



Foreign Military Sales: Update to Industry

**NDIA 2017
Tactical Wheeled Vehicles Conference
16 May 2016**

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



SAMD Mission

**Develop FMS agreements and manage their execution
for TACOM commodities.**

SAMD Vision

The international partner of choice for U.S. Army programs, leading DoD in Security Assistance management with a dedicated, highly skilled workforce. A high performance command, partnered with industry and characterized by a climate of excellence, fairness, and accessibility in a global environment.



Letter of Request



General Info / Special Considerations

- Purchaser
- Related purchases / MOU or MOA
- Commercial negotiations
- Transparency / special reports
- Interoperability
- Acceptance time frame
- International solicitation

Major Item Considerations

- Quantity
- Item identification / description
- Intended end use
- Model / configuration
- Desired delivery date

Acquisition Considerations

- Pre-negotiations
- Sole source
- Offsets

Financial Considerations

- Funding source / availability
- Payment Schedule/Initial Deposit
- Financial Waivers

**Total
Package
Approach**

Services Considerations

- Description / type of service
- Period of performance / location
- DoD or U.S. contractor
- Case/program reviews

Training Considerations

- Type / level of training
- Number / skill level of students
- Proposed location and dates
- DoD or U.S. contractor
- Training program concept

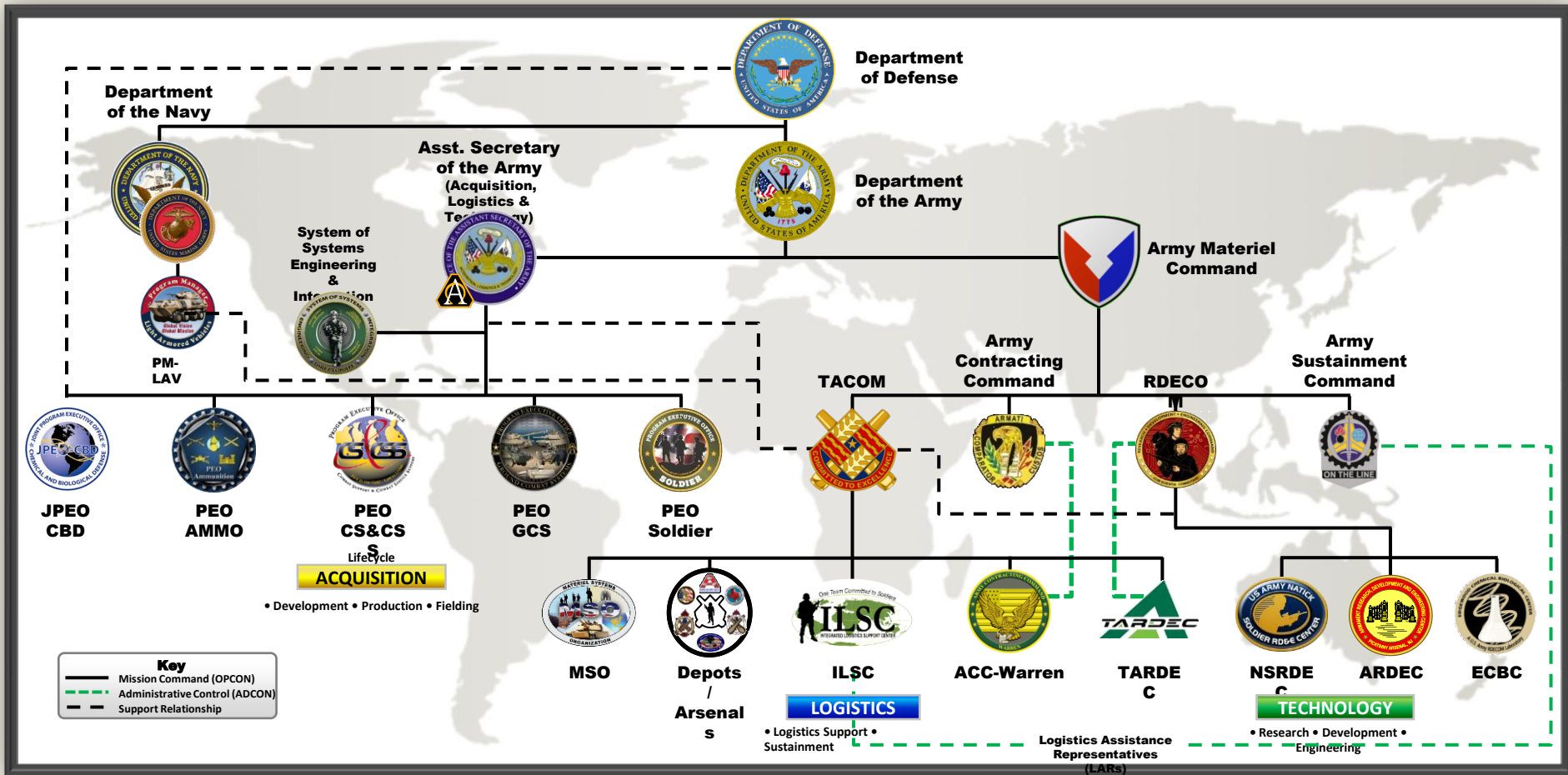
Support Considerations

- Operations Concept
- Maintenance Concept
- Supply Concept
- Initial Spares
- Support Equipment
- Facilities / Site Survey
- Publications
- Transportation
- Warranties
- Follow-on Support

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The Army Team that forms the TACOM LCMC



As of 01OCT16

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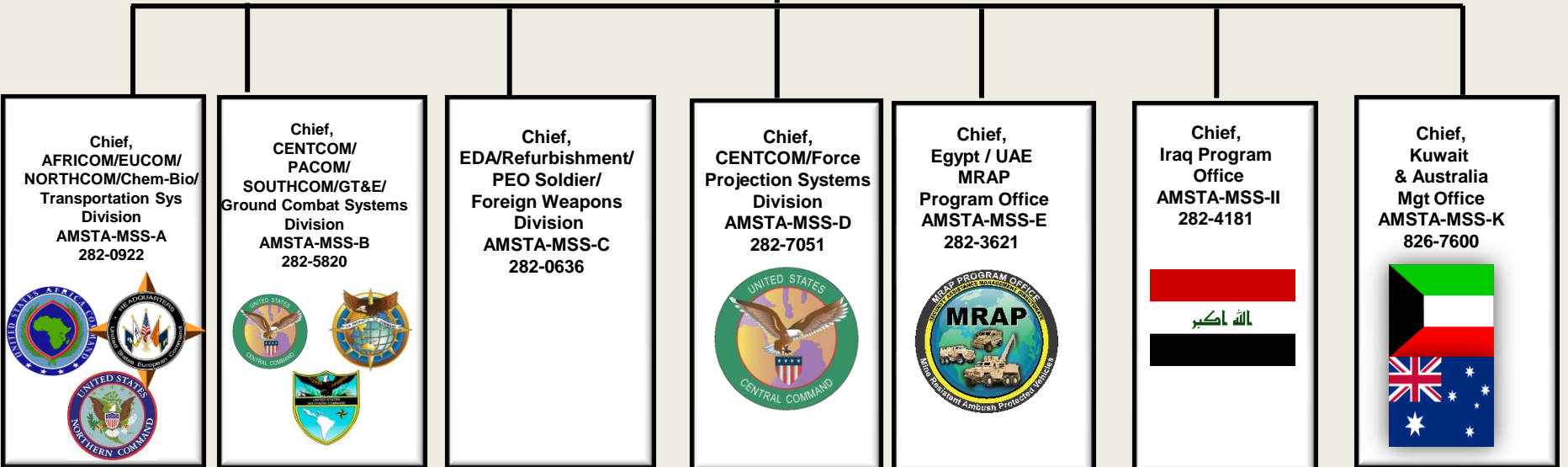
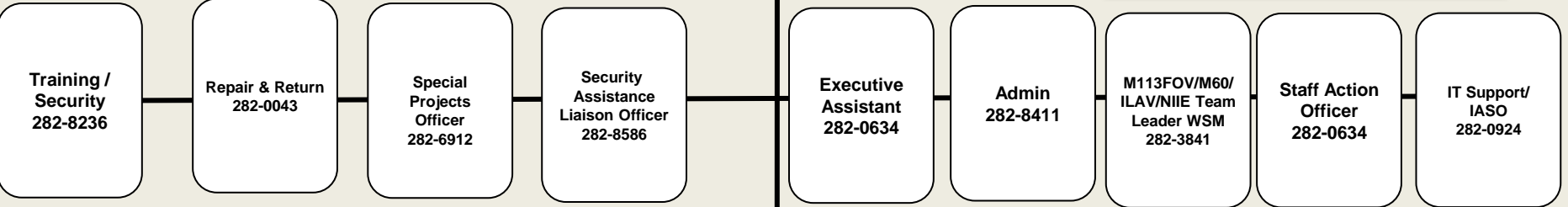
SECURITY ASSISTANCE MANAGEMENT DIRECTORATE (SAMD) (AMSTA-MSS)




