

Navigating the Business of Army Defense Exports & Cooperation *for the* Tactical Wheeled Vehicles Conference

Ann Cataldo

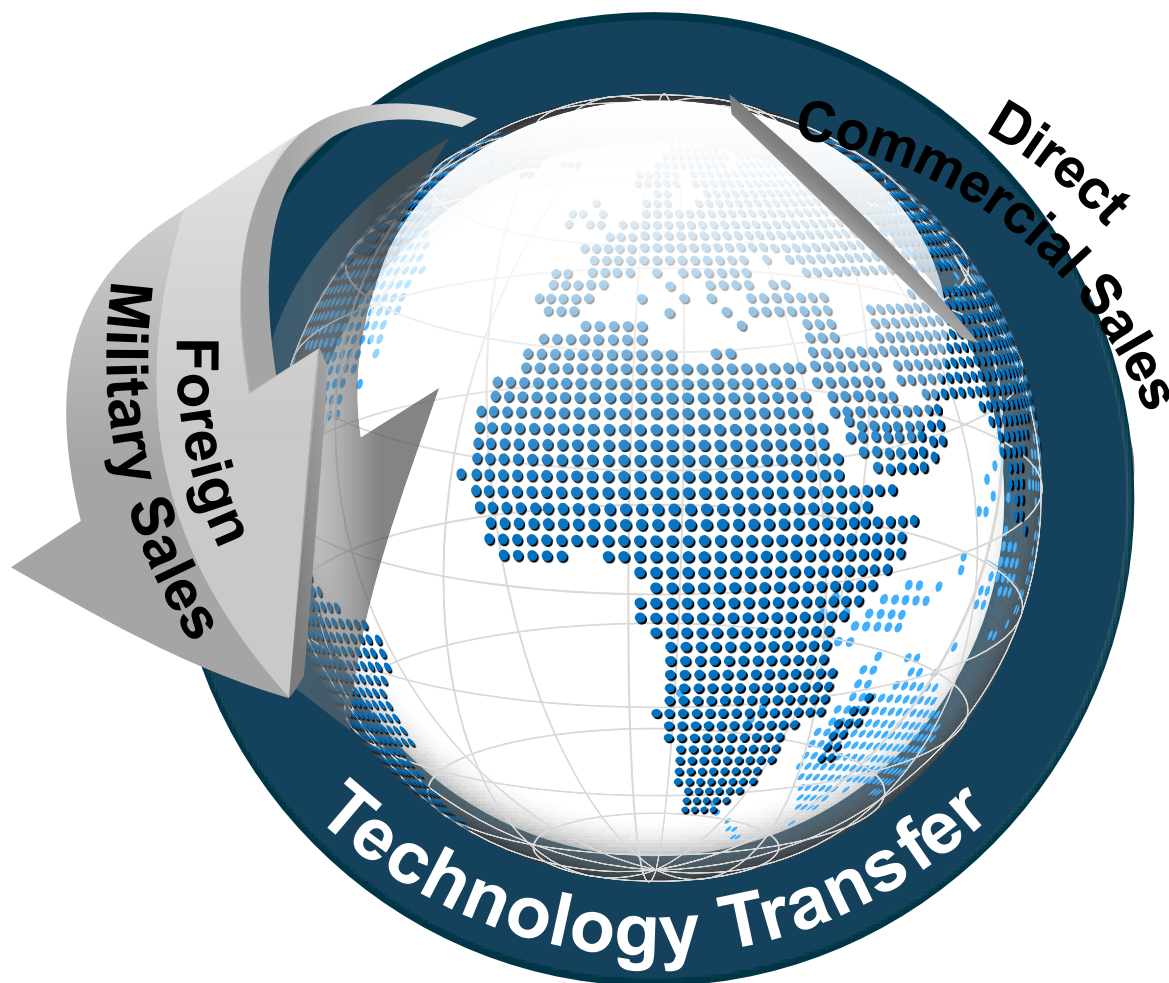
Deputy Assistant Secretary
of the Army *for*
Defense Exports and
Cooperation

May 16, 2017





Navigating the Business of Army Defense Exports and Cooperation



**Foreign Military Sales & Direct Commercial Sales:
Your Paths to the Global Market**



DASA (DE&C)



