



PEO AMMUNITION

ICAP

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APEO International





Defense Security Cooperation Agency

Vision 2020

- **Three key focus areas:**
 1. Synchronizing Security Cooperation Activities
 2. Meeting Customer Expectations
 3. Ensuring the Effective and Efficient Use of Community Resources
- **Laying the Foundation:**
 1. Calibrating DSCA's Roles and Responsibilities
 2. Managing Human Capital Across the Community
 3. Enhancing Knowledge Management
 4. Aligning Activities/Resource Allocation to Broader Strategic Priorities
 5. Enabling More Responsive Industry Participation in Security Coop
 6. Remaining a Provider of Choice for Our International Customers
 7. Applying Resources to Incentivize Community Performance, Innovation, and Responsiveness
 8. Optimizing the Management and Execution of DSCA Programs



Defense Security Cooperation Agency

Vision 2020 (Cont'd)

- **Enabling More Responsive Industry Participation in Security Coop**
 - **Objective 5.1: Conduct structured analyses that inform US Government decision making on supporting industry's participation in security cooperation efforts**
 - Increase accuracy of FMS Forecasts and Javits Reports that project FMS activities and support effective planning and budgeting for Security Cooperation
 - Develop technology roadmaps that compare export readiness of US systems/technologies to partner nations capabilities in order to support forecasted competitions
 - Implement a strategic framework that supports USG efforts to help define partner requests
 - Identify/promote technology release decisions that support security cooperation priorities
 - **Objective 5.2: Facilitate industry engagements that provide and capitalize on Security Cooperation opportunities.**
 - Lead DoD support to tradeshow to ensure that security cooperation objectives are appropriately prioritized.
 - Implement a methodology for planning industry engagements that help achieve technology roadmaps
 - Promote a DoD methodology to implement approved advocacy plans



PEO Ammo

Strategic International Focus

- **Objectives:**

- Establish a deliberate framework for posturing the Ammo Enterprise to effectively respond to current and future international munitions and weapons requirements
- Leverage foreign technologies that will benefit the Enterprise
- Support DoD Security Cooperation initiatives to assist in maintaining a viable and responsive industrial base

- **Overarching Strategies:**

- Identify and implement opportunities to increase international interest in PEO Ammo product lines and technical services
- Identify mission critical technologies and facilities that could improve through strategic international engagements
- Align with existing Strategic Plans with a focus on international opportunities

Will Augment DSCA and DASA DE&C International Strategies



International Trends and Focus Areas

- **Security Cooperation Enterprise Trends:**
 - **Export Control Reform** – Higher walls around fewer “crown jewels”
 - PEO Ammo technologies fall under Categories II (Artillery), III (Ammunition) and V (Explosives/Energetics)
 - **Foreign Comparative Test** – Increased opportunities for lower TRL’s
 - **Security Assistance** – Reduced timelines between LOR and LOA
 - Changes to Anticipated Offer Date (AOD)
 - **Special Defense Acquisition Fund** – Expanded utility of revolving fund
 - **International On-Line Catalogue** – SCO tool to assist with LOR preparation
 - **Adapt to changing policies/regulations** (both internal and external):
 - “Lead-Nation Procurement LOAs, DSCA Policy 14-24,” 30 Jan 2015
 - “DoD Support of NATO Standardization, Armaments Cooperation, and Science and Technology,” 24 Mar 2015
- **REACH** - European Registration, Evaluation, Authorization and Restriction of Chemicals (REACH) compliance certification



