



PMA-201G1 Cartridge Actuated Devices/ Propellant Actuated Devices (CAD/PAD) International Logistics Review (ILM)

**Letters of Request (LORs)
For
Letters of Offer and Acceptance (LOAs)**

26-27 June 2018





CAD/PAD Procurement Management



- ◆ United States Navy (USN) forecasts CAD/PAD out-year requirements in advance
- ◆ PMA-201 issues a “Call Letter” annually to Foreign Partners
- ◆ Country requests LOR for LOA through Navy International Programs Office (NIPO) based on Call Letter information
 - Multi-year cases are encouraged
 - ◆ Planning for out-year requirements
 - ◆ Amended each year as necessary if requirements change

PLANNING: FMS customer will determine their CAD/PAD out years requirements and provide a LOR based on their long term plans



CAD/PAD Procurement Management (Cont.)



- ♦ **Country requests LOR for LOA through NIPO based on Call Letter information (cont.)**
 - Urgent Requirements Lines (URLs)*
 - ♦ Change in policy
 - Can no longer have separate line on the case for URL
 - ♦ FMS partner may include additional dollar amount or percentage of case value to defined order line for emergency situations
 - This is this is the line in the case in which your DODICS are listed
 - ♦ Requirement must be submitted to NIPO
 - ♦ Subject to full procurement lead time
 - ♦ Not intended to accelerate or circumvent procurement cycle – only to add quantities of items already identified in the case to be placed on next available procurement
 - ♦ USN recommends 20 percent to be added based on Foreign Military Sales (FMS) partner's potential usage

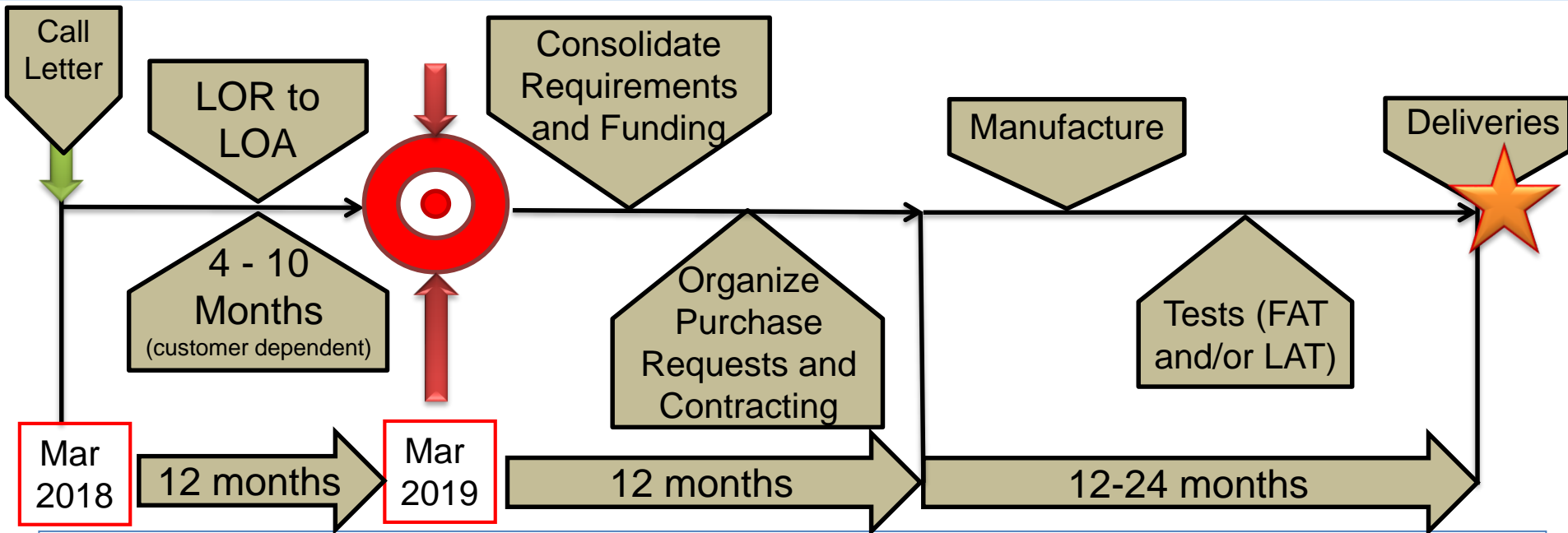
*Does not affect existing cases with URLs, however, once funding is utilized the new policy will be in effect.





CAD/PAD Procurement Timeline

Notional Illustration



- ♦ PMA-201 has released the 2018 CAD/PAD Call Letter
- ♦ FMS customers must have a signed and implemented Letter of Offer and Acceptance (LOA) by 1 Mar 19 for Calendar Year 2021/2022 (CY21/22) deliveries
 - If signed and implemented LOA is not received by 1 Mar 19, requirement will slip to next calendar year - **1 year resulting slippage of all milestones**

Important to plan 4 years out for CAD/PAD procurements!



Questions?