Gilbert Liptak
Director
AMSTA-MSS
282-0629

TDA
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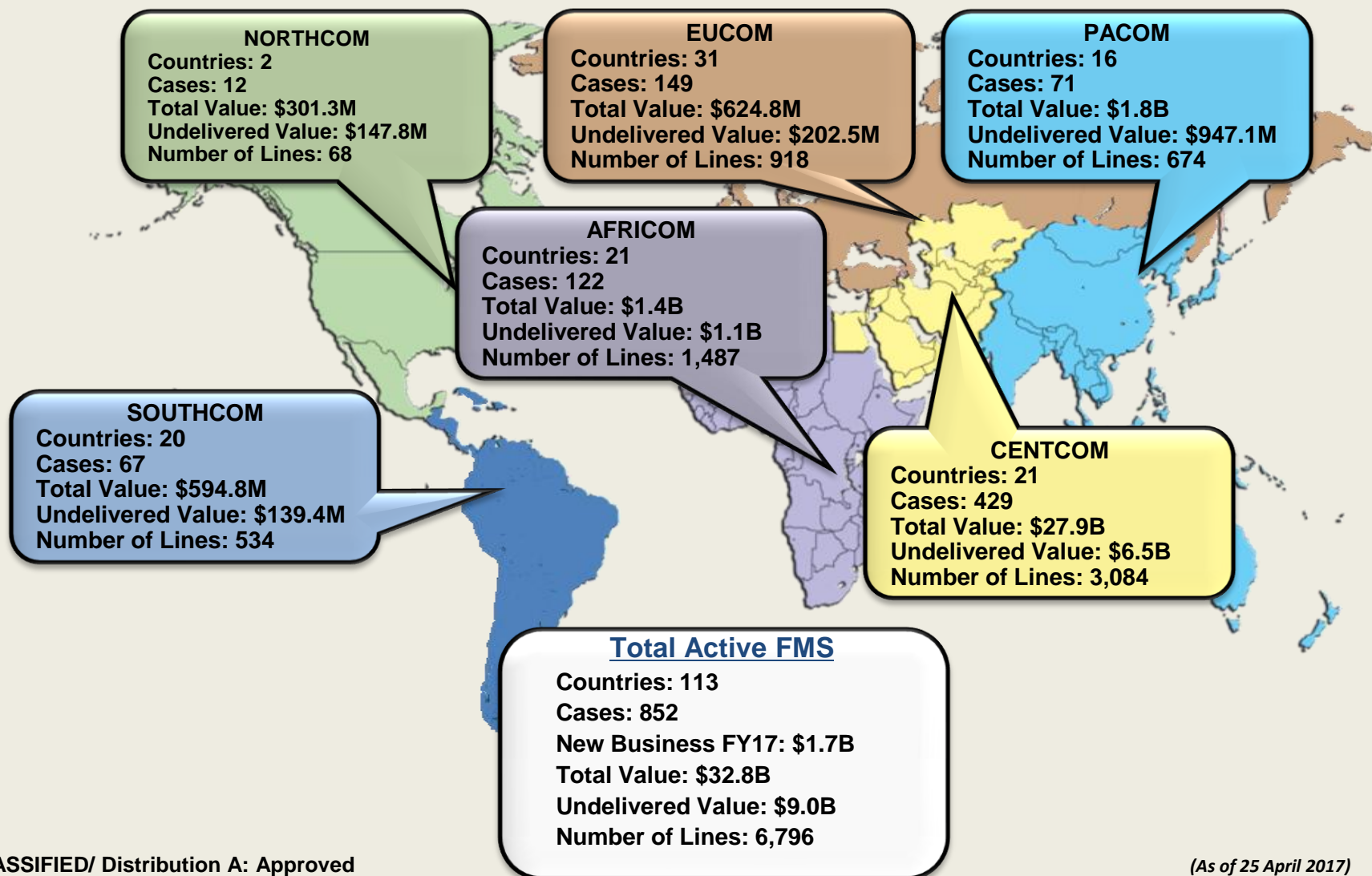

