



Security Assistance Management Directorate (SAMD) Overview Briefing

Presented by:
Mr. Jeff Young
Director, AMCOM SAMD



Agenda



- Organizational Structure
- AMCOM SAMD Mission & Vision
- FMS Benefits and Protections
- FMS Process
- AMCOM SAMD FMS Sales
- Future Requirements
- Questions



DoD Security Assistance Organization



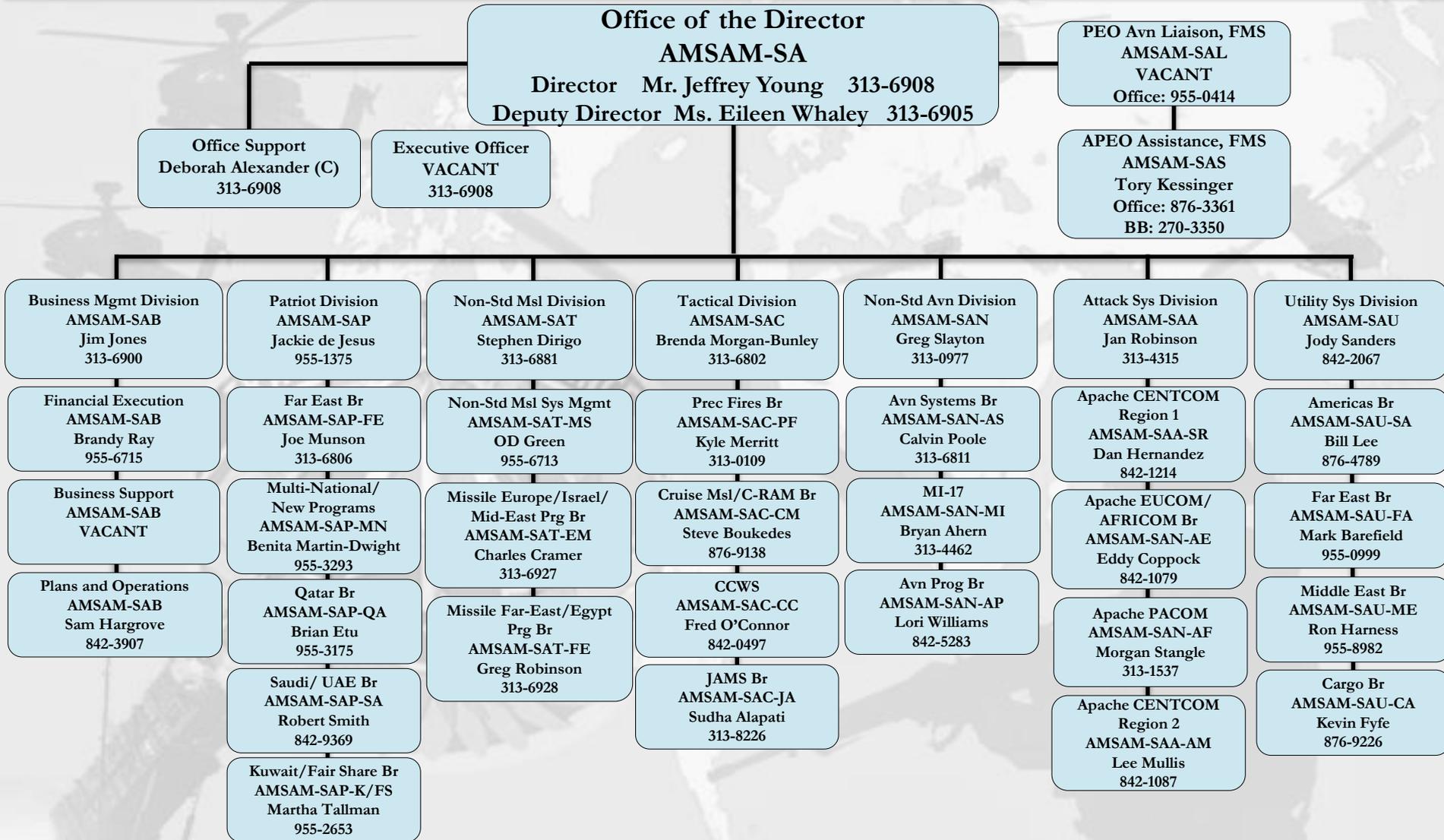
— Command
- - - Coordination / LOA Tasking
- - - FMS Admin \$



