

FMS Logistics and Transportation

Types of requisitions, diversions, status reports, system support buyout, repair programs, transportation systems and tracking, supply discrepancies.

Speaker: Ms. Joanne Hawkins, DISAMLOR requirements and LOR development focusing on customer actions that can speed or slow the overall case development.

Types of cases initiated by LORs

Joanne Hawkins

Ms. Joanne Hawkins is an Associate Professor who has been teaching at the Defense Institute of Security Assistance Management since 1992. She is a retired Army logistician. She is the coordinator for logistics instruction at DISAM and developed the Logistics Support Course (SAM-CS). Mrs. Hawkins is the author of the MAPAD User's Guide for FMS Customers, the Freight Forwarder Selection Guide for FMS Customers, and the User's Guide to the Military Standard Requisition and Issue Procedures for Foreign Military Sales. Mrs. Hawkins holds a Master of Education degree from Campbell University, North Carolina and a Master of Science degree in Administration from Central Michigan University. She is currently pursuing a Ph.D. in Education with Capella University, Minneapolis.

Logistics Support of International Programs

Logistics Topics

Types of Requisitions

Status Reports

System Support Buyout

Repair Programs

Transportation Systems

Transportation Tracking

Discrepancies

FMS Customer's Embassy Logistics Responsibilities (1)

Plan for materiel deliveries early in the LOR development process.

Identify the mark-for location during LOA acceptance.

Ensure delivery addresses in the MAPAD are accurate.

Transportation Planning at the Pre-Case Phase

Outlining Available Methods of Movement:

The IA will consult the FMS customer to determine the following:

Do they have a freight forwarder?

What type of freight is the freight forwarder qualified and cleared to handle?

What are the FMS customer delivery method preferences for particular types of material?

What military and commercial ocean and air ports are available in-country?

Results of the FMS Customer analysis and COCOM coordination will define the options and preferences available for the commodities being purchased



Military Assistance Program Address Directory (MAPAD)

**Addresses of country representatives,
freight forwarders, customers-within
country**

**Special instructions requiring clear text
statement or multiple instructions**

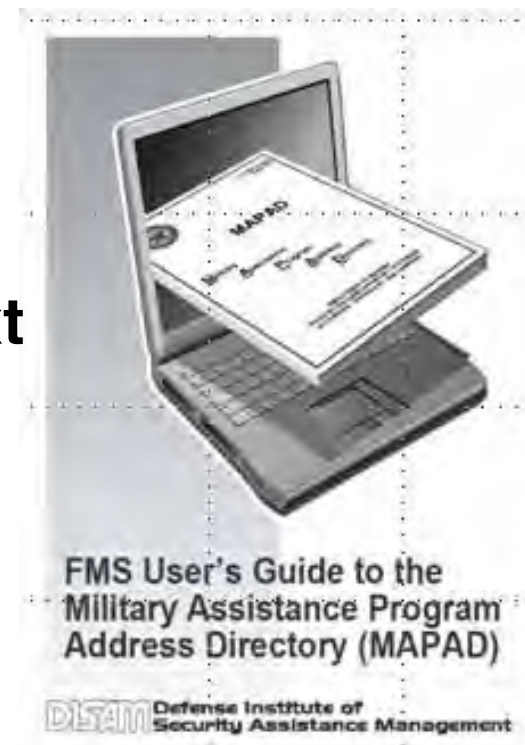
Customer transportation preferences

APOD/WPOD

Effective/Deletion dates

Automated file:

<https://www.transactionservices.dla.mil/DAASINQ/default.asp>



Logistics Communications

Input/Output:

SCIP

AFSAC Online

STARR/PC

ILCS/DAMES



DLA
*Transaction
Services*

**FMS
Customer**



ILCOs →



MILSTRIP Documents



Requisition documents

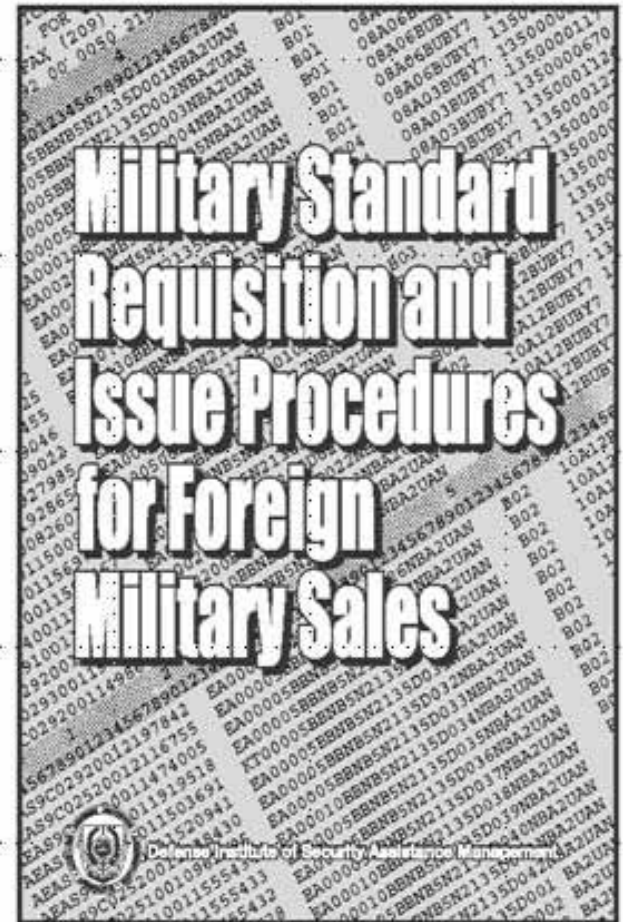


Status documents



Shipping documents

Typical MILSTRIP documents



JANUARY 2011

Appendix B

Active Requisition Detail

Active Requisition Detail
There are 40 open or just shipped requisitions within last 90 days

Requisition Number	Suffix	NSN/Part/Reference Number
DBNB5V91381701	*	5998012636768HY

Total of 40 Active Requisitions

Requisition Information

Document Identifier	A01
Routing Identifier	FHZ
Case Line Number	001
Requisition Number	DBNB5V91381701
Requisition Number Suffix	*
NSN/Part/Reference Number	5998012636768HY
Nomenclature	---
Project Code	---
Mode of Shipment	---
Transportation Control Number	*
Advice Code	---
Contract Number	---
Supplementary Address	DA3KCC
Priority	3

Requisition Key Dates

Date Established	05/20/2009
Follow-up Trigger Date	---
Required Availability/Delivery Date	---
Estimated Ship Date	12/30/2010
Date of Shipment	---
Date Sent to Source of Supply	05/20/2009

Use the Drop Down Arrow to see all the requisition data



Active Requisition Detail

Requisition Number	Suffix	NSN/Part/Reference Number	TCN
DBNB5V91381701	*	5998012636768HY	*
DBNB5V91381701	*	5998012636768HY	*
DBNB5V91381924	*	5980010511179EH	*
DBNB5V91393005	*	29150065519330J	DBNB5V91393005XXX
DBNB5V91401901	F	4310011281655	DBNB5V91401901FXX
DBNB5V91401907	*	5950010818113	*
DBNB5V91401908	*	5961012093719	*
DBNB5V91401909	*	4130001393372TG	*
DBNB5V91401911	*	5995010855638ZR	*
DBNB5V91401912	*	5330010866814	*
DBNB5V91402003	*	1560010388391XJ	*
DBNB5V91412000	*	6210010441630SX	*
DBNB5V91412001	*	6210011280932SX	*
DBNB5V91412022	*	4710007353217SX	*
DBNB5V91421902	*	4130001393372TG	*
DBNB5V91421910	*	5330004792847SX	*
DBNB5V91423006	B	5945010859952	DBNB5V91423006BXX
DBNB5V91423008	*	4730001694743SX	*
DBNB5V91441900	*	5985004955600	DBNB5V91441900XXX
DBNB5V91441902	*	4310011281655	DBNB5V91441902XXX
DBNB5V91442000	*	1560010388391XJ	*
DBNB5V91452000	*	5999010505609EH	*
DBNB5V91461756	*	6140011103855SX	*
DBNB5V91461762	*	1560007019924GA	*
DBNB5V91482001	*	8405000379234	*
DBNB5V91482002	*	8405000379274	*
DBNB5V91591900	*	4440010973935	*
DBNB5V91591901	*	4440010973935	*
DBNB5V91602000	*	1560011079849XJ	*
DBNB5V91961700	*	5305000500356SX	*
DBNB5V92101619	*	4730007003455SE	*

Unit of Issue EA
Quantity 10
Fund Code 4F
Distribution Code N

1. If Unshipped, will have * in TCN
2. If SHIPPED will have TCN #



Active Requisition Detail

Requisition Number	Suffix	NSN/Part/Reference Number
DBNB5V91381701	*	5998012636768HY

Total of 36 Active Requisitions

By clicking on the Case Line Number, you will be taken directly the Case Line report for the applicable line

Requisition Information

Document Identifier	1	A01
Routing Identifier		FHZ
Case Line Number		001
Requisition Number		DBNB5V91381701
Requisition Number Suffix	2	*
Quantity Requested		10
Quantity Shipped		---
Quantity Open		10
Quantity Canceled		---
NSN/Part/Reference Number		5998012636768HY
Nomenclature		---
Project Code		---
Mode of Shipment		---
Advice Code		---
Cognizance Symbol		---
Contract Number		---
Supplementary Address	3	DA3KCC
Priority		3
Transportation Control Number		*

Requisition Key Dates

Date Established	05/20/2009
Follow-up Trigger Date	---
Required Availability/Delivery Date	---
Estimated Ship Date	12/30/
Date of Shipment	---
Date Sent to Source of Supply	05/20/

Funding

Unit of Issue	EA
Fund Code	4F
Distribution Code	N
Signal Code	L
Unit Price	\$1,126.00
Extended Price	---
Current Status Code	4
Current Status Date	09/12/2009

Typical Questions:

1. What is the meaning of the *Routing Identifier*?
2. Is this a complete shipment?
3. Is a *Notice of Availability* required?
Hint: Supplementary Address
4. What is the current status (if OPEN)?



