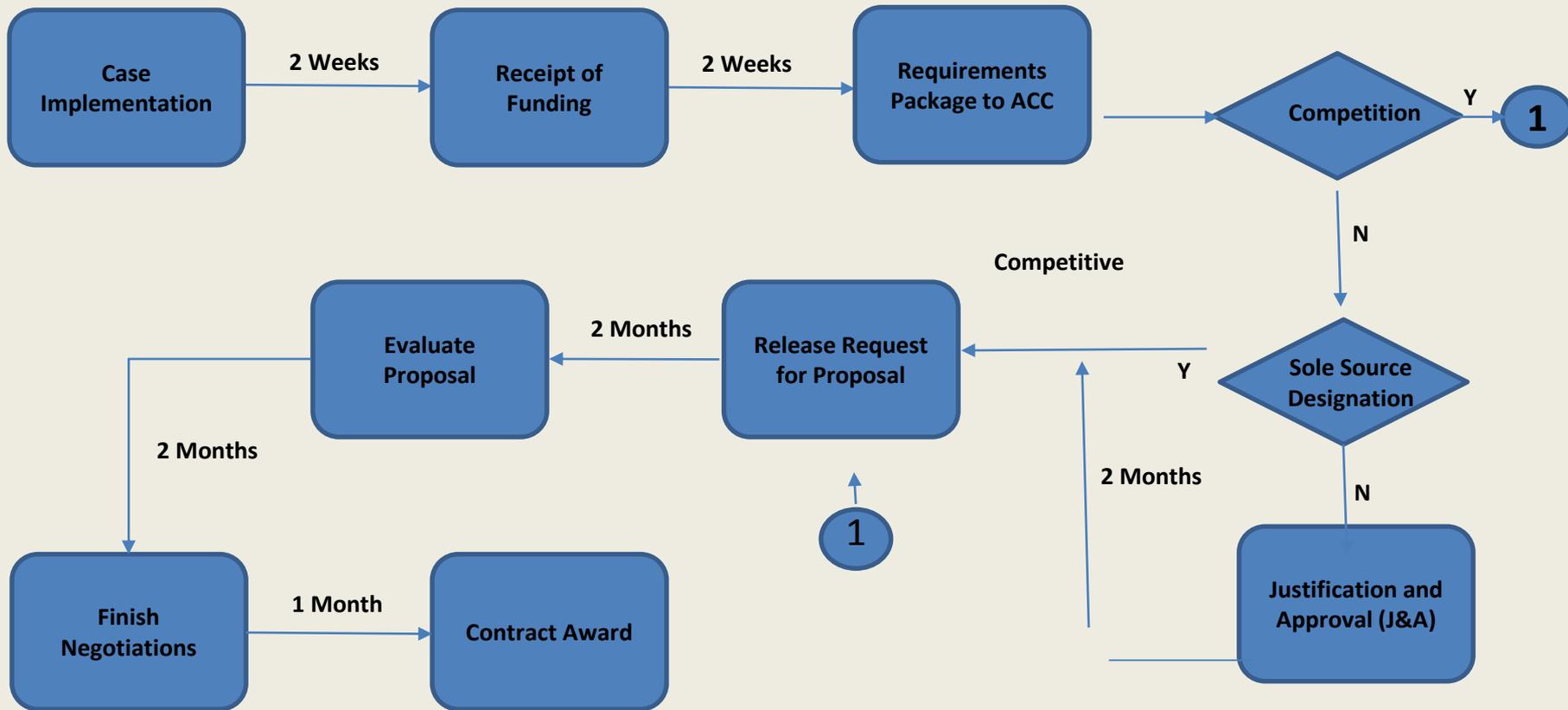


Funding Type	Contracting Method	Documentation	FAR Reference
Pseudo Funds (US Appropriated)	Competitive	Specification/Performance/Product Description	Part 13 (Simplified < \$150K), Part 12 (Commercial), Part 15 (Negotiation)
	Non-Competitive	J&A (Single Source, Urgency)	Part 6.302 (Other Than Full and Open Competition)
Foreign Military Financing (FMF) Funds	Competitive	Specification/Performance/Product Description	Part 13 (Simplified < \$150K), Part 12 (Commercial), Part 15 (Negotiation)
	Non-Competitive	Sole source Designation J&A (Single Source, Urgency)	6.302-4 (International Agreement) 6.302 (Other Than Full and Open Competition)
National Funds (Country Funds)	Competitive	Specification/Performance/Product Description	Part 13 (Simplified < \$150K), Part 12 (Commercial), Part 15 (Negotiation)
	Non-Competitive	Sole source Designation J&A (Single Source, Urgency)	6.302-4 (International Agreement) 6.302 (Other Than Full and Open Competition)
Special Defense Acquisition Funds (US Appropriated)	Competitive	Specification/Performance/Product Description	Part 13 (Simplified < \$150K), Part 12 (Commercial), Part 15 (Negotiation)
	Non-Competitive	J&A (Single Source, Urgency)	Part 6.302 (Other Than Full and Open Competition)

UNCLASSIFIED/ Distribution A: Approved for Public Release.