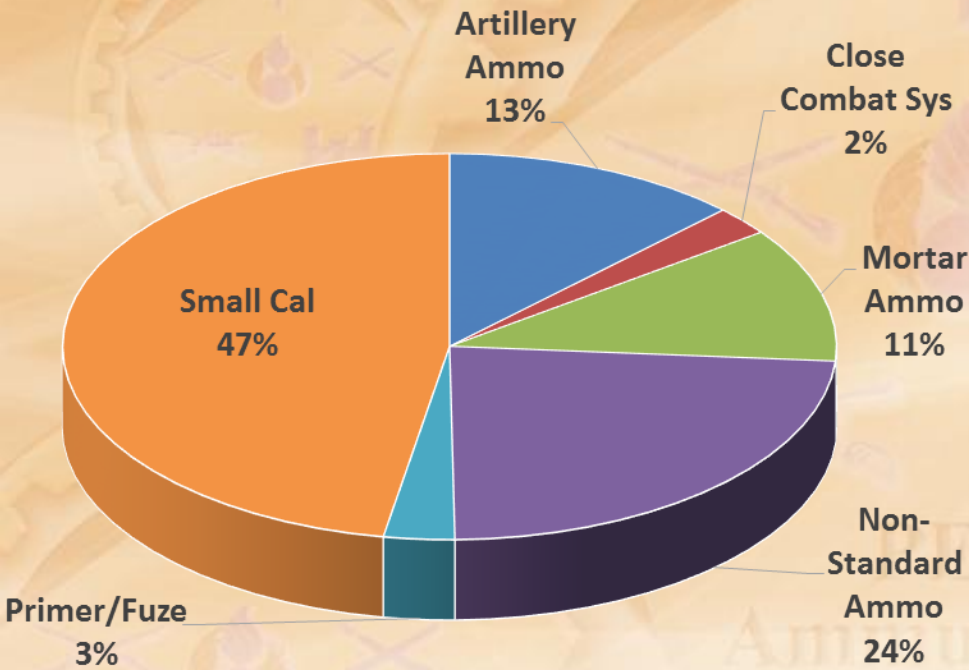
International Trends and Focus Areas

- **Ammo Enterprise Focus Areas:**
 - Establish stronger international presence at PEO HQ
 - Dedicated Human Resources
 - Establish SAMD Liaison Officer's at PEO Ammo
 - Australian Foreign Liaison Officer assigned to PEO in 2014
 - Rotational Assignment Personnel (90 to 120 day assignments)
 - Partner with ARDEC for targeted international engagements
 - Increase in compatibility testing for US munitions with foreign weapons
 - Total Package Approach – Ammo should follow weapons sales...
 - Out-reach to SAMDs
 - Increased Trade Show participation

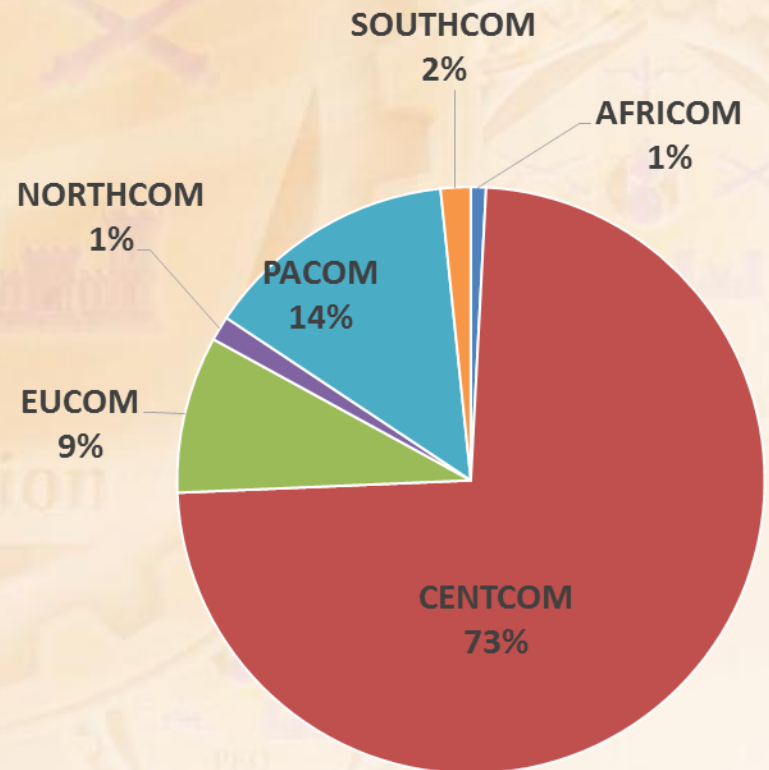


Scope of Ammo Open FMS Requirements

Open Ammo Requirements (Value of FMS Requirements in Execution)



Open Ammo Requirements (Open Value by COCOM)



Source: Common Operating Picture



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