Ground Combat Systems
Foreign Military Sales



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TACOM Army FMS Across the Globe

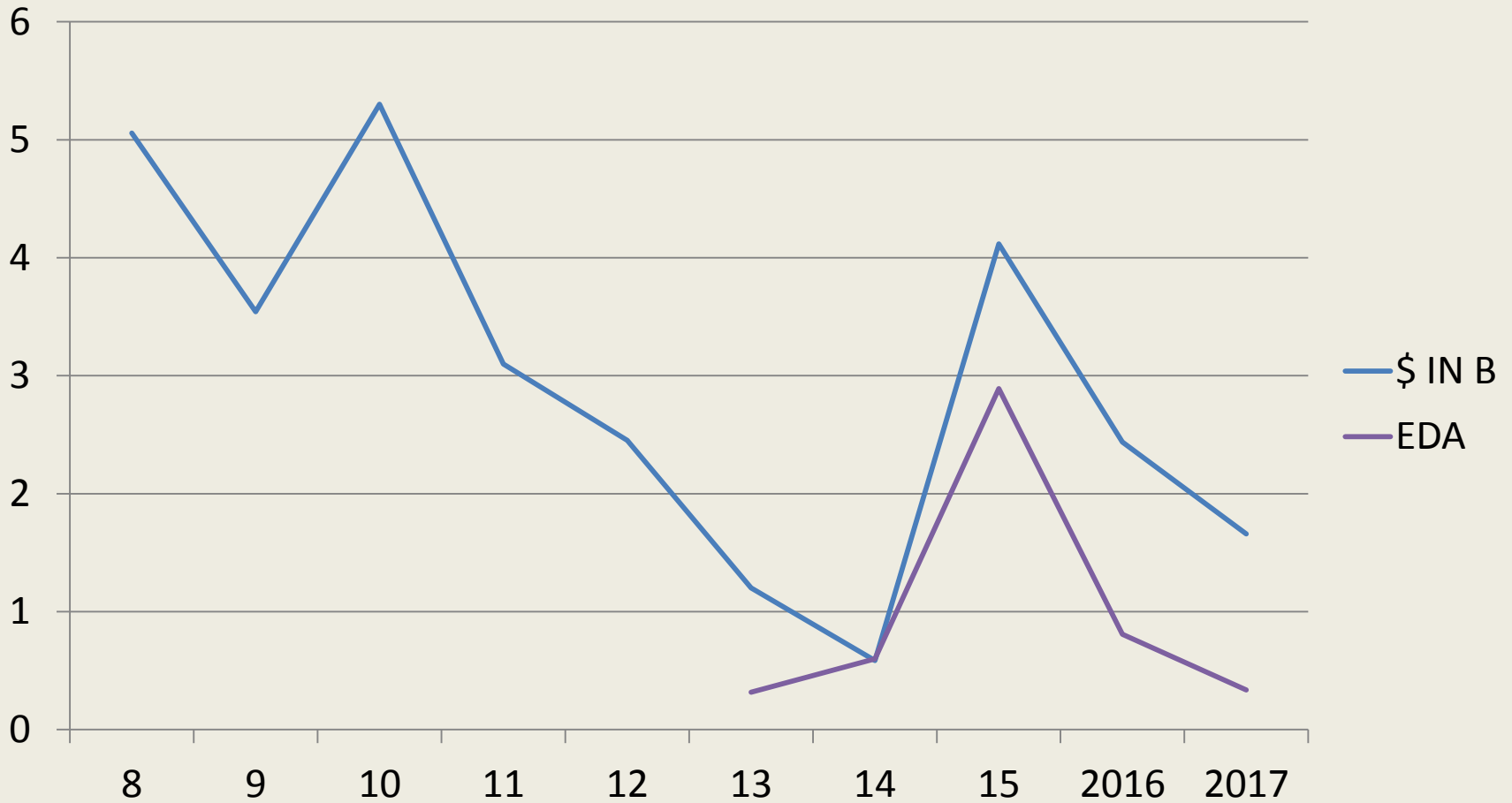


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(As of 25 April 2017)



TACOM NEW FMS BUSINESS BY FY (10 YEAR TREND)



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TACOM WRN FMS Funded Contracts