U.S. ARMY

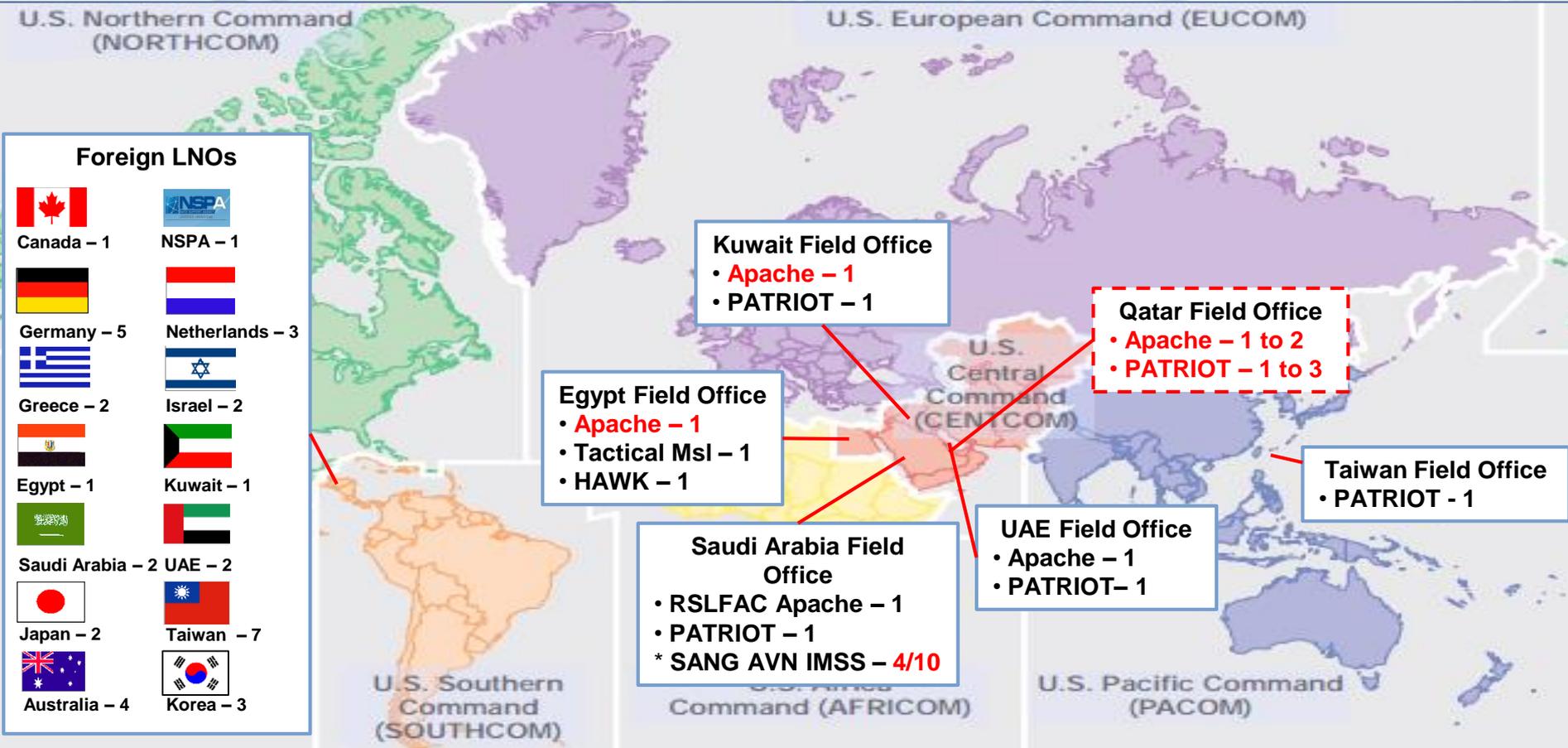


Security Assistance Management Directorate





SAMD Field Offices & Foreign LNOs



Total LNO's varies from: 30 to 40 currently there are 36

Overseas Field Office Employees: 12 to 18

Note:
Field Office Manning
Includes Contractors



Security Assistance Management Directorate



Mission

- To provide full service support to international partners by developing, maintaining and managing FMS Programs throughout the life of supported systems; Serve as the Principal Advisor to the Commander and Focal Point for all Security Assistance (SA) issues for the aviation and missile material enterprise.

Vision

- Provide world-class security assistance program management through the Total Package Approach to fielding aviation and missile systems within cost, schedule and performance objectives to our Foreign Military Sales customers and allies.



FMS Benefits and Protection



FMS program delivers:

- **Integrity:** Full backing of the U.S. Government ... government-to-government contract
- **Transparency:** Order transparency in the Security Cooperation Management System (SCMS) ... 24/7 support
- **Total Package Approach:** More than a system ... a coherent capability. The same systems in use by US forces ... Lifecycle access to the U.S. equipment sustainment system