Non-Standard Items



System Support Buyout (SAMM C6.4.8.)

FMS purchaser should have at least 2 years to place final order for secondary/support items for systems being phased out of DoD.

Items with demands in the previous 4 years may be retained in reserve for FMS requirements.

Items with no demands for 4 years may be processed for disposal.

Nonstandard Item Support

Nonstandard Items - Contractor Supported

PROS (Parts & Repair Ordering System) used by Air Force, Navy and Army; provides nonstandard spares and maintenance support

Nonstandard Items - Service Supported

SNAP (Simplified Nonstandard Acquisition Process) used by Army; provides ground systems, communications nonstandard spares, and UH-1 helicopter spares

Parts and Repair Ordering System (PROS)

- **AFSAC developed and executed program to support logistics requirements for 90+ FMS customers; over 21 years of support**
 - **Over 125K requisitions generating over \$900M total sales supported during the last 4+ years**
 - **Tri-service program**
 - **Supply Discrepancy Rate <1% life of contract**
 - **Contract Period of Performance: 5 Dec 06 – 4 Dec 11 (will be extended to 4 Jun 12 for selection of PROS IV contractor)**
- **PROS provides support for a wide range of nonstandard and hard-to-support standard items**



Supply:

To Purchase Spares and End Items

Maintenance:

To Contract For: Repairs, Overhauls, Upgrades, Modifications, and Calibration/Testing of Items



Task Orders:

To Provide Studies, Analysis, And Technical Services



PROS Portfolio

5 Dec 06 – 31 Aug 11

	Supply	Repair	Task Orders	P & A	Total
Total Requisitions	103,485	22,082	49	117	125,733
NMCS	3,550	626	0	0	4,176
Urgent	49,204	20,496	0	0	69,700
Routine	50,731	960	49	117	51,857
Total Open/Unshipped	7,942	2,884	8	8	10,842
Total Shipped	61,676	9,371	0	0	71,047

Worldwide Warehouse Redistribution Services (WWRS)

WWRS is designed to:

Reduce FMS customers' excess inventories of secondary and support items (Non-SME).

Provide access to materiel at reduced cost.

Reduce lead time through redistribution of assets instead of new procurement.

Enable sellers to purchase needed FMS assets with the proceeds.

Tri-service program.



Worldwide Warehouse Redistribution Services (WWRS)

Virtual warehouse on the Internet.

Open to all FMS customers.

Seller establishes price.

8.5% fee based on extended value.

Fee is capped at \$40,000.

Requisitions are “fill or kill”.

Requisition against blanket order case.

**Original source of materiel must be under
AECA.**

Worldwide Warehouse Redistribution Services (WWRS)

- An AFSAC developed and executed program
- A *Virtual* Warehouse Designed to Transfer Excess Serviceable Spares/Support Equipment from FMS Countries to fill FMS/USG needs

- Established 1998
- Over 28,000 Orders (\$110M+)
- Prices Average 28% Below DoD
- 60 Buyers/29 Sellers
- Supply Discrepancy Rate < 1.0%
- Delivery Average 70 Days
- Tri-Service Program



WWRS Portfolio

Pricing Category (Stoplight)	Inventory Line Items	% of Total Items	WWRS Value
< DoD Price	322,363	87.4%	\$1,575,022,707
= DoD Price	39,162	10.6%	\$315,210,983
> DoD Price	7,203	2%	\$160,025,963
TOTALS	368,728	100%	\$2,050,259,653

- WWRS Annual Conference 12-14 December
- WWRS is currently engaged in adding two new sellers
- In-transit Inspection point re-compete (Current contract expires 31 Dec 11)

Matériel Return Concepts

Repair & Return

Defined Order or Blanket case

Same item returned

Actual repair cost

Offered by all Services

Repair & Replace (AF), Direct Exchange (A), Reparable Item Replacement Option (N)

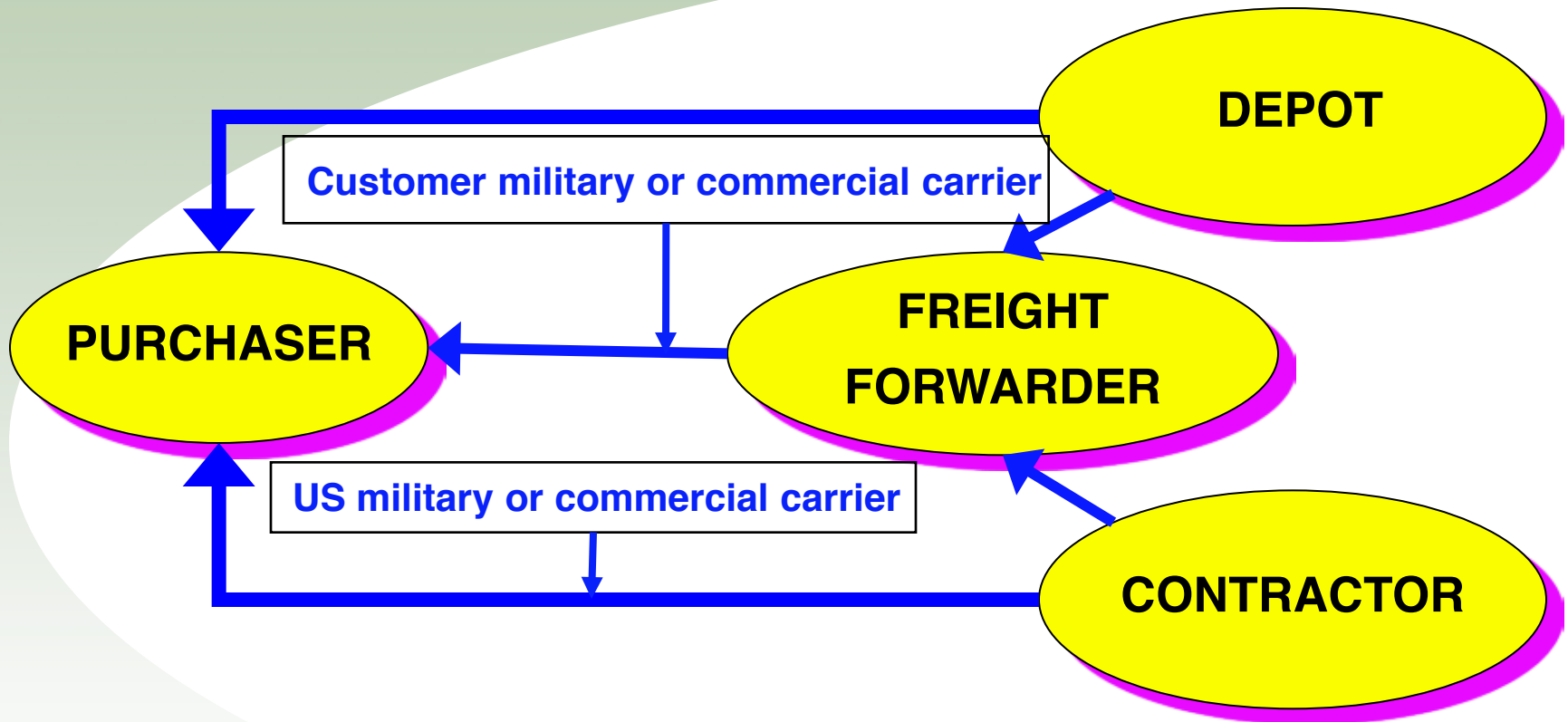
CLSSA or Blanket case

Like item returned

Average repair cost

Not offered by USMC

FMS Materiel Movement



The Defense Transportation System (DTS) (SAMM C7.6)

DTS is any transportation that is arranged by the DoD.