	FY17 (YTD)		FY16	
FMS Funds	\$334,101,977		\$ 1,865,913,604	
Small Business	\$60,666,383	18.2%	\$207,494,762	11.1%
<i>SB Socioeconomic Categories:</i>				
Small Disadvantaged Businesses (SDB)	\$2,346,863	0.7%	\$28,287,076	1.5%
Woman Owned Small Businesses (WOSB)	\$2,684,099	0.8%	\$8,864,360	0.5%
Service Disabled Veteran Owned Small Businesses (SDVOSB)	\$1,498,540	0.4%	\$3,836,212	0.2%
Historically Underutilized Business Zone (HUBZone) Small Businesses	\$1,057,231	0.3%	\$3,280,121	0.2%
Place of Performance:				
Afghanistan	\$4,045,768		\$81,833,962	
United Arab Emirates			\$186,236,126	
Belgium			\$6,745,064	
Brazil			\$53,868,769	
Canada	\$12,685,362		\$78,292,570	
Egypt	\$744,948		\$2,070,423	
Gibraltar			\$1,271,634	
Great Britain	\$7,953,502			
Croatia			\$1,302,066	
Iraq	\$63,037,044		\$93,432,969	
Korea	\$134,703			
Saudi Arabia	\$3,730,482		\$8,633,545	
United States of America	\$241,770,169		\$1,352,226,476	

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Simplified Nonstandard Item Acquisition Program



Provide Foreign Military Sales (FMS) customers with acquisition of non-standard items (NSI), obsolete and/or commercial under the Simplified Acquisition Procedures (SAP)

NSI = any item without a national stock number or a Commercial Off-The-Shelf (COTS) item



What is SNAP?



The SNAP application supports the U.S. Army Security Assistance Command (USASAC) mission

- Mission was assigned to TACOM in 1990
- Roles formalized by Memorandum of Understanding (MOU) between TACOM and USASAC in 1992

USASAC delegated this mission to Army Contracting Command – Warren (ACC-WRN)

USASAC manages the FMS requirements

- TACOM Security Assistance Management Directorate (SAMD) approves travel and Supply Discrepancy Report (SDR) charges
- TACOM G8 controls SNAP Program funding
- ACC-WRN provides contracting support

ACC-WRN (Systems Office) provides overall program support

SNAP application functions as the acquisition system and contract writing system, from receipt of requisition through payment



Vendors



300 Vendors with Access to SNAP

65 Vendors with Blanket Purchase Agreements (BPAs)

To Quote on SNAP Requirements a contractor:

- Contacts SNAP team, usually through SBA or PM offices
 - Provides organization capabilities
 - Is provided access to the SNAP website
 - Searches requirements by CAGE code and Part Number
 - Submits quote electronically through SNAP vendor website
- POC: Mark Otto, mark.e.otto.civ@mail.mil , (586)282-7291



What I Can/Can't Do For You



- **Office visits: Provide FMS process education**
- **Can advocate for a US solution but not specific producer**
- **Can discuss some details of the case once it clears Congressional Notification**
- **Can identify where a case is in the process**
- **Can't provide a copy of the FMS Case**
- **Can't market your product**
- **Can't give you information that would provide advantage over a competitor**
- **Remain neutral on Direct Commercial Sale vs FMS**
- **Point you in the right direction whenever possible**
- **Provide my opinion based on over 25 years of FMS experience**



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 Cooperation Studies (DISCS)-
<http://www.discs.dsca.mil/>
- Security Assistance Management Manual (SAMM)-
www.samm.dsca.mil/listing/esamm



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Questions???



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Background Information



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FY17 TACOM WRN Top 10 FMS Funded Contractors



Contractor	Location	FY17 Awards (Thru 31 Mar)
NAVISTAR DEFENSE LLC	Lisle, IL	\$ 85,855,261.12
GENERAL DYNAMICS	Sterling Heights, MI & London, ON (Canada)	\$ 75,272,746.43
AM GENERAL LLC	South Bend & Mishawaka, IN	\$ 28,426,449.70
MANTECH ADVANCED SYSTEMS INTERNATIONAL, INC.	Fairfax, VA	\$ 27,477,393.11
CRITICAL SOLUTIONS INTERNATIONAL, INC.	Charleston, SC	\$ 20,541,027.00
TEXTRON INC.	New Orleans, LA	\$ 20,520,235.50
CANADIAN COMMERCIAL CORPORATION	Ottawa, ON (Canada)	\$ 12,625,844.25
BUKKEHAVE, INC.	Fort Lauderdale, FL	\$ 8,755,151.56
DILLON AERO, INC.	Scottsdale, AZ	\$ 8,024,950.52
PEARSON ENGINEERING LTD	Newcastle-UPON-TYNE (GBR)	\$ 7,953,502.00

