



PMS 326: International Fleet Support:

Enabling Distributed Lethality Around the World

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Presented to:

Surface Navy Association

Presented by:

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TRANSFER (PMS 326)**



Naval Sea Systems Command



Mission:

We develop, deliver and maintain ships and systems on time, on cost for the United States Navy.

Vision:

We are the Nation's team accountable for achieving the 306-ship Navy:

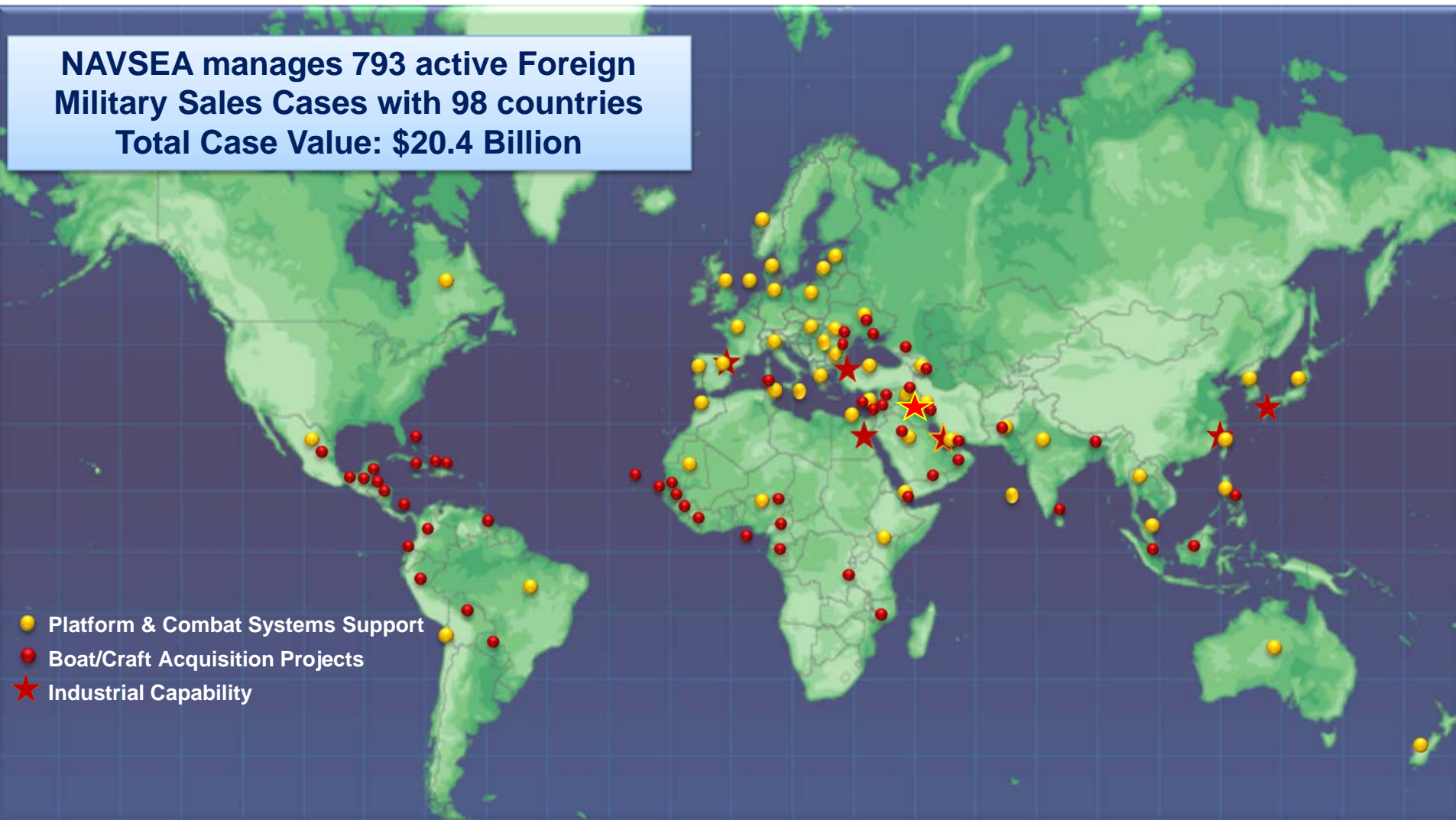
- We must operate as a diverse organization with a single purpose to ensure the U.S. Navy remains the preeminent maritime power
- We must be supported by a modern, efficient industrial base
- We must be a world-class employer of choice that inspires innovation
- We must set the value-added standard for acquisition, engineering and maintenance



NAVSEA Foreign Military Sales (FMS) Support

**NAVSEA manages 793 active Foreign Military Sales Cases with 98 countries
Total Case Value: \$20.4 Billion**

- Platform & Combat Systems Support
- Boat/Craft Acquisition Projects
- ★ Industrial Capability



Overview of PMS 326



- NAVSEA's International Type Commander for Surface Warships
 - Follow-on Technical Support (FOTS) for Combat Systems, HM&E, facilities, and miscellaneous equipment
 - 60 countries
 - 17 ship classes
- Lifecycle management of surface combatant warfighting capabilities
- Our focus is on providing preventative and corrective maintenance, modernization, and training support



PMS 326 Mission:

Support US Security Assistance missions by providing superior quality products and services to international customers, which meet cost and schedule requirements, in the areas of ship repair, legacy system support, and logistics.