Industry Partnership

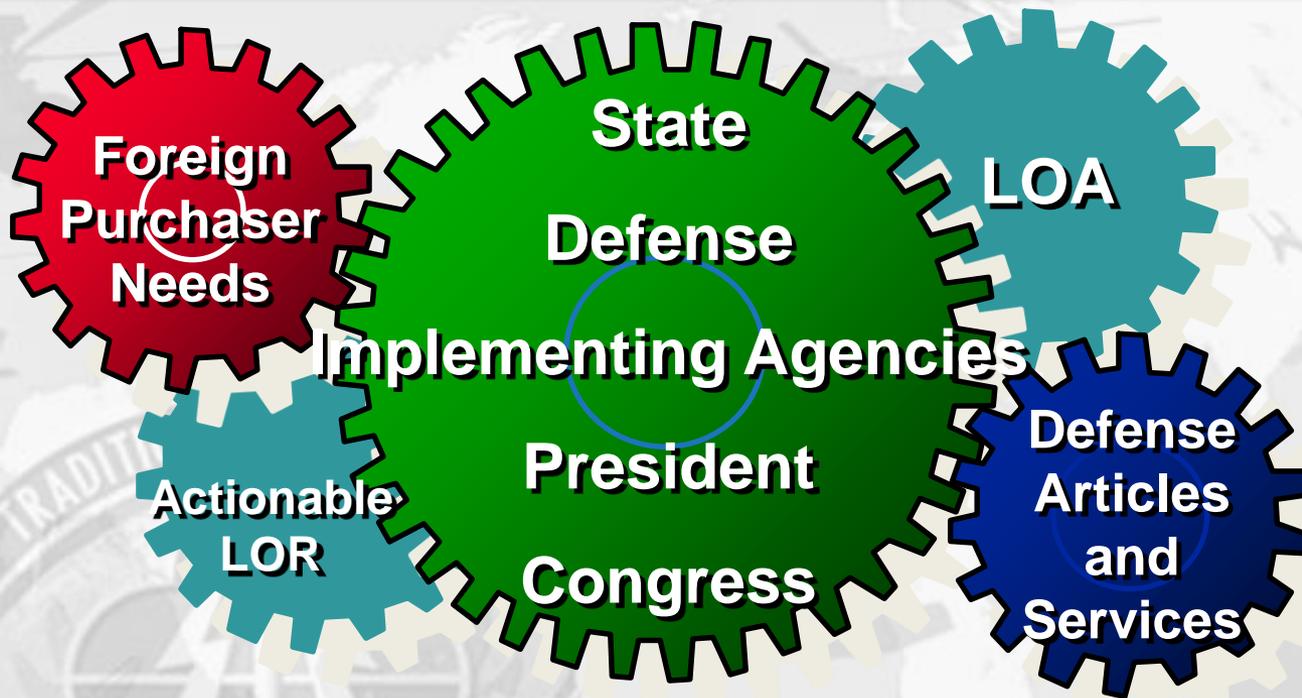


- Technology
- Modernization
- Cost Sharing





The FMS Process



Phase I Pre-LOR	Phase II Case Development	Phase III Offered	Phase IV Case Execution
Define Requirements Identify Resources Requirements LCMC Funding Type Standard Non-Standard 	Develop / Written Approved LCMC Quantities/P&A Waivers CWD	Signature DSCA USASAC Country 	Execution Implementation SA Enterprise Contracting Industry Transportation



FY 15 FMS Sales



FY 15	TOTAL CASES		TOTAL LINES		TOTAL SALES	
PATRIOT	64	12%	1,437	14%	\$2,587,682,823	27%
NON-STD MISSILE	70	13%	501	5%	\$140,296,238	1%
TACTICAL MISSILE	134	26%	1,706	16%	\$835,029,159	9%
NON-STD AVIATION	135	26%	632	6%	\$547,762,881	6%
ATTACK	45	9%	3,667	35%	\$2,179,333,356	22%
UTILITY	74	14%	2,586	25%	\$3,399,102,608	35%