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FY17 TACOM Warren Top 10 FMS Funded Small Business Contractors



Contractor (SB)	Location	SB Category				FY17 Awards (Thru 31 Mar)
		SDB	WOSB	HZSB	SDVOSB	
CRITICAL SOLUTIONS INTERNATIONAL, INC. Total	Charleston, SC					\$20,541,027.00
BUKKEHAVE, INC. Total	Fort Lauderdale, FL					\$8,755,151.56
DILLON AERO, INC. Total	Scottsdale, AZ					\$8,024,950.52
LOC PERFORMANCE PRODUCTS, INC. Total	Plymouth, MI					\$6,763,588.11
ROSENBAUER AMERICA, LLC Total	Lyons, SD					\$2,080,319.55
SOUTHEASTERN EQUIPMENT COMPANY, INC. Total	Augusta, GA					\$1,656,151.16
ATTOP INTERNATIONAL, LLC Total	City of Industry, CA		X			\$1,227,756.42
COASTAL MECHANICS COMPANY, INC. Total	Houston, TX					\$1,104,347.14
CME ARMA, INC. Total	Miami, FL			X	X	\$958,286.96
AIRTRONIC USA, LLC. Total	Spring Branch, TX					\$840,464.96

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FY16 TACOM WRN Top 10 FMS Funded Contractors



Contractor	Location	FY16 Awards
AM GENERAL LLC Total	South Bend & Mishawaka, IN	\$593,927,697.71
GENERAL DYNAMICS Total	Sterling Heights, MI & London, ON (Canada)	\$378,061,712.85
AUTOMOTIVE MANAGEMENT SERVICES FZE Total	(United Arab Emirates)	\$186,236,133.80
BUKKEHAVE, INC. Total	Fort Lauderdale, FL	\$98,413,861.11
AFGHAN INTEGRATED SUPPORT SERVICES JV Total	(Afghanistan)	\$80,248,756.96
BAE SYSTEMS CONTROLS INC. Total	Anniston, AL; Johnson City, NY; Santa Clara, CA; Sealy, TX; York, PA	\$80,046,021.07
CANADIAN COMMERCIAL CORPORATION Total	Ottawa, ON (Canada)	\$77,953,623.72
TEXTRON INC. Total	New Orleans, LA	\$57,229,380.75
OSHKOSH DEFENSE, LLC Total	Oshkosh, WI	\$56,761,633.21
NAVISTAR DEFENSE LLC Total	Lisle, IL	\$27,728,209.29

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FY16 TACOM WRN Top 10 FMS Funded Small Business Contractors



Contractor (SB)	Location	SB Category				FY16 Awards
		SDB	WOSB	HZSB	SDVOSB	
BUKKEHAVE, INC. Total	Fort Lauderdale, FL					\$98,413,861.11
SHORELINE AEROSPACE LLC Total	Fort Lauderdale, FL	X				\$26,927,239.07
CRITICAL SOLUTIONS INTERNATIONAL, INC. Total	Charleston, SC					\$24,808,914.61
LOC PERFORMANCE PRODUCTS, INC. Total	Plymouth, MI					\$7,928,056.00
ACROW CORPORATION OF AMERICA Total	Parsippany, NJ					\$5,795,060.00
FEDERAL DEFENSE INDUSTRIES, INC. Total	Moorpark, CA					\$3,777,047.80
ATTOP INTERNATIONAL, LLC Total	City of Industry, CA		X			\$3,298,098.44
NMC/WOLLARD, INC. Total	Eau Claire, WI					\$3,248,771.87
AIRTRONIC USA, LLC. Total	Spring Branch, TX					\$3,216,988.92
CME ARMA, INC. Total	Miami, FL			X	X	\$3,216,649.52

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SNAP Workload



FY 2017 (through 2 nd quarter) Requisitions received	5,925
Total requisition awarded	4,237
Total dollar awarded.....	\$25,419,280

FY 2016 Requisitions received	10,281
Total requisition awarded.....	8,681
Total dollars awarded.....	\$78,500,000

FY 2015 Requisitions received	21,464
Total requisition awarded.....	16,896
Total dollars awarded.....	\$102,720,030

FY 2014 Requisitions received	18,993
Total requisition awarded.....	15,986
Total dollars awarded.....	\$64,029,500