



# PEO AMMUNITION

## Security Cooperation Initiatives

2 February 2011

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## Background

- 28 Oct 2010 ICAP: Global Competitiveness issues raised
  - Suggested focus areas for improving competitiveness of National Technology and Industrial Base (NTIB):
    - Collaborative USG & Industry efforts
    - Improved communications – sustained dialogue
    - Remove disincentives for NTIB participation in global markets
    - Flexibility versus rigidity
    - Explore FMS Best Practices within other enterprises
- Action taken to seek methods to provide industry with better visibility into Foreign Military Sales (FMS) planning



## PEO Ammo FMS Initiatives: **FMS Working Group**

- Oct 2010: Established PEO Ammo FMS Working Group (FMS WG)
- Objective: To optimize efficiency and effectiveness of PEO Ammo international operations
  - Form network of FMS specialists
  - Share best FMS business practices, lessons learned
  - Recognize and foster cooperative opportunities
  - Share new FMS policy, trends, challenges
  - Ensure Foreign Disclosure compliance
  - Seek collaborative opportunities
- Comprised of PEO, PM and ARDEC International Office representatives
- Minutes and actions document issues and accomplishments
- Report to PEO Chief of Staff

**Monthly Forum with Focus on Execution**



# PEO Ammo FMS Initiatives: International Program Steering Committee

- Jan 2011: Expanded scope of FMS WG by adding strategic level International Program Steering Committee (IPSC)
- Objective: To establish and enable execution of International Strategic Planning for the Ammunition Enterprise
  - Partner with industry to cultivate international opportunities
  - Proactively seek methods to support the Security Assistance Enterprise
  - Execute through FMS Working Group
- Integrate external stakeholders to enhance collaboration
  - Industry (Munitions Industrial Base Task Force, International Sales Committee) – John Hager
  - JMC Security Assistance – LCMC perspective
  - ARDEC – R&D perspective
  - DASA DE&C – Primary stakeholder perspective
- Comprised of LCMC senior decision makers as well as key external stakeholders
- Chaired by PEO Chief of Staff

**Quarterly Forum with Strategic Focus**



## Way Ahead

- FMS Working Group:
  - Cultivate opportunities to leverage benefits of FMS/international within PEO
  - Promote collaborative environment within PEO
  - Improved FMS/international communications across PMs
  - Explore FMS Best Practices across PMs/other enterprises
- International Program Steering Committee:
  - Keep pulse on “International Engagement Strategy” of Security Assistance Enterprise
  - Establish enterprise level strategic goals and objectives
  - Charter under development with expanded stakeholder participation

- **FMS WG to Facilitate Execution**
- **IPSC to Establish International Strategic Vision**

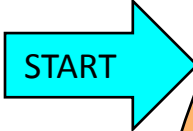
# Back-up

Other Security Cooperation Initiatives



# Matériel Enterprise Engagement Strategy: Building Country Profiles

**BUILDING  
COUNTRY PROFILES**



1. Coordinate to determine gaps

2. Identify materiel to fill the gaps

3. Identify barriers and resolve issues

4. Coordinate within the Materiel Enterprise

5. Notify Leaders



**Goal: Build capability of partners in support of US Security Cooperation strategic objectives**

# Security Assistance Enterprise: FMS Strategic Engagement



## SA Today

- Support War Exit Strategies
- Support 140+ Partner Nations
- Reactive SA Processes
- Various Strategies/Authorities

Lead Army Security Assistance Enterprise

Reconcile Strategies and Authorities

Develop/Deploy Enterprise Engagement Strategies

Manage the SA and FMS Life Cycles

Transform Processes; Maximize Efficiency

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- Build Partner Capacity
- Strengthen US Global Partnerships
- Support COCOM Strategies

2010

2011

2012

2013

2014

**Trend is towards proactive FMS engagement v. reactive response**





# Security Cooperation Reform Task Force

- Established 4QFY10 to conducted a complete review of SC processes
- Concluded most significant challenge is in responding to urgent requirements of partners and allies
- Recommendations expected in final report (Jan 2011):
  - Establish FMS prioritization schema across COCOMs
  - Establish an Arms Transfer and Tech Release Senior Steering Group Secretariat
  - Stockpile long lead, high demand items via the Special Defense Acquisition Fund (SDAF)
  - Establish Expeditionary Requirements Generation Teams



**There is a common need for earlier and better requirements determination**