Foreign Military Sales
Overview

Linda Roberts, Deputy Program Manager, PEO IWS 4.0
Matt Sermon, Deputy Program Manager, PMS 326
NAVSEA team manages 793 active Foreign Military Sales Cases with 98 countries
Total Case Value: $20.4 Billion
# Team Ships FMS Programs

## Egyptian Fast Missile Craft

- Customized variant of AMBASSADOR MKIII Class
- Deliver 4 vessels to the Egyptian Navy
- Provide Crew Training
- FMC 4 to launch Spring13
- FMC 1 to deliver Summer13
- FMC 2 to deliver Fall 13

## Other Platforms

### Key boat acquisition programs
- 54m Diving Support Vessel
- 27m MKV Patrol Boats
- 28m Coastal Patrol Craft
- 11m NSW RHIBs
- 60m Offshore Support Vessel
- 35m Coastal Patrol Craft
- 42m Coastal Security Craft
- 39’ Fast Interceptor Boats

### Excess Defense Article Ship Transfer Programs
- FFG-7 Class has strong worldwide interest
- Strong interest in Amphibs and Research Vessels is anticipated

### Building Partner Capacity (COCOM) Programs
- 10m RHIBs (AFRICOM)
- 11m RHIBs & Inflatables (CENTCOM)
- 7m RHIBs (PACOM)
- Riverine Patrol Boats & Inflatables (PACOM)

## Products/Services

- Boat/Craft Acquisition/Procurements
  - Design to Build
  - Build to Print
  - Modified GSA
  - FAR Part 12; Simplified Acquisition
  - Co-Production
  - Excess Defense Articles (EDA)
  - “Piggy Back” on Existing Contracts
- Boat/Craft Refurbishments & Transfers
- Support Equipment Procurements
- Facilities Upgrades
- Mobile Repair Teams (MRT)
- Mobile Maintenance Repair Facilities
- Mobile Training Teams (MTT)
- Site Surveys
- Follow-on Technical Support

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PMS 326: International Fleet Support

Program Office

Mission:
Manage execution of Foreign Military Sales (FMS) cases that provide platform-centric Follow-On Technical Support (FOTS) and related life cycle support efforts. Serves as the Program Manager for FMS-unique and legacy systems/weapons programs still in use by international foreign partners.

Functional Areas of Support:
Integrated Program Management
Case and Project Management
Engineering Services
Maritime and Industrial Training
Maritime Industrial Support

Follow On Technical Support Portfolio:
In-country Platform and Systems Maintenance
Material Condition Assessments and Maintenance Planning
System Upgrades/Alterations, Installation, and Integration
In-country Port Engineer Services
Material, Documentation, Spares, and Training to Support Upgrades, Replacements, Enhance Infrastructure Capabilities, and Support Maintenance Availabilities

Key Programs

Iraqi Navy Fleet Maintenance Repair Training and Support FOTS
Philippine Navy Ex-US Coast Guard Cutters FOTS
Egyptian Navy Frigate, Minehunter, and Missile Craft FOTS
Taiwan Navy Frigate, Destroyer, and Amphib FOTS
Royal Saudi Naval Forces Patrol Boat FOTS
Turkish Navy Frigate Air Warfare Upgrades
Polish Navy Frigate FOTS
Japanese Navy Platform Integration Support & Landing Craft FOTS

International Frigate Working Group (IFWG)
Building Partner Capacity (BPC) Program: Various equipment procurements for more than 20 countries.

The PEO IWS organization is aligned to develop, procure and deliver Enterprise Warfighting Solutions for Surface Ships.

PEO IWS has life cycle responsibilities for combat system performance, design management, systems engineering, installation, integration, test, maintenance and disposal.

INNOVATION
- APLs
- Industry
- NSWC
- NUWC
- ONR
- SBIR/SST
- DARPA
- Aegis BMD

DELIVERY
- 238 USN Ships
- 8 USCG Ships
- 27 Nations
- PEO IWS executes 245 FMS Cases at $9.8B Total Active Case Value

169 Programs:
- 2 - ACAT I
- 6 - ACAT II
- 4 - ACAT III
- 4 - ACAT IV
- 12 - R&D
- 41 - Inactive
- 96 - Non ACAT
- 4 - Pre MS B ACAT
(as of 09Aug12)
PEO IWS 4.0 International Programs

SM SUMMARY
110 CASES
TCV: $2.8B

VLS SUMMARY
17 CASES
TCV: $604.1M

RAM SUMMARY
3 CASES
TCV: $107.9M

CIWS SUMMARY
12 CASES
TCV: $213.8M

AEGIS SUMMARY
69 CASES
TCV: $6.0B

GWS/AMMO SUMMARY
34 CASES
TCV: $114.2 M

245 CASES TCV: $9.8B

TCV = Total Case Value
Integrated Combat Systems Solutions

- Case Management for FMS sales of Aegis and other US Combat Systems/Elements

- FMS combat system engineering, ship integration & testing

Weapons & Launchers

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“Foster and sustain cooperative relationships with an expanding set of allies and international partners to enhance global security”
- Admiral Jonathan Greenert, CNO
21 September 2011 “Sailing Directions”