All transportation is paid by the FMS customer

Included in item price or

Charged to a line on the LOA

FMS Customer's Embassy Logistics Responsibilities (2)

**Provide annual certification of your
freight forwarder to DoS/DDTC**

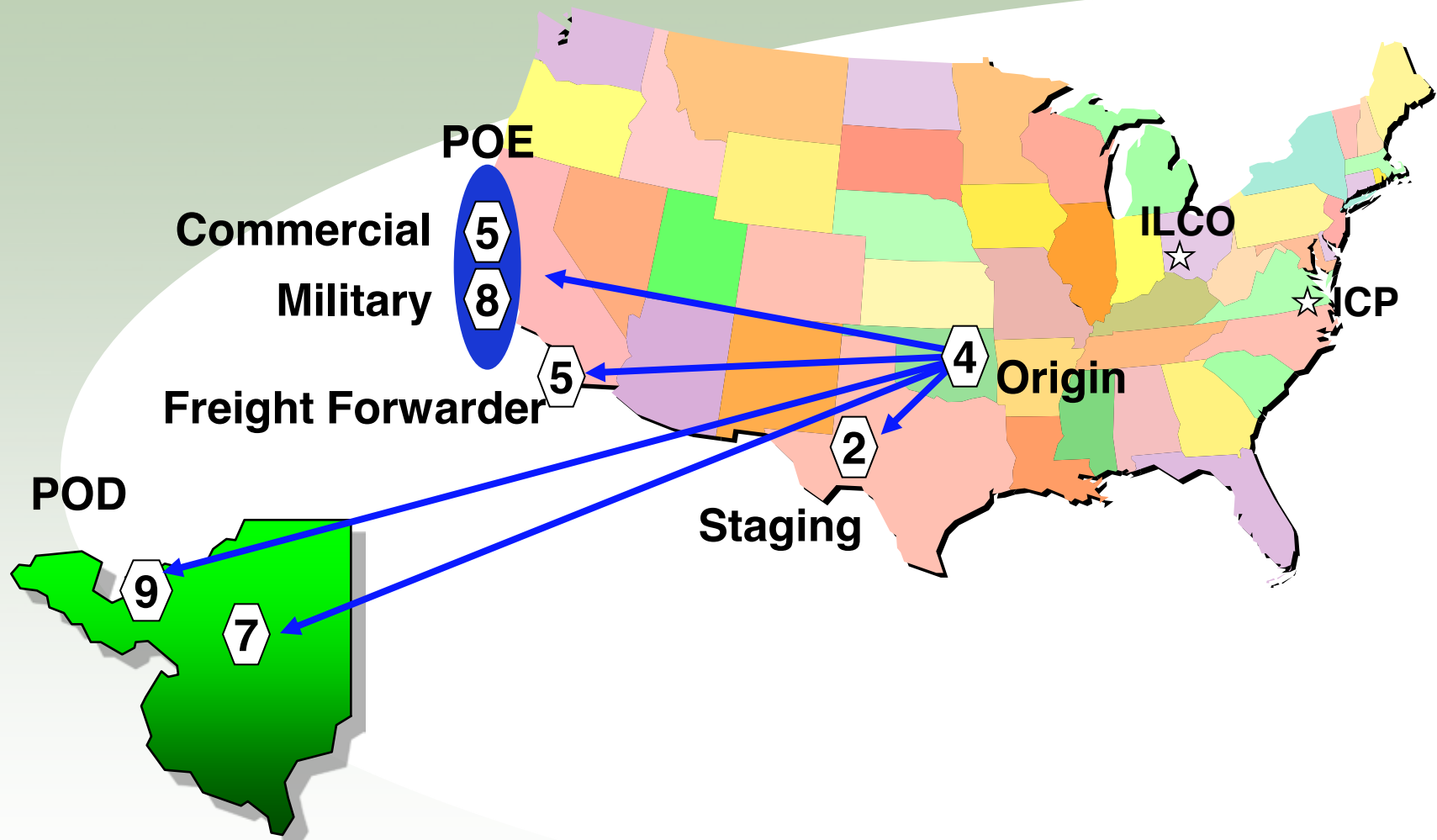
**Receive and respond to notices of
availability for classified shipments**

**Provide customer input on transportation
plans for classified and sensitive item
shipments**

**Serve as customer POC on CAA
applications for shipments of explosives
back to the US**



FMS Delivery Term Codes



FMS Transportation Policy ***(SAMM C7.7)***

Notice of Availability Required

Classified shipments, regardless of DTC (either by DD1348-5 or by other formal written notification)

Government-to-government basis

Sensitive, hazardous, dangerous cargo shipments on DTC 4, 5 or 8

Through CONUS sea or aerial port facilities controlled by DoD

Delivery on board ship/aircraft, CONUS port of embarkation

Oversized shipments to freight forwarder on DTC 4 or 5

10,000 lbs or greater

Classified Shipments

(SAMM C7.16)

Requires approved transportation plan with LOA, for initial outbound shipment AND returning material.

Transportation plan must be reviewed and amended with every LOA amendment or modification

Freight Forwarder (if used) must be cleared by Defense Security Services

NOA must be sent to FMS purchaser's embassy/consulate in US

Response must come from purchaser's embassy/consulate (foreign government representative, not freight forwarder)

Movement of Sensitive Arms, Ammunition & Explosives

DoD is permitted to use its own EX numbers for one-time movement of explosives of FMS material via DTS from CONUS point of origin to the point where the FMS customer takes physical possession of the material.

Movement of explosives by the FMS customer to, within or from the US requires a Competent Authority Approval (CAA) by the US DoT in the form of a country-specific EX-number granted to the [FMS customer's CA](#).

FMS customer must obtain CAAs from third-country CAs if explosives will transit other countries.

Search Results

(Maximum 100 records returned)



ENHANCED FREIGHT TRACKING SYSTEM

[Home](#) [Dashboard](#) [Search](#) [Metrics](#) [Reports](#) [My Profile](#) [Help](#)

Search

[\(change search criteria\)](#)

Search Results (21 records)

Shipment Identifier	Identifier Type	Country	Case	Service	CSD
DZZ25570290096AXX	TCN	ZZ	SEN	D	D
DZZ45V43160025XXX	TCN	ZZ	KDZ	D	D
DBNH5V70520125AXX	TCN	BN	KCS	D	D
DBNH5V63552330AXX	TCN	BN	KCL	D	D
DBNH5V7065H019AXX	TCN	BN		T	D
DBNH5V72340026XXX	TCN	BN		T	D
DBNH5V7131H001XXX	TCN	BN	KCQ	D	D
DBNH5V51371014XXX					
DBNE548030A001XXX					
DBNH5V7013H028XXX					
DZZ25563210073BXX					
DBNH5V7236H008XXX	TCN	BN	KCS	D	D
DXX75V7096H001XXX	TCN	XX	KDB	D	D
DBNH5V70680856XXX	TCN	BN	KCS	D	D
DBNHE451264912AXX	TCN	BN	MIB	D	D
DBNH5V7034H027XXX	TCN	BN	KCS	D	D
DXXE5470995222XXX	TCN	XX	NCS	D	D
DBN35V72712250BXX	TCN	BN	KCL	D	D
DBNH5V7217H033XXX	TCN	BN	KCL	D	D
DBNH4461102361AXX	TCN	BN	EBT	D	D
DBNS5V7250H017XXX	TCN	BN	KCM	D	D

Select a Shipment Identifier (TCN)

TCN Details



Home Dashboard Search Metrics Reports My Profile Help

TCN Details

TCN: DBNH5V63552330AXX

10/24/2007	N/A	N/A	10/31/2007	11/20/2008	11/20/2008	12/1/2008	11/24/2008	N/A	N/A
Origin	Stg. CONUS	Stg. CONUS	FF/POE	FF/POE	FF/POD	FF/POD	Staging	Staging	Country
Depart	Arrive	Depart	Arrive	Depart	Arrive	Depart	Fed. Arrive	Fed. Depart	Final

+ Status Milestones

+ Requisitions

+ Transportation Documents

+ Contents

+ Consolidation Summary

+ Full Status Listing

+ Comments

Movement Indicator

Use + Drill Down Menu to see detailed data

Enhance

TCN Details

TCN: DBNH5V63552330AXX



Status Milestones

Date Activity Type Event Location Type Final Destination

12/1/2008	SUU	Actual	Depart	Point of Debarkation		
Source: EFTS_GTN_DETAIL_MVMT_SUMMARY () No Comments Available.						
Details						
11/24/2008	W62G2T	Actual	Arrive	In Country Staging		
11/20/2008	ZZZ	Actual	Arrive	Point of Debarkation		
11/20/2008	YYY	Actual	Depart	Point of Embarkation		
10/24/2007	SW3124	Actual	Depart	Shipment Origin		
10/3/2007	DBN007	Actual	Arrive	Point of Embarkation		

Activity = Ports

Requisitions

- DBNH5V63552330A
Country: BN
Case: KCL
Service: AirForce
CSD: AirForce
Document Number: DBNH5V63552330A
Distribution Code: N01
Nomenclature: SCREW,MACH
Product ID: 5305004655851
Product Type: NSN
Requested Quantity: 92
Supplementary Address Code: DA7KCL
Unit Price: 12
Events
No Unique Items Available.
- DBNH5V63552330*

Two Partial Shipments

Transportation Documents

- Transportation Documents

- Commercial Tracking Number (9999919012376170257830)

Delivery Location: DBNH00

Standard Carrier Alpha Code (SCAC): FDEG

Quantity: 92

Weight: 1

No Comments Available.

+ Events

+ Commercial Tracking Number (9999258154)

**Commercial/GBL Tracking
Numbers**

- Contents

- Items

- NSN: 5305004655851

[Search/View in WebFLIS](#)

Nomenclature: SCREW,MACH

Quantity: 92

Commodity Code: BZ

Product Description: SCREW,MACH

Product ID: 5305004655851

**WebFLIS Catalog Data
Access Available. Just a
CLICK away**

- Consolidation Summary

This shipment is NOT contained in another shipment.

This shipment does NOT contain other shipments.