Security Assistance



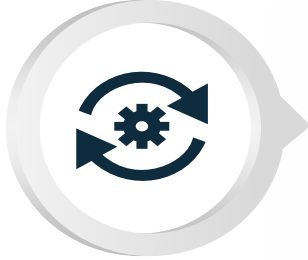
Execute Half of all Foreign Military Sales (FMS) Cases Government-Wide (Over 5300 Cases)

Armaments Cooperation



Collaborate With International Partners on Defense Technology Innovation (515 Agreements with 42 countries)

Technology Transfer



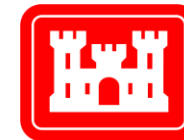
Create Technology Transfer Policy for Army Foreign Military and Commercial Sales (~7000 Licenses Reviewed Annually)



Army Materiel Command



Training and Doctrine Command



Corps of Engineers



Medical Command



Army Security Assistance Enterprise (ASAE) Executes FMS



Headquarters, Department of the Army

Assistant Secretary of the Army
Acquisition, Logistics and Technology

Assistant Secretary of the Army
Civil Works

Program
Executive Offices
(PEOs)

Deputy Assistant Secretary of the Army
For Defense Exports and Cooperation

Army Materiel
Command

Medical Command

Training and Doctrine
Command

Corps of Engineers

US Army Security
Assistance Command

Security Assistance
Training Management
Command

Security Assistance
Training Field Agency

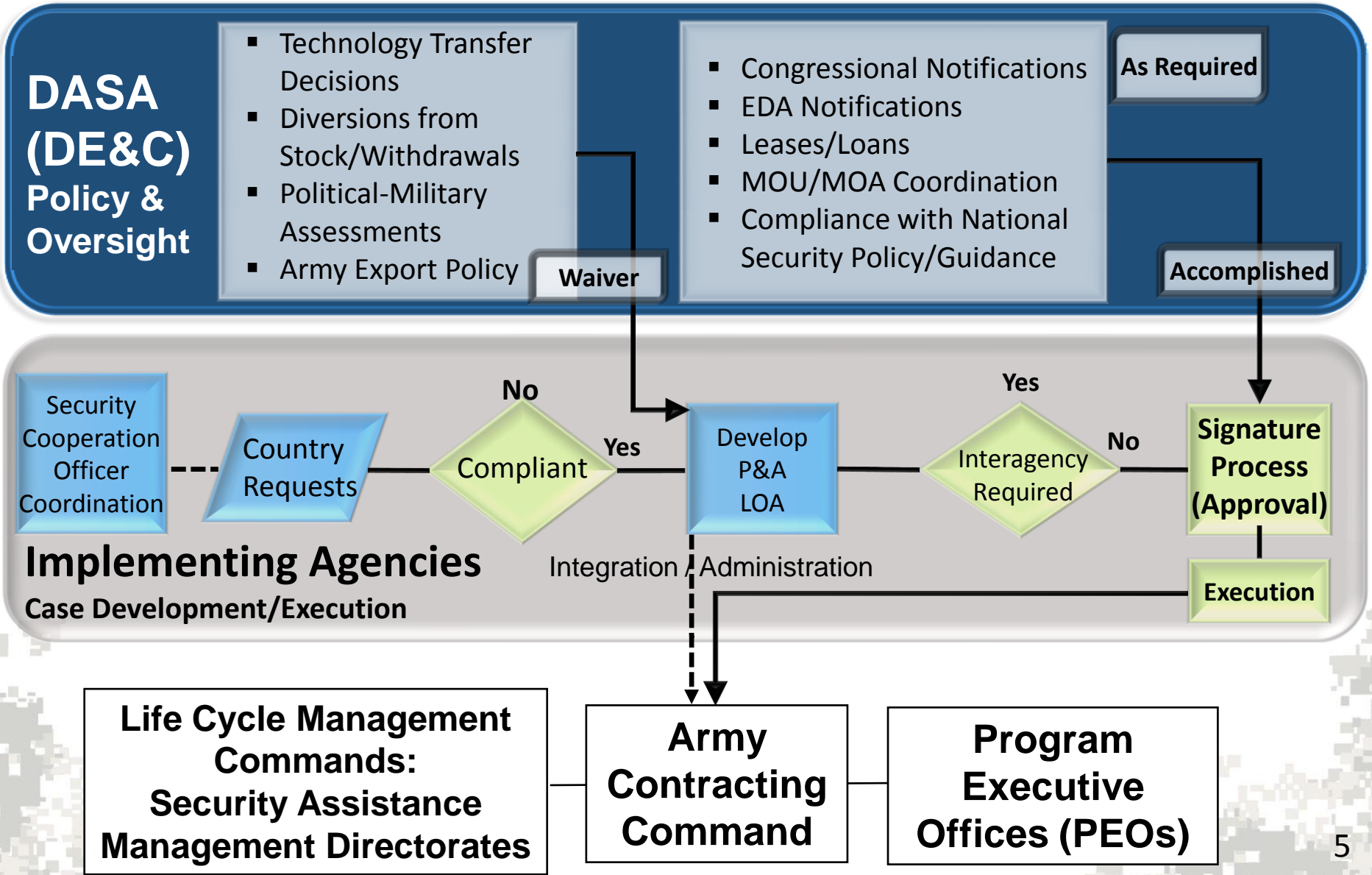
Army Contracting
Command

Life Cycle Management
Commands

Legend
— Command Relationship
- - - Security Assistance Tasking Authority



FMS is a Complex Business Operation





FMS: Bringing US Industry and the Global Market Together



Economies of Scale

Uninterrupted Production

Hybrid/Non-Standard Sales





FMS: We Need Support of Businesses Large and Small – The Total Package Approach



Spares / Repair Parts

Technical Assistance

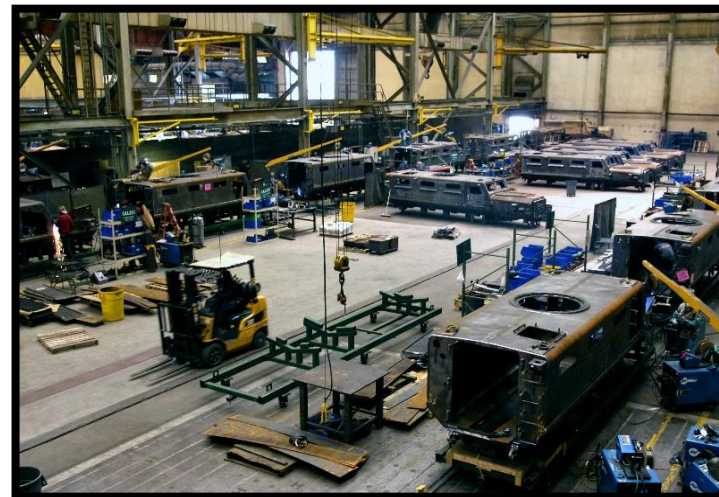
Publications/Documentation

Training

Support Equipment

Maintenance

Modifications





FMS: Strengthening Traditional and Emerging Alliances



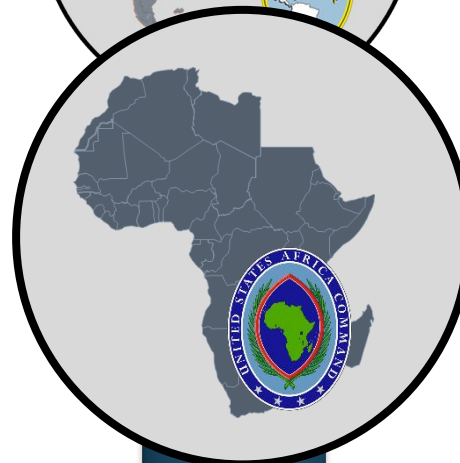
- ✓ **Vehicle Support to Countries Within CENTCOM Remains Strong**
- ✓ **Over 50% of FMS Vehicle Sales were to CENTCOM Countries over the last 5 Years**