TOTAL	522	100%	10,529	100%	\$9,689,207,065	100%

50% of All Army
FMS Sales for
FY15



FY 16 FMS Sales



FY 16 SALES	TOTAL CASES		TOTAL LINES		TOTAL SALES		
PATRIOT	31	<i>18%</i>	627	<i>14%</i>	\$	1,693,838,437	<i>44%</i>
NON-STD MISSILE	15	<i>8%</i>	80	<i>2%</i>	\$	20,031,837	<i>1%</i>
TACTICAL MISSILE	58	<i>33%</i>	538	<i>12%</i>	\$	113,141,860	<i>3%</i>
NON-STD AVIATION	29	<i>16%</i>	115	<i>3%</i>	\$	239,874,118	<i>6%</i>
ATTACK	14	<i>8%</i>	1779	<i>40%</i>	\$	933,483,143	<i>24%</i>
UTILITY	30	<i>17%</i>	1357	<i>30%</i>	\$	859,206,218	<i>22%</i>
TOTAL	177		4496		\$	3,859,575,613	



U.S. ARMY



CENTCOM



Future Requirements

- Apache/Blackhawk/Chinook/Huey II
- MLRS/Munitions
- Integrated Air Defense Systems (Missiles)
- TOW II/Hellfire Missiles
- Sustainment/Training