- Full Status Listing

<u>Date</u>	<u>Activity</u>	<u>Type</u>	<u>Event</u>	<u>Mode</u>	<u>Location</u>	<u>Type</u>	<u>Final Destination</u>
+ 12/1/2008	ZZZ	Actual	Depart		Point of Debarkation		
+ 12/1/2008		Actual	Depart				
+ 12/1/2008		Actual	Depart				
+ 12/1/2008		Actual	Depart				
+ 12/1/2008	ZZZ	Actual	Depart		Point of Debarkation		
+ 12/1/2008	ZZZ	Actual	Depart		Point of Debarkation		
+ 11/24/2008		Actual	On Hand				
+ 11/24/2008		Actual	On Hand				
+ 11/24/2008	W62G2T	Actual	Arrive		In Country Staging		
+ 11/24/2008	W62G2T	Actual	Arrive		In Country Staging		

Types of Discrepancy Reports available to FMS Customers

Supply discrepancies
Product quality deficiencies
Financial discrepancies

Supply Discrepancy Report ***(DoD 4000.25-M, vol. 2, C17)***

The SF364, Supply Discrepancy Report (SDR), is a catch-all document, filed by the FMS customer, to report virtually any problem associated with packing, shipping, billing, quality, quantity, product expiration and incorrect item receipt.

Criteria: Time

**Claim must
be submitted
within one
year of title
transfer!**

SAMM C.6.4.11.1

Letter of Offer and Acceptance

“Any claim (except for non-shipment/ non-receipt of entire lot) received after 1 year from passage of title to article or scheduled performance of service are disallowed unless the USG determines that circumstances involving latent defects justify consideration. (LOA para 5.4)”

Criteria: Value

**Claim must
have a value of
at least \$200,
including
transportation
and PC&H!**

SAMM C.6.4.11.2

Letter of Offer and Acceptance

***“DoD will not accept claims related
to items of \$200 or less for
overages, shortages, damages, non-
shipment, or non-performance.”
(LOA para 5.4)***

[DSCA Policy 03-15]

Warranties

SAMM C6.3.8

The SDR process IS NOT a warranty. The SDR process is a method for the FMS customer to obtain warranted service from the contractor.

Manufacturers may provide an expressed performance warranty with delivery of the material. The SDR can be used to exercise the warranty clauses.

If the manufacturer does not normally provide a warranty, the USG will attempt to procure warranties requested by the purchaser. The purchaser will be charged for the cost of special warranties and for costs to exercise special warranty rights.

If a warranty is expressed, the SDR period is equal to the warranty period (DLAI 4140.55 para. E.5(a)).

Material needing repair or replacement must be received by the contractor prior to warranty expiration.



Logistics Support of International Programs

Training

Overview of U.S. training policies and programs and the importance of U.S.-customer collaboration during planning. Specific training considerations for FMS aircraft cases.

Aaron Prince

Mr. Aaron Prince is an Assistant Professor at DISAM. He has a Master's Degree in Information Resource Management from Central Michigan University. He has been a DISAM instructor since March 2001 specializing in International Training Management and is currently the Functional Coordinator for International Training at DISAM. He also works closely with the software developers of the various automation systems that support the International Training Community.

Col Scott Seavers

Colonel Scott D. Seavers is Commander of the Air Force Security Assistance Training (AFSAT) Squadron, Randolph Air Force Base, Texas. AFSAT is responsible for all USAF-sponsored international training. Each year over 6,500 students from more than 135 nations are trained in the United States and abroad. AFSAT executes an annual budget of over \$350 million and has more than \$3.8 billion in open foreign military sales contracts. Colonel Seavers has commanded an operations squadron and served on the Seventh Air Force and Headquarters Air Staffs. While at the Air Staff, Colonel Seavers was the Chief of Security Assistance Policy and International Training and Education Division for the Secretary of the Air Force, International Affairs. Colonel Seavers was most recently the Deputy Director, International Affairs, Headquarters Air Education and Training Command.

International Training Management

Getting a Student to Training



Greeted by IMSO
at schoolhouse.



Host Nation
determine
requirements



Screen & Prep
Student. SCO Create
ITO.



Contact SCO



MILSVC Authorize Tng

STL



SCO notify MILSVC
Training Agency:

Getting a Student to Training

Security Cooperation Education & Training Working Group (SCETWG) (Planning for Training at least 2 years out.)

Who?

Country A

SCO

- ECL (English)
- Medical Screening
- Human Rights Vet
- Security Screening
- PT Test

When?

- ☞ Mar-May each year 5-8 days
- ☞ PACOM - Mar
- ☞ CENTCOM - Apr
- ☞ EUCOM - Apr
- ☞ AFRICOM - May
- ☞ NORTHCOM/SOUTHCOM - May

Where?

- ☞ PACOM - Asia
- ☞ CENTCOM - Tampa Bay, FL
- ☞ EUCOM - Garmisch, GE
- ☞ AFRICOM - Garmisch, GE
- ☞ NORTHCOM/SOUTHCOM - Miami, FL

**What
and
Why?**

- ☞ Review and Coordinate CETPP
- ☞ Briefings on training policy issues, programs, and planning issues
- ☞ Finalize budget year training program
- ☞ Review out year training program
- ☞ Provide specialized instruction for SCOs, as needed



EUCOM SCETWG

MIL

State

DSCA

DISAM

Defense

Schools

Component
Commands

Host Nation Responsibilities!

**Determine training requirements
at least 2 years out.**

Select the appropriate student.

Leadership potential

Utility/Retainability

Ability to train others

Meet Requirements of the course

**Provide Student's Information to SCO
as soon as possible!**



Host Nation Responsibilities

Medically Screen Students.

Requirements in DSCA Policy 09-42

<http://www.disam.dsca.mil/itm/>

**Functional Areas > Health Affairs > Medical
Screening: DSCA Policy 09-42**

Ensure students have Healthcare Coverage.

Requirements in DSCA Policy 11-32

<http://www.disam.dsca.mil/itm/>

**Functional Areas > Health Affairs > Healthcare
Coverage: DSCA Policy 11-32**

Host Nation Responsibilities

Healthcare Coverage

If it is an FMS case:

**Foreign Government Indemnification
(Student and Dependents?)**

**Line item on the FMS Case
(Does it cover Student and Dependents?)**

**RHCA and NATO/PfP SOFA
(Cannot be only means of coverage)**

Commercial Healthcare Insurance

Int'l Training Management Web Site (ITM)

<http://www.disam.dsca.mil/itm>

References
Policy Memos
Messages
Training Programs
Automation
State Dept
MILDEP/MILSVC
COCOM
DLIELC
SCO
IMSO
IMS
Functional Areas



DISAM International Training Management

Search

The intent of the website is to provide international training managers at all levels of management within the DoD environment access to: articles, messages, references, publications, training lessons/exercises, website information, IMSO and SCO documents and other valuable tools used by Security Assistance training managers.

— NEW ITEMS — NEW ITEMS —

Army IMSO Desk Top Reference guide (Jan 2011)
Go to: IMSO >> Army IMSO >> Army IMSO Desk Top Reference

New 'Joint Security Cooperation Education and Training' regulation (JSCET) effective 3 Feb 2011. Replaces the 'Joint Security Assistance Training' regulation (JSAT).
Go To: JSCET

CTFP FY11 Program Allocations (Jan 2011)
Go to: ITM > S.C. Training Programs > CTFP FAQs > See FY11 CTFP Program Allocations

Calendar Year 2011 IMS Holidays (Dec 2010)
Go to: Messages >> CY11 Holidays for IMS > SCA, Dec 10)

Revised DSCA Policy on Student and Dependment Employment (Dec 2010)
Go to: ITM >> DSCA Policy Memos >> Training Policy Memos >> 2010 >> 10-72: Revision of Student and Dependment Employment

Revised Army FY11 Cancellation Penalty Policy.
Go to: Messages >> FY11 Army Cancellation Penalty Policy (SATP) >> 10)



**New
Items**

International Training Management



Develop America's Airmen Today ... for Tomorrow

DMAG FMS Orientation

5 October 2011

***Building Partnerships through
International Training and Education***

Presenter:

Col Scott Seavers – AFSAT/CC

Aim High...Fly-Fight-Win



Our Task



Develop America's Airmen Today ... for Tomorrow

***Executive Agent for all
USAF sponsored
international training***

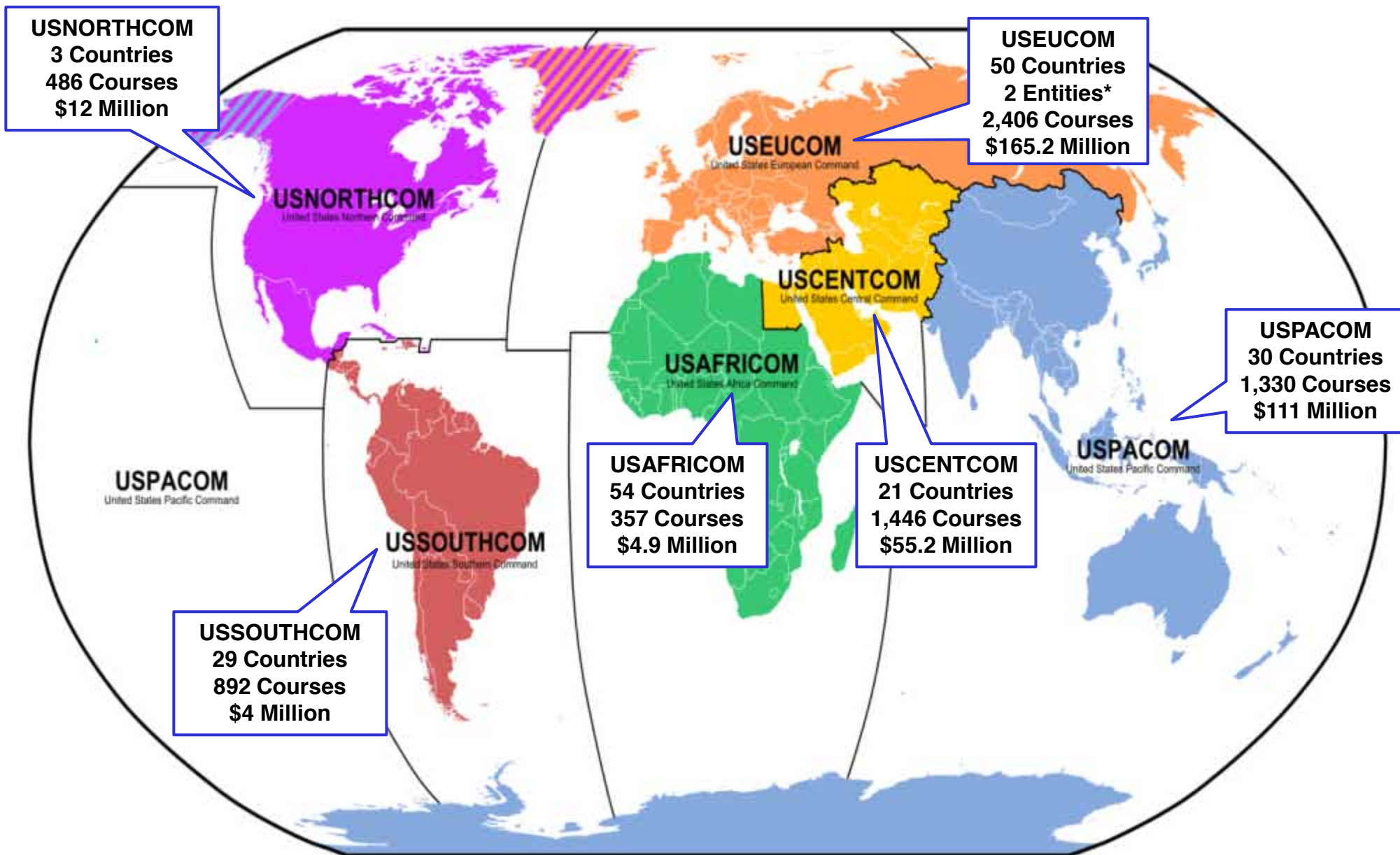
We Train the World

Aim High...Fly-Fight-Win



Who We Serve

Develop America's Airmen Today ... for Tomorrow



*ENJJPT, HAW

Aim High...Fly-Fight-Win



What We Manage



Develop America's Airmen Today ... for Tomorrow

English Language Training



Aim High...Fly-Fight-Win



What We Manage



Develop America's Airmen Today ... for Tomorrow



Technical Training



Aim High...Fly-Fight-Win



What We Manage



Develop America's Airmen Today ... for Tomorrow



Flight Training



Aim High...Fly-Fight-Win



What We Manage



Develop America's Airmen Today ... for Tomorrow



**Professional
Military
Education**



Aim High...Fly-Fight-Win



FY10 Overall Business Base



Develop America's Airmen Today ... for Tomorrow



- ***Countries FY10 Business: 136***
- ***Students: 4,585***
- ***Course entries: 5,999***
- ***Program value: \$350.5M***
- ***Open LOA Line Value: \$3.8B***

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OCONUS Training



Develop America's Airmen Today ... for Tomorrow

- Extended Training Support Specialists (ETSS) 2010

- 7 Countries



- Saudi Arabia, UAE, Egypt, Bahrain, Jordan, Oman, Poland

- 14 Rated Officers

- 4 IWSO/ABM

- 2 Maintenance Officers

- 15 Enlisted

- Military Training Teams (MTT) 2010

- 168 Teams/492 Team Members

- 31 Teams -- Flying Training

- 93 Teams -- Tech Training

- 44 Teams -- English Language Training

- 2,000 Students

- 59 Countries

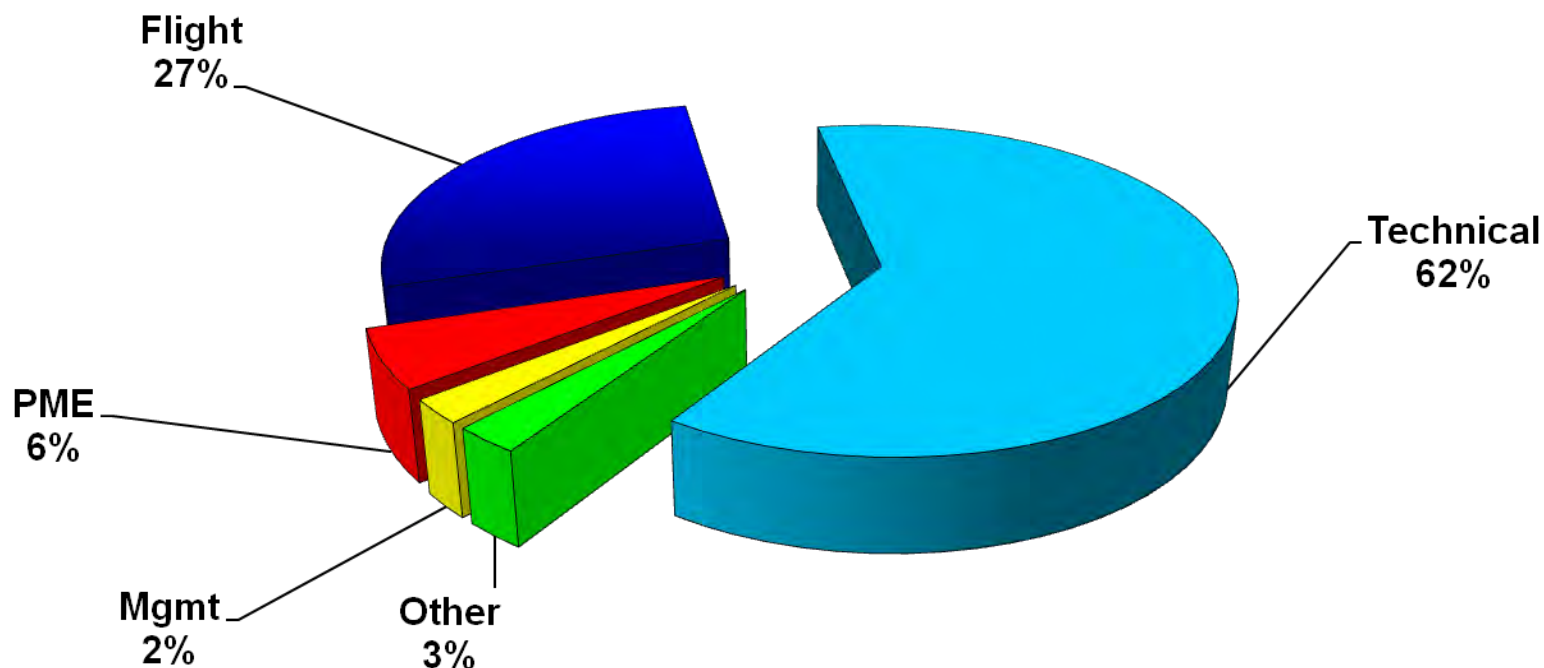


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FY10 Types of Training

Develop America's Airmen Today ... for Tomorrow



Mgmt examples
DISAM
Observers

Other examples
HIV/AIDS Conf
Conferences

Courses: 5,999

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What We Do



Develop America's Airmen Today ... for Tomorrow



PLAN/PROGRAM

- Multi-Year Training Plans
- Pricing & Availability Estimates
- Letter of Offer & Acceptance
- Contracting



FINANCE

- Budgets
- Pricing
- Certify Funds
- Collections/Reimbursements
- Travel & Living Allowance
- Tuition



SCHEDULE

- Quota Bearing Classes
- Non-Quota Bearing Classes
- New courses
- MASL Management



MANAGE

- Disclosure
- ITO Authorizations
- Current Training Plan Adjustments
- Student Administration
- Int'l Military Student Offices
- Mobile Training Teams
- Field Studies Program