Increased European Interest in Tactical Vehicles and Soldier Mobility



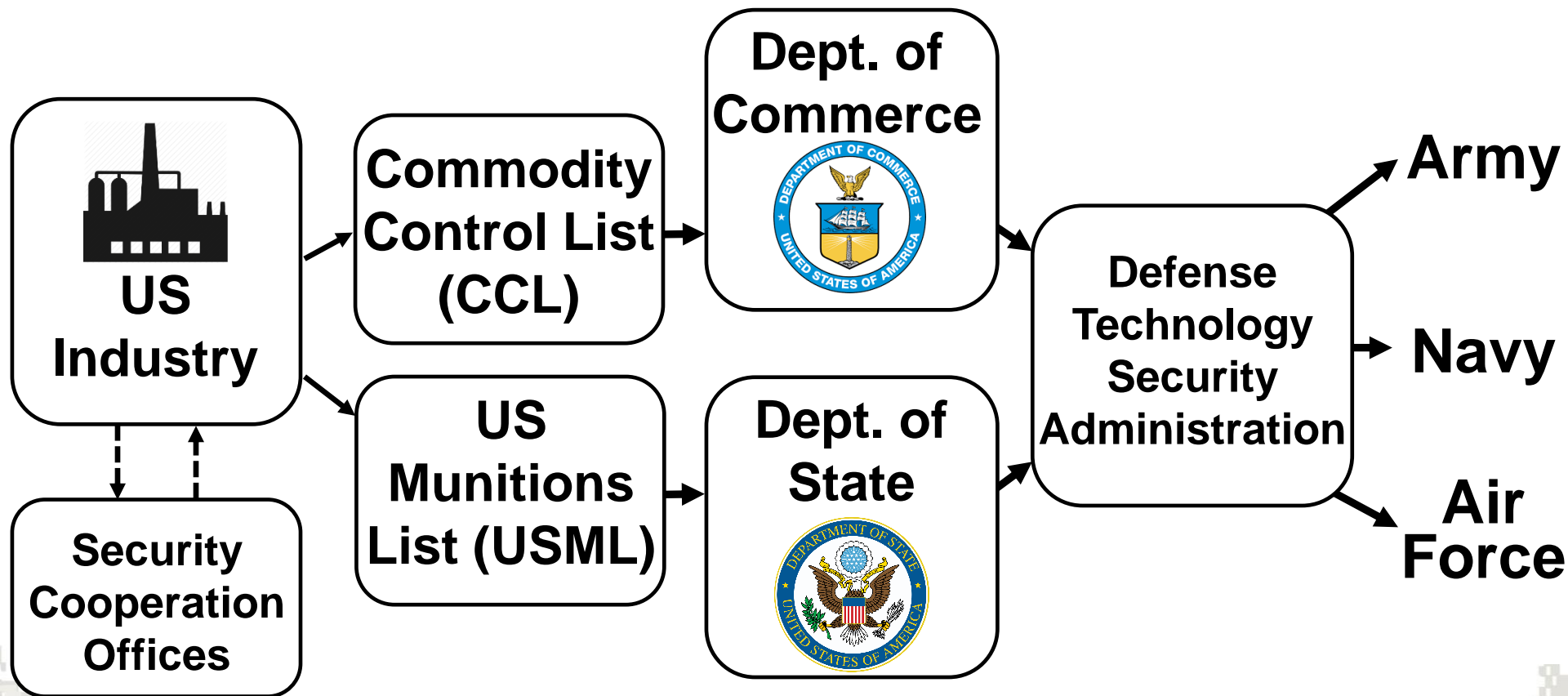
Strong South American Interest in Advanced Soldier Mobility



Recent Large Sales in Armored Vehicles Demonstrate Increased Demand



Direct Commercial Sales (DCS): Team America and the US Brand



**Come to DASA DE&C Early – Let Us Advise,
Assist With Army Technology Transfer Issues**



Direct Commercial Sales (DCS): US Army Export Control Review Process



**Defense
Technology
Security
Administration**

**DASA (DE&C) is the Focal Point for Oversight
of the Army's Export Control Review Process**


Oversees Technology Transfer:

- **Develops US Army Weapon Systems Export Policies**
- **Reviews Munitions Licenses**
- **Supports Direct Commercial Sales**

Army



**DASA
DE&C**



**Program Executive
Offices / Program
Managers**

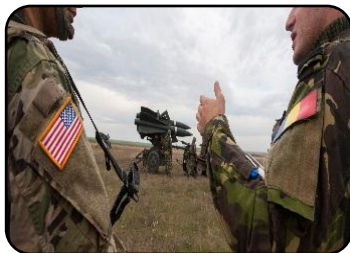
**Army Material Command
(AMC) / Research,
Development & Engineering
Command (RDECOM)**



**Security Cooperation Offices:
In-Country Presence**



**Effective & Enduring
Communications Foster Success**



**Open Door to My Office for
Assistance**



Contact Information



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