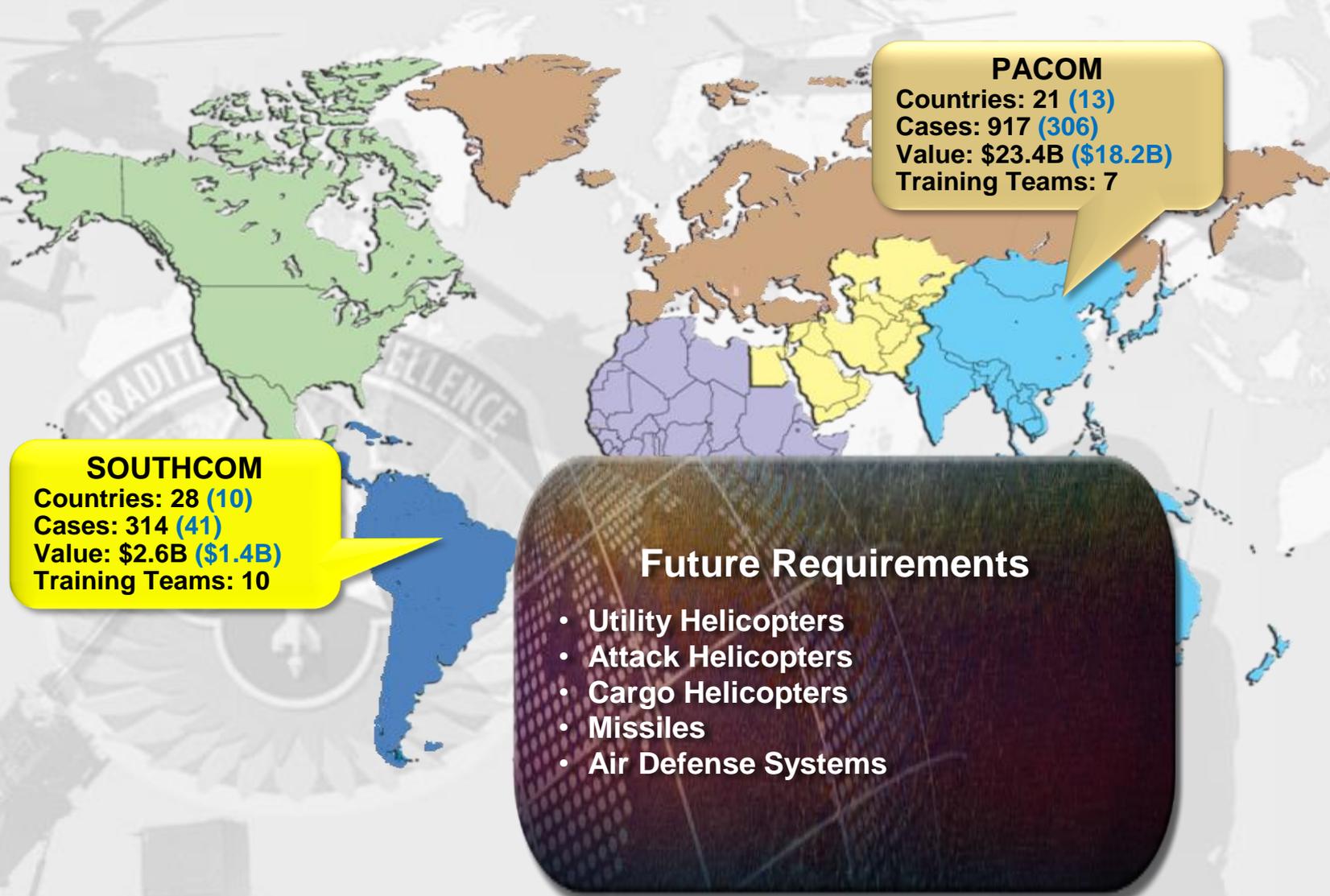
CENTCOM

Countries: 19 (16)
 Cases: 1,917 (391)
 Value: \$125.9B (\$62.25B)
 Training Teams: 13

Engaging With Our Allies While Building Partner Capacity



PACOM / SOUTHCOM



Engaging With Our Allies While Building Partner Capacity



EUCOM / AFRICOM / NORTHCOM



NORTHCOM

Countries: 1 (2)
Cases: 80 (15)
Value: \$706M (\$1.38B)
Training Teams: 1

EUCOM

Countries: 51 (35)
Cases: 1,471 (264)
Value: \$15.3B (\$8.59B)
Training Teams: 33

AFRICOM

Countries: 54 (7)
Cases: 573 (14)
Value: \$4.4B (\$526M)
Training Teams: 2

AFRICOM Future Requirements:

- Unmanned Aerial Vehicles
- Helicopters

EUCOM Future Requirements:

- Helicopters
- Missiles



Questions ?