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Our Process and Goal

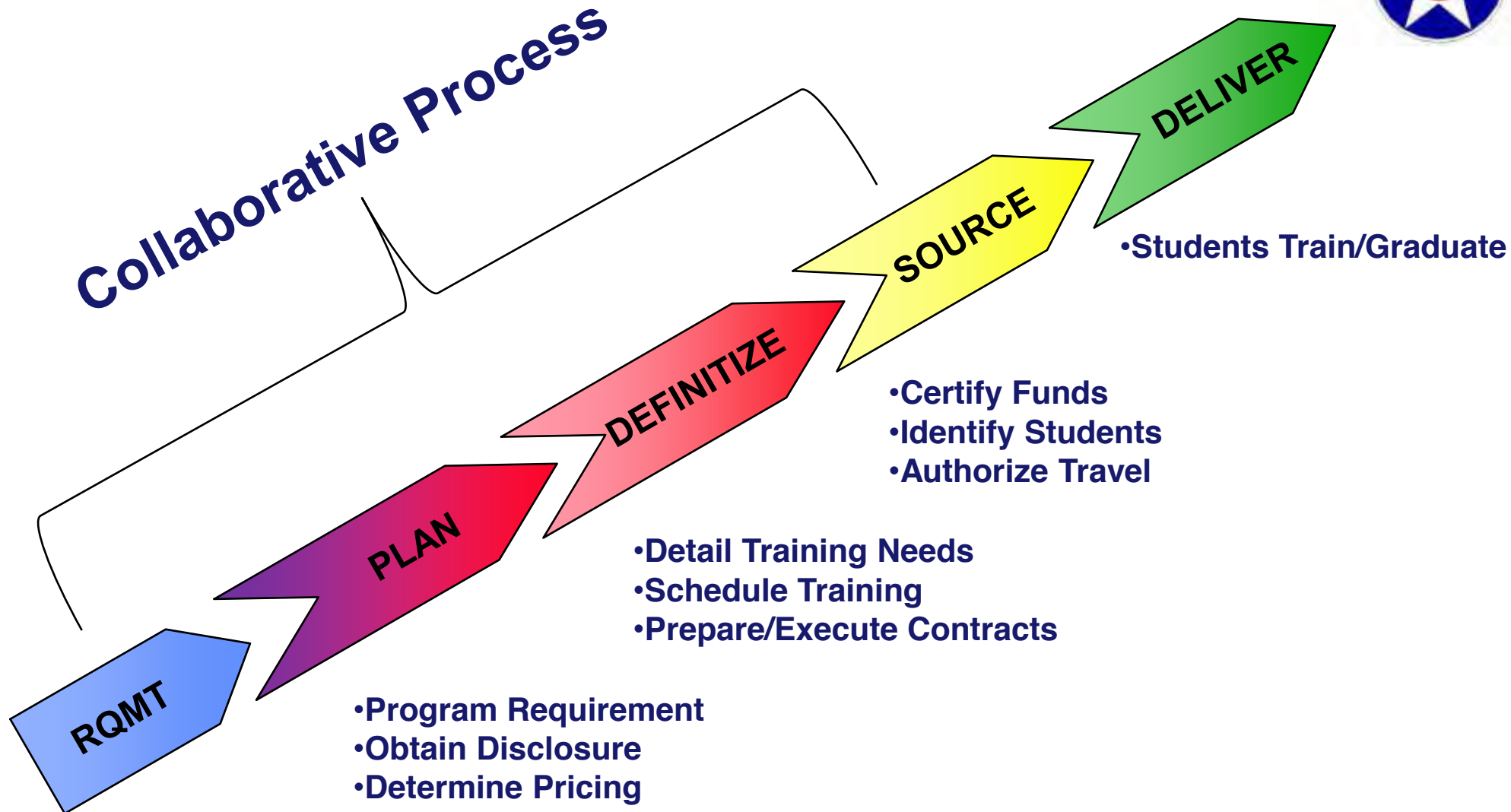


Develop America's Airmen Today ... for Tomorrow



- Meet Partner Needs
- Build Partner Capacity

Collaborative Process



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Training Basics



Develop America's Airmen Today ... for Tomorrow

- Training sources
 - Blue Suit
 - Contractor provided
- Types of Training
 - Initial
 - Continuation
 - Upgrade
 - OJT/Seasoning



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Expectation Management



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- Lack of familiarization with USAF airlift training
 - C-17/C-130J = strategic and tactical airlift!
 - Air Refueling, Assault Landings, NVG, Low-Level, Formation, SKE
 - Typical sortie at FTU w/2 Pilot Studs/1 LM Stud (Day/Night/NVG)
 - Airland (4-5.5 hrs):
 - » AR, Patterns, ALZ, Low-level/time control, Tactical work
 - Airdrop (4-5.5 hrs): AR, 4-6 drops in wx, low-level, high altitude
 - **in formation**
- USAF schools **do not** produce Mission Ready Pilots/Qualified Maintainers – only skills courses
 - Mission Ready Program (MRP), Continuation Training, Upgrade Training, Home-unit Certification Process
 - Home-unit CC responsible for all Certifications



C-130J Aircraft Training Planning Timeline



Develop America's Airmen Today ... for Tomorrow

Year 1

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

LOR **Data Call**
For Year 3 PFT

LOA
Normally 180 day process
LOR to Signed LOA

Training
needs
Assessment
Site Survey

Last Call
for
Year 3 PFT

AETC PFT
(Year 3)
Conference

Year 2

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

SAF/IA
Allocates
Year 3 PFT

ID Trainees
Screen for
Pre-reqs and get
VISAs

Front load DLI?...

YEAR 3

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

Pilots –PNQ
2 Pilots/class

MTTs Tasked
Ops & Mx

MTTs **Aircraft**
Report **Delivery**

DLI?...

SET 9 Wks

PNQ 113 Tng Days

Loadmasters – LIQ
2 LM/class

DLI?...

SET 9 Wks

AFC

BLM

LIQ 116 Tng Days

Maintenance

DLI?...

***AVIONICS**

DLI?...

***AVIONICS**

*GAC, Comm/Nav, Elec, Displays

**APG, Hydr, Fuel, Engine

DLI?...

****AVIATION**

DLI?...

****AVIATION**

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BP Successes and Initiatives



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Re-Building Iraqi Air Force

Principal areas of training emphasis:

- English Language Training
- Professional Military Education
- Pilot Training & Aviation Leadership Program
- ISR Mission Systems Operator Training
- Aviation Maintenance Training
- Air Traffic Control Training & other Technical Training associated with airfield upgrades and base infrastructure improvements

Major aircraft in their current inventory include:

- C-130E
- King Air 350
- Cessna 172 & Grand Caravan 208B
- CH-2000 & MI-17
- Bell Huey II, and Bell Jet Ranger
- Latest acquisition/training efforts include T-6A, C-130J, and AT-6C
- F-16 LOA in offered status



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C-130 E/H Training Capacity



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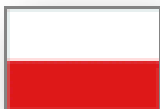
- **Developed Near & Mid-Term International Training Capacity**

- Teamed with HQ AMC to institute opportunities in C-130 contracted simulator training
- Modified training processes; broadened training capacity for Intl' Partners
- Partnering with Industry to increase Partner training opportunities



- **Developed Nashville ANG C-130 Training Capacity**

- Drove funding for modifications to Nashville ANG facilities for simulator support
- Efforts led to Congressional Language for upgrades to aircraft fleet
 - Better able to achieve legacy C-130 training requirements
 - Facilitated Poland's transition from Soviet System to NATO Standard
 - Poland now interoperable with US C-130 Ops
 - 25 Aircrew and 25 Maintainers Trained to Operate 5 Aircraft
- Polish operations in Afghanistan effectively offset segment of US airlift requirements



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JSF/C-130J Partnerships



Develop America's Airmen Today ... for Tomorrow



- F-35 Joint Strike Fighter - Building Partnership Capacity
 - 9 Partner Countries – International Cooperative Partners
 - US, UK, Italy, Netherlands, Turkey, Canada, Denmark, Norway, Australia
 - Partnering approach maximizes pooling of assets and infrastructure
 - 4 Security Cooperation Partners – Foreign Military Sales (FMS)
 - Israel, Singapore, Japan, South Korea
 - Significant interest expressed worldwide
- C-130J Super Hercules
 - 11 FMS Partner Countries
 - Australia, Canada, Denmark, India, Italy, Iraq, Norway, Oman, Qatar, UAE, UK
 - Finite, yet expanding partner training capacity
 - Norway, and Denmark contributed directly to Coalition/NATO contingency airlift missions






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F-16 Dedicated Training Squadrons



Develop America's Airmen Today ... for Tomorrow

-  • Netherlands – Tucson ANG
-  • Singapore – Luke AFB
-  • Taiwan – Luke AFB



محمد بن زايد يشهد حفل تسليم الطائرة إف 16 إلى من طاقم القوات الجوية الإماراتية

Aim High...Fly-Fight-Win



One Example of the Ultimate Goal



Develop America's Airmen Today ... for Tomorrow

“...the capabilities of our allies and partners may be as important as our own, and building their capacity, is arguably as important, if not more so than the fighting we do ourselves.”

- SECDEF, NDU Speech, 29 SEP 2008



Slovene Soldiers boarding C-17 for ISAF rotational deployment in Afghanistan

Educ. & Training - English Language Training provided by FMF-funded FMS case

Educ. & Training - Cargo pallets, load plans and aircraft loading done by Slovene soldiers who were certified by HN-funded Mobile Training Team

Coop Relationships - Airlift provided by Lift and Sustain Program

Coop Relationships - Aircraft fueling costs paid by Acquisition Cross Servicing Agreement

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Develop America's Airmen Today ... for Tomorrow

Air Education and Training Command

“The First Command”

Aim High...Fly-Fight-Win

Customer Case Management

Discussion of the importance of customer participation in LOA development, Case Reviews, and Case Closure.

