

# Air Force Security Assistance Center

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## Air Armament Symposium

**Brig Gen Arnie Bunch**  
**AFSAC/CC**  
**4 October 2011**

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***Integrity ★ Service ★ Excellence***



# Our Mission and Vision



**AFSAC delivers materiel solutions for our international partners in support of the Air Force Global Partnership Strategy. Our professional workforce manages, integrates, and leads AFMC's security cooperation enterprise**



***Our Vision: To be the world's best security cooperation execution agency while providing our workforce a professionally enriching environment***



# Security Assistance



## What it is...

- It's All About Relationships
- Interoperability
- National Security Objectives

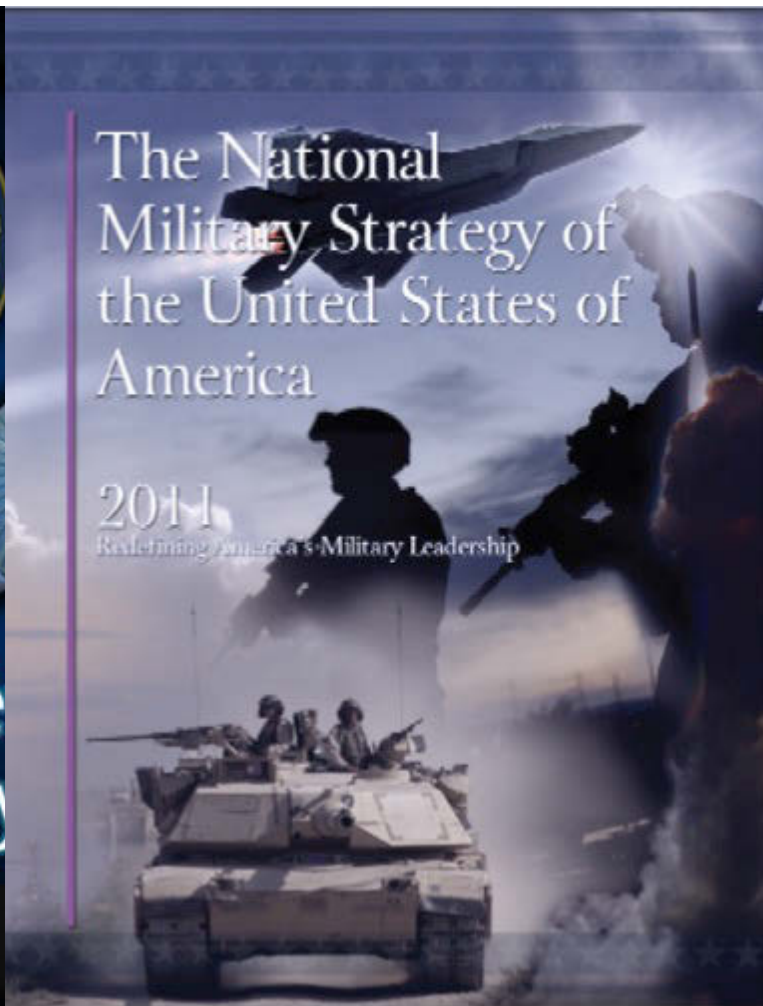
## What it's not...

- Arming of the World
- Selling of U.S.'s Old Inventory





# Why It's Important





# Why It's Important



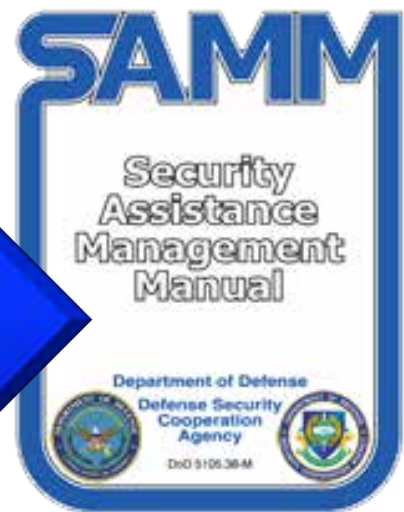
***USAF Core Functions  
Global Vigilance,  
Reach, Power***