“We are in a time of unprecedented global interdependence and we have abundant maritime activity and a lot of constructions out there. It’s a time of budget constraints, so we’ve got to innovate, we’ve got to share capabilities, share technologies, and be willing to work together.”
- Admiral Jonathan Greenert, CNO
19 October 2011, International Seapower Symposium, Newport RI

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<tr>
<th>PEO IWS ALIGNMENT</th>
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<tr>
<td>Increase allied interoperability through cooperative programs and FMS</td>
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<tr>
<td>Reduce programs costs by leveraging allied expertise and involvement where feasible</td>
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<tr>
<td>Deliver what the customer needs when the customer needs it for the best price possible</td>
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Promote stronger and more synergistic relationships with agencies that can assist in achieving these goals and who have a vested interest in the systems that PEO IWS manages
Where We’re Trending

- Increasing trend toward integration of combat system elements vice turn-key solutions

- Inclusion of indigenous national content a growing priority among customers
  - Integration of non-USN radar with USN command & control systems
  - Cooperative Radar Development with select countries
  - Integration on non-USN combat systems with USN missiles

- Scalable technology and capabilities
BACKUP
In-country and U.S.-based engineering services, via government or contractor support, to assist in planning and accomplishing equipment repairs, maintenance and other support. Support might include:

- In-country platform and systems maintenance
- Material Condition Assessments and Maintenance Planning
- Maintenance Execution
- Systems Upgrades/Alterations Planning, Installation and Integration Services

Tech Rep Support for Emergent Repairs, Upgrades/SHIPALTS/PIP, Grooms, etc.

- HM&E
- Combat Systems
- Radars
- Navigation
- External Communications systems/equipment
- Other Systems/equipment

Tech Support during Maintenance Availabilities

Remote Engineering Services/Technical Planning from U.S.

In-country Port Engineer
**MATERIAL**

- Provide material to support upgrades, replacements, enhance infrastructure capabilities, and support maintenance availabilities
  - Potential System/Equipment Upgrades & Replacements
  - SHIPALTS/MACHALTS/ORDALTS
  - Unique Training Devices
  - Special Tools & Test Equipment
  - Micro-Miniature (2M) Repair Capability
  - Glass Reinforce Plastic (GRP) Repair Capability
  - Remote Operating Vehicle (ROV) Repair Capability
  - Availabilities, Ship Industrial Overhauls, etc.
  - Configuration Management

**SPARES**

- Provide access to spare and replacement parts and consumables for shipboard and depot maintenance and repairs
  - Develop COSAL and COSMAL Allowances
  - Identify sources for required material, ensuring standards are met regarding form fit and function
  - Direct Requisitioning and Material Procurement
  - DRP cases & FMSO Cases
  - Industry Supplied Material
  - Assist with legacy system parts support

**DOCUMENTATION**

- Provide access to documentation required for operation and maintenance of the ships
  - Correction of shortfalls in technical manuals, drawings and other documentation
  - Routine update and replenishment of technical manuals, drawings and other documentation over time
  - Planned Maintenance Support (PMS) documentation support
  - Documentation supporting changes in equipment configuration

**TRAINING**

- Provide curriculum development and conduct training for ship operators and maintainers
  - In-country shipboard training
  - Industrial training
  - In-country classroom training
  - U.S.-based classroom training
PMS 326: Our responsibilities

Work Break Down Structure

PMS 326

Program Management 1.0
  - Collaborate with US FMS Stakeholders 1.1
  - IFWG 1.2
  - FLO Program 1.3
  - International Trade Shows 1.4

Case/Project Management 2.0
  - FMS Case Development 2.1
  - USN Field Activity Support 2.2
  - Equipment Procurement 2.3
  - PMRs/OSVs/ Site Survey’s 2.4

Engineering and Logistics Services 3.0
  - Ship Repair/ Modernization 3.1
  - System Upgrade/ Integration 3.2
  - Port Engineers 3.3
  - Combat Systems Engineering 3.4
  - Obsolescence Management 3.5

Maritime and Industrial Training 4.0
  - USN Training Coordination 4.1
  - Curriculum Development/ Execution 4.2

Maritime Industrial Support 5.0
  - Facility Upgrades 5.1
  - Industrial Equipment Maintenance 5.2
  - Information Technology 5.3

Contract & Financial Management 6.0
  - RFP/DO Development 6.1
  - DO Processing 6.2
  - Award Fee Boards 6.3
  - Contractor Management 6.3
  - FMS Case Financial Management 6.3

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FMS Program Snapshot

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Data for current
IWS4 Active
Cases in MISIL / Info Warehouse

* includes 3 CEC cases

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