Frank Campanell

FRANK J. CAMPANELL, Associate Professor at DISAM, has a Masters Degree in Logistics and Management from Central Michigan University, and an undergraduate degree in Business and Economics from Upsala College. After working for the Navy International Logistics Control Office for 10 years, Mr. Campanell became a DISAM instructor in 1984, focusing on FMS Process, Logistics, and Financial Management. He has served as Functional Coordinator for FMS Process and course manager for the Executive and Case Management courses, and is now heavily involved in on-line curriculum development and distance learning.

Customer Tools for Effective FMS Case Management

Customer Tools for Effective FMS Case Management

Comprehensive LOR

FMS Transparency

Security Cooperation Reviews

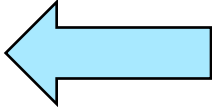
Financial Management Reviews

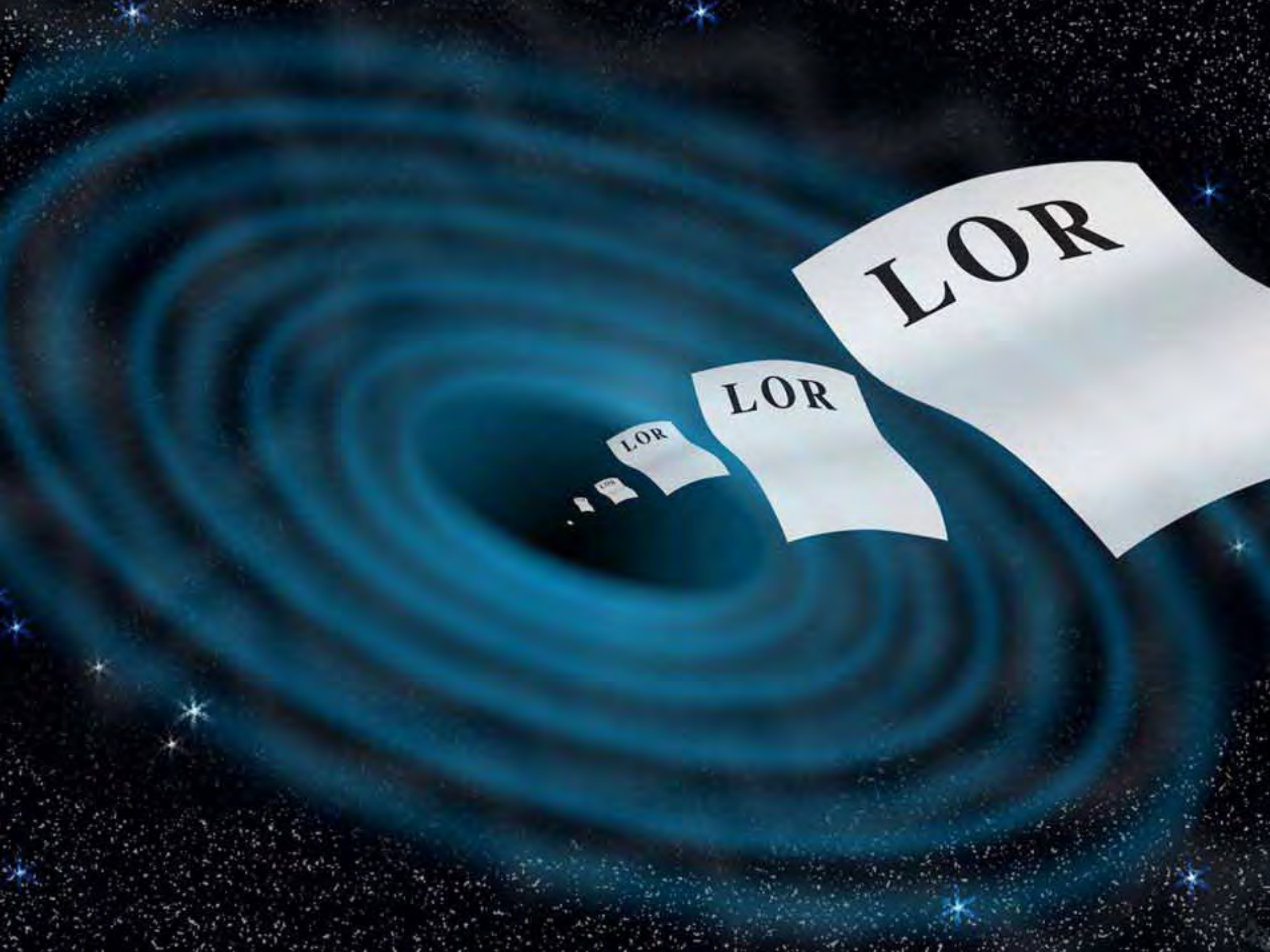
Customer Advocate Groups

Personal Contacts-Communicate!

Staying Informed

Transparency in the FMS Process?

LOA in Development 
LOA Estimated Line Item Costs
LOA Line Item Services
LOA Contracting Process



Purchaser Participation in the LOA Preparation Process SAMM C5.4.6.2

Purchaser involvement early on in the LOA development process is essential to ensure the final document provides the best “fit” for their requirements.

Purchasers should be encouraged to attend meetings and receive correspondence designed to clarify LOR information.

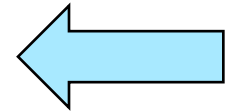
As the development of the LOA progresses, there are many instances where purchaser participation and input are necessary.

Any unique notes or conditions being considered may be provided to the purchaser for advance review to ensure these special case and/or program-unique needs are addressed

Transparency in the FMS Process?

LOA in Development

LOA Estimated Line Item Costs



LOA Line Item Services

LOA Contracting Process

LOA Estimated Line Item Costs

DSAMS Report # 69

RP069

17 August 2006

Document Pricing Calculations

Document Type : Case

Page 1

Case Id : BN-D-ICY

Version Type : Basic Case

Nbr :

Total Lines : 14

Status : Development

Total Above Value : \$81,395,386

Total Below Value : \$3,434,878

Total Case Value : \$84,830,264

Line Nbr	Sub line	Item Qy	Total Component Extended Price	PCC	Primary Category Description	P E	Fund Cd	IPC Description	IPC Stat	IPC %	IPC Total Line Value	P E	Fund Cd
1		94	\$68,067,930.59	85	Items From New Procurement (MDE)	CC	4F	CAS - Quality Assurance and Inspection	AP			CX	4ECA
								CAS - Other Contract Administration	AP	0.65%	\$442,441.55	CX	4ECA
								CAS - Contract Audit Service	AP	0.20%	\$136,135.86	CX	4ECA
								Non Recurring Cost Recoupment Charge	NA			RD	4ERE
								Special Non Recurring Cost	NA			RS	4ECR
								Logistics Support Charge (LSC)	AP			LS	4ELS
								Administrative	AP	2.50%	\$1,716,162.7	TF	4EBT
								Transportation	AP	1.63%	\$1,116,664.19	TF	4EBT

MASL : 141000HUMMSLT

Generic Code : B2Z

Condition Code :

MDE : Y

LSC In : N

Line : 1

"Totals may not add up due to rounding"

Price Preparer :

Base or Then Yr : 1

Sell Price Then Yr : 2008

Storage Yrs : Mos : Days :

FMSO I Part A / Storage :

Total Above Line : \$68,646,508

Total Below Line : \$2,832,828

Total Line Value : \$71,479,336

2		6	\$5,005,743.18	85	Items From New Procurement (MDE)	CC	4F	CAS - Quality Assurance and Inspection	AP			CX	4ECA
								CAS - Other Contract Administration	AP	0.65%	\$32,537.33	CX	4ECA
								CAS - Contract Audit Service	AP	0.20%	\$10,011.49	CX	4ECA



Transparency in the FMS Process?

LOA in Development

LOA Estimated Line Item Costs

LOA Line Item Services 

LOA Contracting Process

FPG Top 10 Priorities

- Standard Level of Service***
- Access to DoD websites***
- Transportation***
- Processing times***
- Third Party Transfers***
- Blanket Authorizations***
- FMS as a commercial alternative/quantify and define the value added of FMS***
- Country Specific Cost/schedule performance metrics***
- Access to Contracting Documentation***
- Improvements to DD-645 Delivery Listings***

FPG priority details and meeting minutes are on the SCIP "Partner Info" tab

Standard Level of Service

“Standard Level of Service” - What it is

Administrative Surcharge-funded activities necessary to write, implement, manage, execute, oversee, and close a Foreign Military Sales (FMS) or FMS-like case

An amount of effort estimated up-front and well-documented in the case - with changes made as the program changes/warrants

“Standard Level of Service” - What it is not

- **It is not** the same number of reviews, reports, managers, etc. for every FMS or FMS-like case that is implemented
- **It is not** the same amount of effort expended on each FMS or FMS-like case that is implemented



Standard Level of Service

SAMM Table C5.T6. - Manpower Matrix

Funding Source
(Total Value for services, includes per diem, salary, travel)

#	Core Function(s)	Program Elements	Functions/Activities	FMS Admin (Standard Level of Service)	FMS Case
7	Case Development	10	Development of an LOA that is "classified" at the request of the purchaser.		If work to prepare this "classified" LOA is expected to exceed 1/4 work-year of \$25,000 (whichever is greater), a services line on the "classified" case must be used to cover costs incurred or expected to be incurred with preparation and handling outside the DSAMS document preparation capabilities.
8	Case Development	10	Processing case-related waivers to USG policies and procedures (e.g., nonrecurring cost waivers)	X	
9	Case Development	8	Determine releasability and disclosure decisions for requested articles and services	Releasability and disclosure activities are not funded by FMS Admin or the FMS case. These activities are funded using Implementing Agency O&M funds.	
16	Case Execution	13, 14, 15, 16	Preparation of reports as requested by the purchaser that are either (1) more detailed reporting than covered under #12; and/or (2) more frequent reporting		Incremental costs above the Standard Level of Support provided in #12.