***One of four SECAF/CSAF Top  
Priorities: "Partner with the joint and  
coalition team to win today's fight"***

***Nuclear Deterrence Ops  
Priority  
Priority  
Superiority  
Integrated ISR  
Mission Attack  
Operations  
Rapid Global Mobility  
Personnel Recovery  
Agile Combat Support  
Building Partnerships***

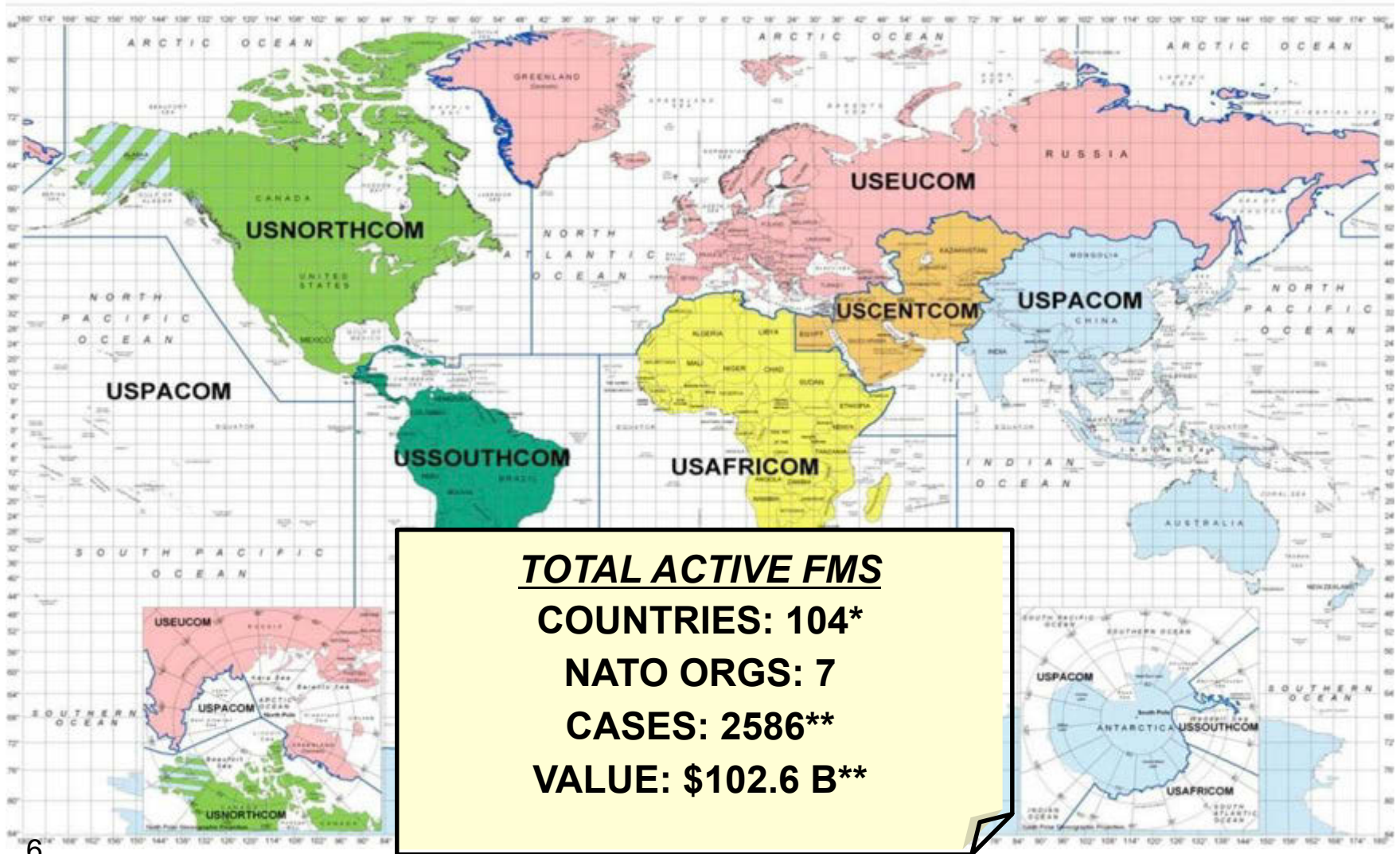


***Arms Export Control Act  
Foreign Assistance Act***





# Total Active USAF FMS Portfolio by Region



**TOTAL ACTIVE FMS**  
**COUNTRIES: 104\***  
**NATO ORGS: 7**  
**CASES: 2586\*\***  
**VALUE: \$102.6 B\*\***



# Products: Provide Cradle-to-Grave Support...



1940s C-47



1950s A-37 T-33 T-37



1960s C-7 T-38 A-7 C-130



1970s F-111 F-4 F-5 B-707



1980s F-16 F-15 E-3 KC-135



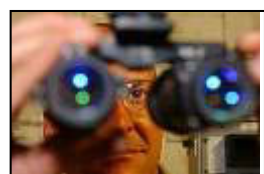
2000s 767 C-17 F-35 T-6A C-208



2010s RQ-4 MQ-9 RPA's  
G-550



# ...For a Full Range of Weapon Systems...



- **Weapons (AMRAAM, Sidewinder, Sparrow, Maverick, JDAM, Paveway)**
- **Targeting Pods (LANTIRN)**
- **Night Vision Goggles**
- **Target Drones**
- **Radars/ECM (TPS-43/70, FPS-117, ALR-69, ALQ-131)**
- **Forward-Looking Infrared Radar (FLIR)**