Procurement Process: FMS Pathway

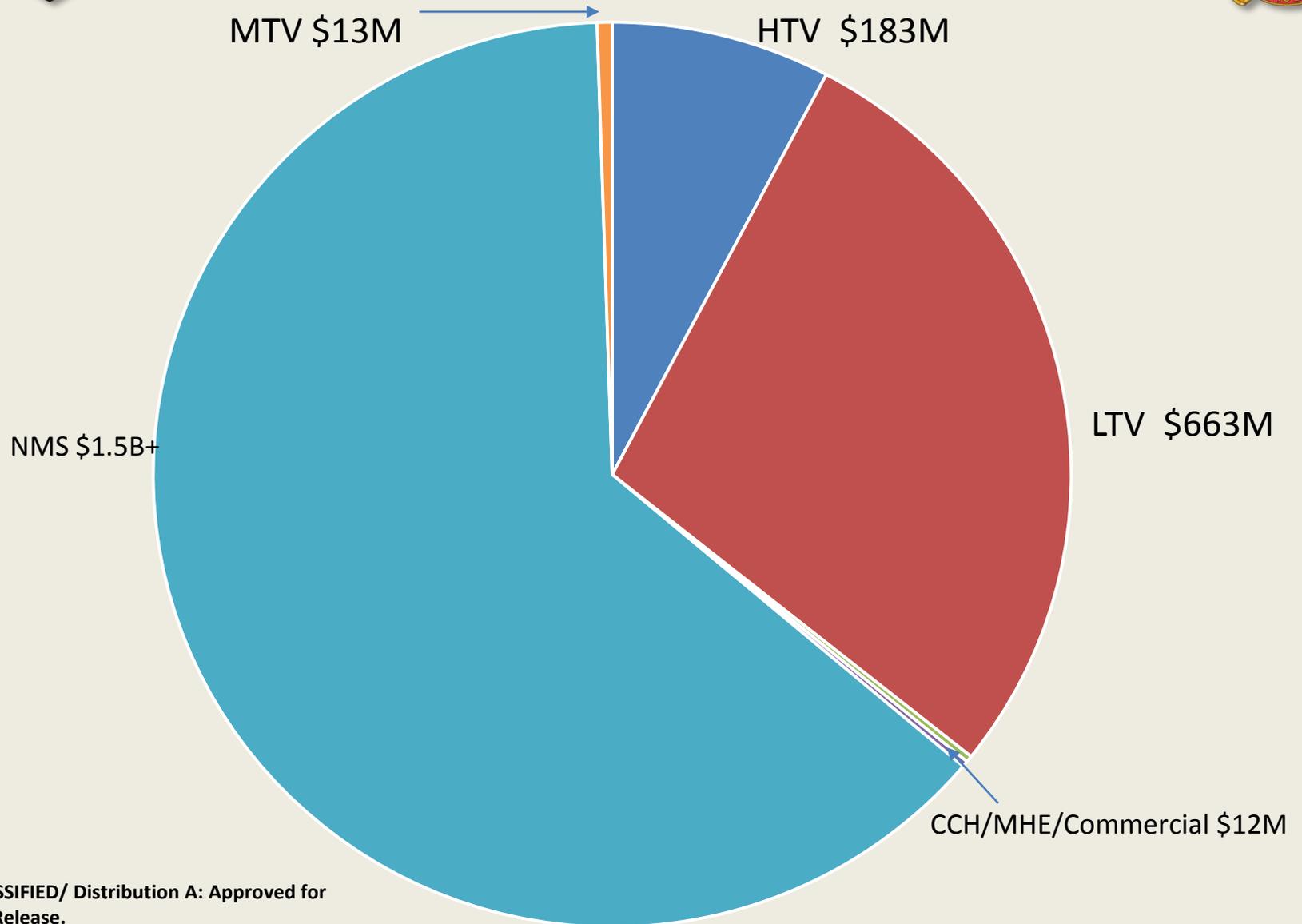


UNCLASSIFIED/ Distribution A: Approved for Public Release.

Total Average Contracting Time:
Approximately 6-9 Months



FY16-17 CS&CSS Portfolio Projections



UNCLASSIFIED/ Distribution A: Approved for Public Release.



Industry Opportunities:



- Afghanistan National Maintenance Contract
- TACOM TS3 Contract (Services)
- Sustainment of Excess Defense Articles (EDA) via Direct Commercial Sales
- Partnering with OEMs for Technical and Parts Support
- Simplified Non-Standard Acquisition Program (SNAP)
- Fed Biz Ops



References / Links



- Arms Export Control Act (AECA) of 1976 (22 U.S.C. §2751 et seq.)
- International Traffic in Arms Regulation (ITAR)
- Security Assistance Management Manual (SAMM) (DSCA 5105.38-M)
- Financial Management Regulation, DOD 7000.14-R, Volume 15
- Defense Institute for Security Assistance Management (DISAM)-
<http://www.disam.dsca.mil/>
- Security Assistance Management Manual (SAMM)-
www.samm.dsca.mil/listing/esamm



U.S. ARMY



UNCLASSIFIED



Questions???

UNCLASSIFIED/ Distribution A: Approved for
Public Release.