Identifies O&M-funded activities that CANNOT be funded by either FMS Admin or FMS Case

Requires "incremental" costing for certain activities that exceed the "Standard Level of Service"

Identifies thresholds for when specific work must be case-funded



LOA Manpower Services Manpower Travel Data Worksheet- MTDS SAMM C9.F1

Manpower Travel Data Sheet

Case Identifier: BN-D-ICY-Basic

Case Title: Humdinger Missile System

Part A: Personnel

Item No.	Position/Function	Grade/Rank/Contractor	Location	LOA Line	Man Years of Effort	Duration (Start Mo/Yr – End Mo/Yr)	Total Salary
1	Technical Analyst	Contractor	AAC/YP EGLIN AFB FL	009	5	Sep 2004 through Dec 2009	\$657,000
2	Case Manager	GS-13	AFSAC/CO WPAFB OH	011	5.5	Sep 2004 through Apr 2010	\$606,565
3	Support Manager	GS-9	AAC/YP EGLIN AFB FL	011	5.5	Sep 2004 through Apr 2010	\$347,535
4	Supply Specialist	GS-7	AAC/YP EGLIN AFB FL	011	5.5	Sep 2004 through Apr 2010	\$312,315
Sub-Total for LOA Line 009, 011							\$1,923,415

Part B: Travel

Item No.	Purpose of Trip	CONUS/In-Country	LOA Line Item	Number of Trips	Duration of Each Trip	Number of People	Total Cost
1	LMR FY 05/Qtr 1	CONUS	011	2	3	1	\$2,000
2	PMR FY 05/Qtr 2	In-Country	011	1	7	2	\$8,000
3	LMR FY 06/Qtr 2	CONUS	011	2	3	1	\$2,000

Transparency in the FMS Process?

LOA in Development

LOA Estimated Line Item Costs

LOA Line Item Services

LOA Contracting Process 

Customer In Contract Process

DFARS 225.7304, SAMM C.6.3

FMS Customer may:

Request **sole source** prime and **subcontractors**

Propose **additional sources** but cannot eliminate any specific source

At contracting officer discretion, customer can participate in discussions with industry on:

Technical Specifications

Delivery Schedules

Price/Performance Tradeoffs

Other Requirements Unique to FMS Purchaser

Customer Tools for Effective Case Management

Security Cooperation Reviews

Security Cooperation Reviews

Bilats- Bi-lateral discussions

SAWG-Security Assistance Working Group

SAR-Security Assistance Review

PMR- Program Management Review

FMR-Financial Management Review

CMR-Country Management Review

**SAMR-Security Assistance Management
Review**

LMR-Logistics Management Review

FMS Review Policy Tenets

SAMM C6.5

Planning for a Review

**Specify types of review and appropriate scope of each.
(Policy/Country/Service/Program/Internal reviews)**

Each review must add value & have clear objectives and deliverables

Identify review objectives & goals and attendees

Country, SCO, Contractor, DFAS, DSCA, MILDEP

Specify USG review attendee responsibilities:

have distinct and active role

be fully prepared

be knowledgeable

be empowered to make on-the-spot decisions

Reduce the number of reviews

Usually yearly,

PMR's require mandatory LOA note & schedule

Customer Tools for Effective Case Management

DSCA Financial Management Review Program (FMR)

Financial Management Reviews (FMRs)

SAMM C9.14

Chaired by DSCA

Tri-Service/MND level

Objective: Review current and forecasted posture of purchasers FMS program.

Reconcile financial records. Review case financial records. Identify cases for intensive financial management.

SAMM Table C9.F7- provides mandatory format for a FMR preparation

Format:

Executive Session -- general financial issues, macro FMS program financial status, updated policies, readout of current financial topics

Case-Level Session -- review of open FMS cases

Side Meetings -focus on logistical, programmatic, operational issues.

Duration: usually, one week

Frequency: As required

Location: usually alternates between DSCA and host country

Typical FMS Review Topics

Program/Delivery Status

Case Closure

Contract Status

Discrepancy Status

Billing Issues

Previous Review Action Items

Financial Status

Commitment, obligations, expenditures

Payment Schedules

Unprogrammed funds

Current Issues

Program/FMS Case Financial Health

COMMITMENTS?

EXPENDITURES?

OBLIGATIONS?

FMS
CUSTOMER



Be Prepared
for SCES!



Customer Tools for Effective Case Management

DISAM MET???



Questions?

Industry Panel

General discussion of industry perspectives on FMS, collaboration with the Air Force, and interaction with customers - focusing on areas where the customer can have the greatest positive impact.

Mr. James Lovelace (L3), Mr. Michael Otterblad (Lockheed-Martin), and Mr. Steve Winkler (Boeing)

[Biographies Attached]



Lieutenant General (USA, Ret) James J. Lovelace
Corporate Vice President – International Programs

Lieutenant General (USA, Ret) James J. Lovelace is a native of Richmond, Virginia. He was commissioned a second lieutenant in Field Artillery upon graduation from the United States Military Academy in 1970.

His military education includes the Field Artillery Basic and Advanced courses, the Armor Advanced Course, the Armed Forces Staff College, the Command and General Staff College, and the Naval War College. He holds a master's degree in Physical Education from Indiana University, a master's degree in Management from Salve Regina College, and a master's degree in National Security and Strategic Studies from the U.S. Naval War College.

During his 39 years of service, Lieutenant General Lovelace has served in a variety of positions. Lieutenant General Lovelace's command time includes battery commands in the 2d Infantry Division and XVIII Airborne Corps Artillery; Commander of the 5th Battalion, 8th Field Artillery, 18th Field Artillery Brigade, Fort Bragg, NC; Commander of the 6th Infantry Division (Light) Artillery, Fort Richardson, AK; Commanding General, Joint Task Force 6, Fort Bliss, TX; Commanding General, U.S. Army Alaska; and Commanding General, U.S. Army Central/Third Army/Coalition Forces Land Component Command.

Lieutenant General Lovelace has held several key staff positions to include the Director of Instruction in the Department of Physical Education at the United States Military Academy; Assistant Fire Support Coordinator for the 82d Airborne Division, Fort Bragg, NC; Chief of Staff and Assistant Division Commander for Support of the 2d Infantry Division, Korea; Director of Training, Office of the Deputy Chief of Staff for Operations, Department of the Army; Director of the Army Staff, Department of the Army; and Deputy Chief of Staff for Operations, Department of the Army.

Lieutenant General Lovelace joined L-3 Communications on January 1, 2010, as a Corporate Vice President for International Programs.

Lieutenant General Lovelace and his wife Gail have three sons, two serving on active duty in the U.S. Army.

Biography

Michael W. Otterblad



Mike is the Director of International Programs for the Aviation Systems directorate of Lockheed Martin Washington Operations. He is responsible for Washington, D.C., international business development for the F-35, F-16, and C-130.

Prior to joining Lockheed Martin, Mike served 26 years in the United States Air Force and retired as a Colonel in 2006. He has flown the F-111 A/D/E/F aircraft and was also an instructor in the Tornado aircraft during an exchange tour with the Royal Air Force. Mike received extensive foreign military sales experience, particularly to the Middle East, during two Pentagon assignments in Air Force International Affairs. After the terrorist attacks of September 11, 2001, Mike was deployed to the Combined Air Operations Center in Saudi Arabia in support of Operation Enduring Freedom (OEF) in Afghanistan, and was subsequently assigned to the staff of the Central Command Air Force in charge of coordinating Coalition support for both OEF and Operation Iraqi Freedom.

Mike is a graduate of the University of Minnesota with a Bachelor of Science degree in Chemistry. He also received a Master of Science degree in International Relations from Troy State University, a Master of Science degree in Strategic Studies from the Air War College, and is a Distinguished Graduate of the USAF Fighter Weapons School.

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STEPHEN L. WINKLER

**Director, Business Development
International Fighters
Global Strike
Boeing Military Aircraft**



Steve Winkler is director of Business Development for International Fighters in Global Strike, Boeing Military Aircraft (BMA). He is responsible for campaign strategy development, execution and capture for all International Fighter campaigns.

Previously, he was director of International Alliances for BDS, responsible for developing and executing strategic partnerships and leading expansion into key global regions. Prior to that Winkler served as director of International Support Systems, responsible for growing the presence of the BDS Global Services & Support business unit by developing and deploying integrated support solutions and bringing the delivery of services closer to customers around the world.

He has expansive program management experience as director for F-15 International Programs including Korea, Singapore, Israel, Japan and Saudi Arabia; as well as for the U.S. Air Force F-15E. He was also program manager for the Joint Helmet Mounted Cueing System. Winkler joined McDonnell Douglas in 1983, serving in various avionics engineering positions. Prior to that, he worked for Monsanto.

He earned a Master of Science degree in Engineering Management from Missouri University of Science and Technology and a Bachelor of Science degree in Electrical Engineering from Washington University in St. Louis.

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