# ...and a Broad Range of Desired End Items



- **Services**
- **Parts**
- **Training (AFSAT)**



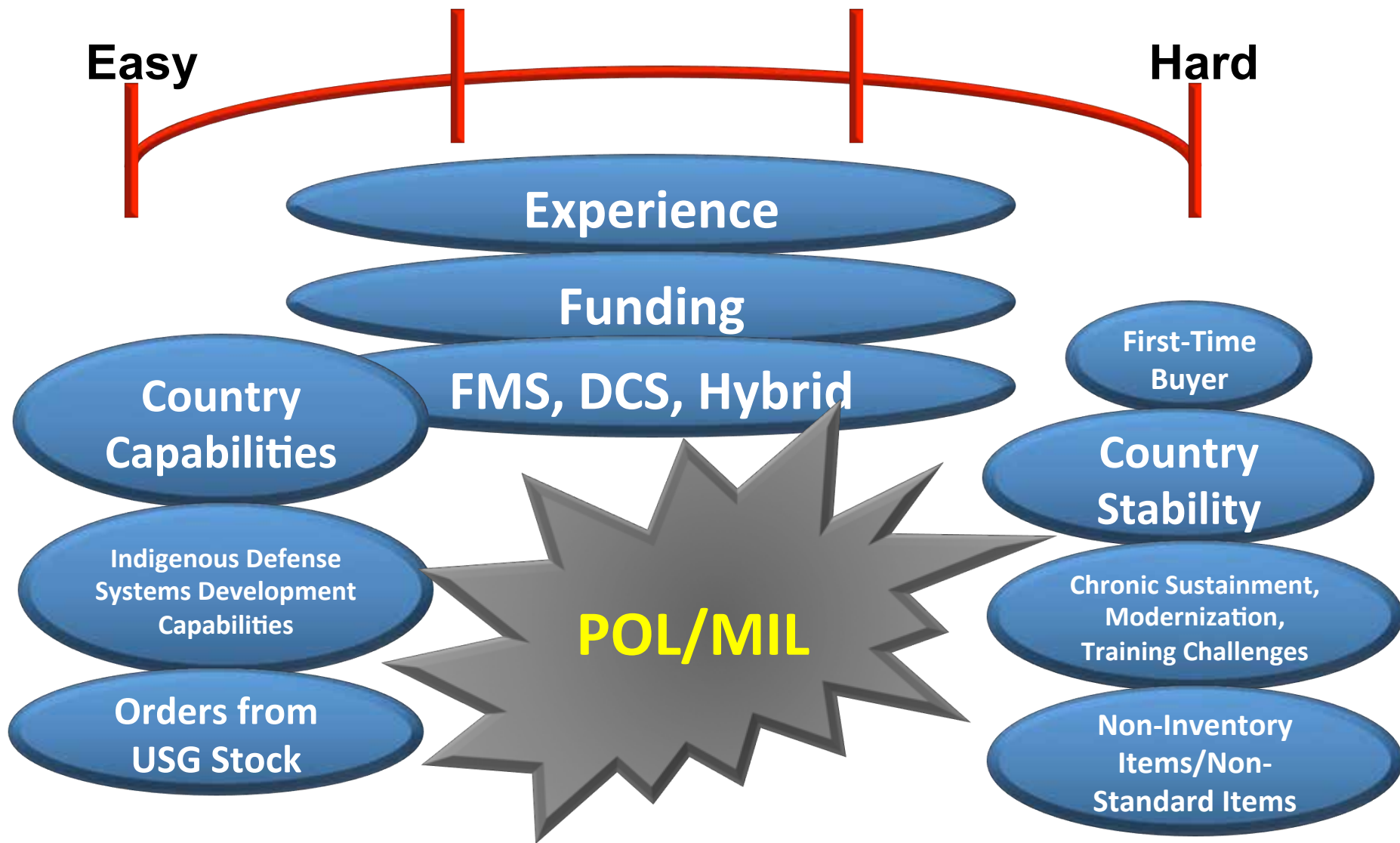


# Industry is a Full Partner





# FMS Dynamics





# Plan for LOA Due Diligence



Congressional Notification  
• SAF/IA

Releasability Determination  
• Foreign Disclosure  
• ITAR

LOA Detailed Development

Coordination  
• DSCA  
• State Dept

LOA Acceptance



# Mitigate Technology Tensions



- **US Game Changers**
- **Development Cost Recoupment**
- **National Security**
- **Time to vet tech issues**

- **COCOM Desires**
- **Interoperability**
- **Global Strategy**
- **Partner Nation Expectations**



***Consider Exportability Up Front***



# Global Partnership



- **FMS and DCS are two sides of the Security Cooperation “sales” coin**
- **Early and effective communication is the key to success**
- **DoD supports US Defense companies in the pursuit of DCS, but remains impartial**
  - **Can endorse one product when directed based on interoperability, support, and competition factors**

***Embassy Focal Point is the Security Cooperation Office (SCO)***



# NII / NSI



- **Non-Inventory Item (NII)**
  - Item never procured and introduced into US inventory, despite similarity to existing program
  - Defining Characteristics:
    - “Starting from scratch;” limited-to-no existing infrastructure
    - Lots of unknowns = higher assumed risk
  - Definition being refined...
    - Item that has changed Form, Fit, or Function
  
- **Non-Standard Item (NSI)**
  - Item once in US inventory and currently used/requested by partner, but which US no longer uses or supports
  - Defining Characteristics:
    - Program of record one time existed
    - Existing corporate knowledge on support



# NII / NSI



## Issues:

- Strains Pol/Mil relationships with partners
- Questions USG FMS Credibility
- Causes many design, integration, production, sustainment, and technical issues

**Root Causes:** Misidentified NII; inappropriately applied program development & assessment; lack of expectation management

## Examples:

- Enhanced Paveway: Greece, Pakistan, Spain, Saudi Arabia
- EW Systems: Advanced Countermeasures Electronic System (ACES), Advanced Integrated Defensive Electronic Warfare System (AIDEWS)
- Aircraft: Armed Caravan

***Industry Support Critical***



# Relationships are Key

- **Personal relationships are a key foundation for successful FMS/DCS programs and a key tenet of US Security Cooperation objectives**
- **Make an effort to make it personal**
  - **Credibility**
  - **Face with a name**
  - **Culturally sensitive**

***Security Assistance is a Contact Sport***



# The Results

- **Global Mobility**
- **Ground Support**
- **Timely Humanitarian Aid**
- **Support of Operations Odyssey Dawn and Unified Protector**





# Things to Remember

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- **This business takes time**
- **Dealing with Sovereign Nations**
- **Each Nation has its own needs**
- **Country experience levels vary**
- **Non-Inventory Items, Non-Standard Items add complexity**
- **Consider exportability up front**
- **Relationships are key**
- **Any one country case can get big ... quick!**

***Consistent Communication Critical***



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# Questions???