Why Fleet Support?

- International Fleet Support is an enabler for Distributed Lethality and Sea Control
 - Helps international partners maintain USN-provided systems at optimum readiness
 - Maintains interoperability through grooms and maintenance on key systems
 - Helps deliver mission-ready assets
 - Adds unique national capability to coalition warfare operations
- Fleet Support contributes to USN programs financially and materially
 - Additional order quantities, support funding
 - Performance data from a wider variety of operating conditions
- Fleet Support enhances relationships and provides partner navies with strong USN connections from the unit to the Headquarters level

PMS 326 Support and Services



FFG-7 Class Logistics Support
for eight international partners



Readiness
support for
Philippine
Navy ex-
USCG
Hamilton Class
Cutters



Follow-On Technical Support
(FOTS) for the Egyptian Navy
Fast Missile Craft
Program



Taiwan MHC Transfers



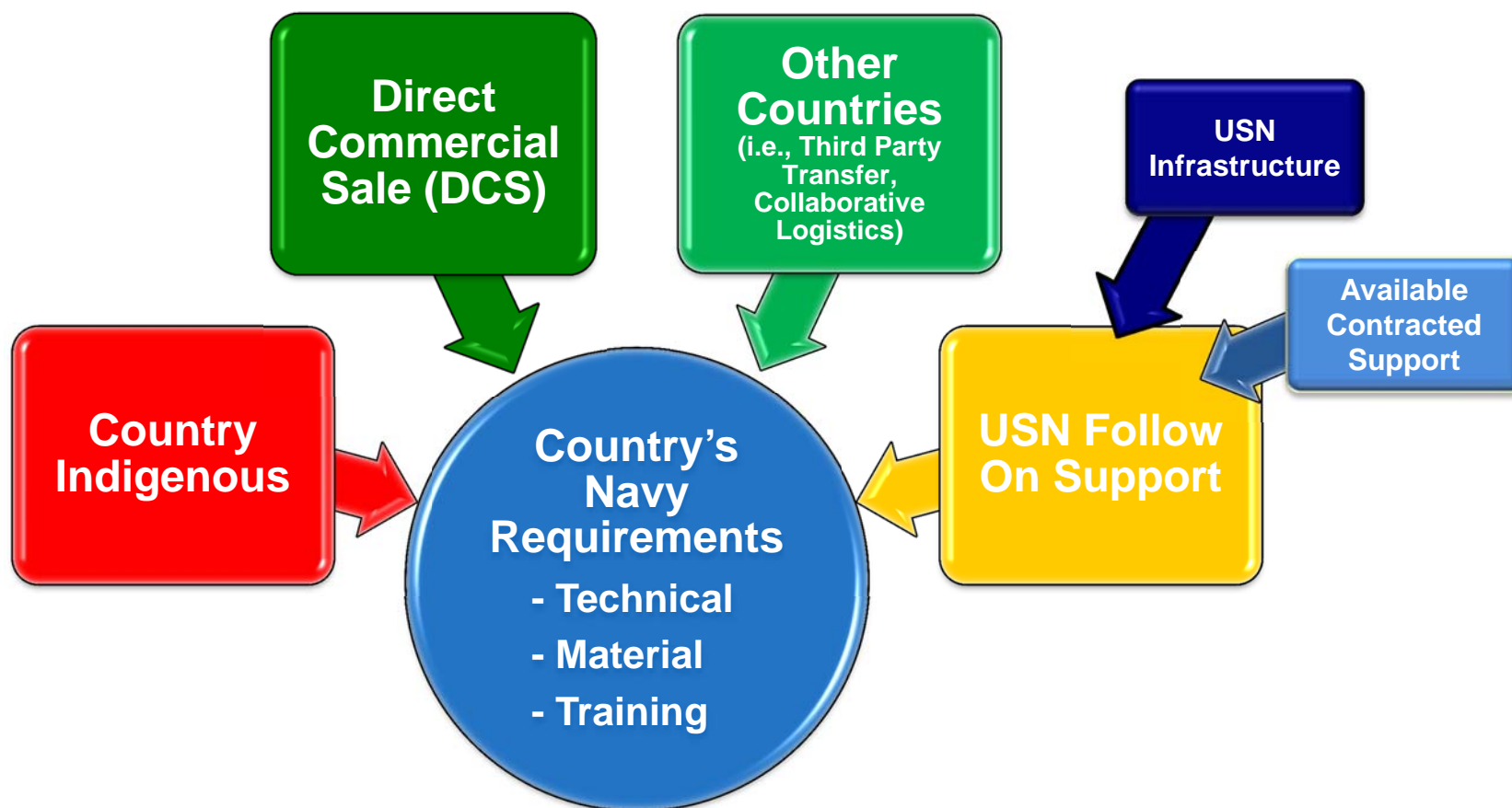
Iraqi Navy Ship Repair Facility Training & Support



Offering a full spectrum of support and services, tailored to each Navy's needs



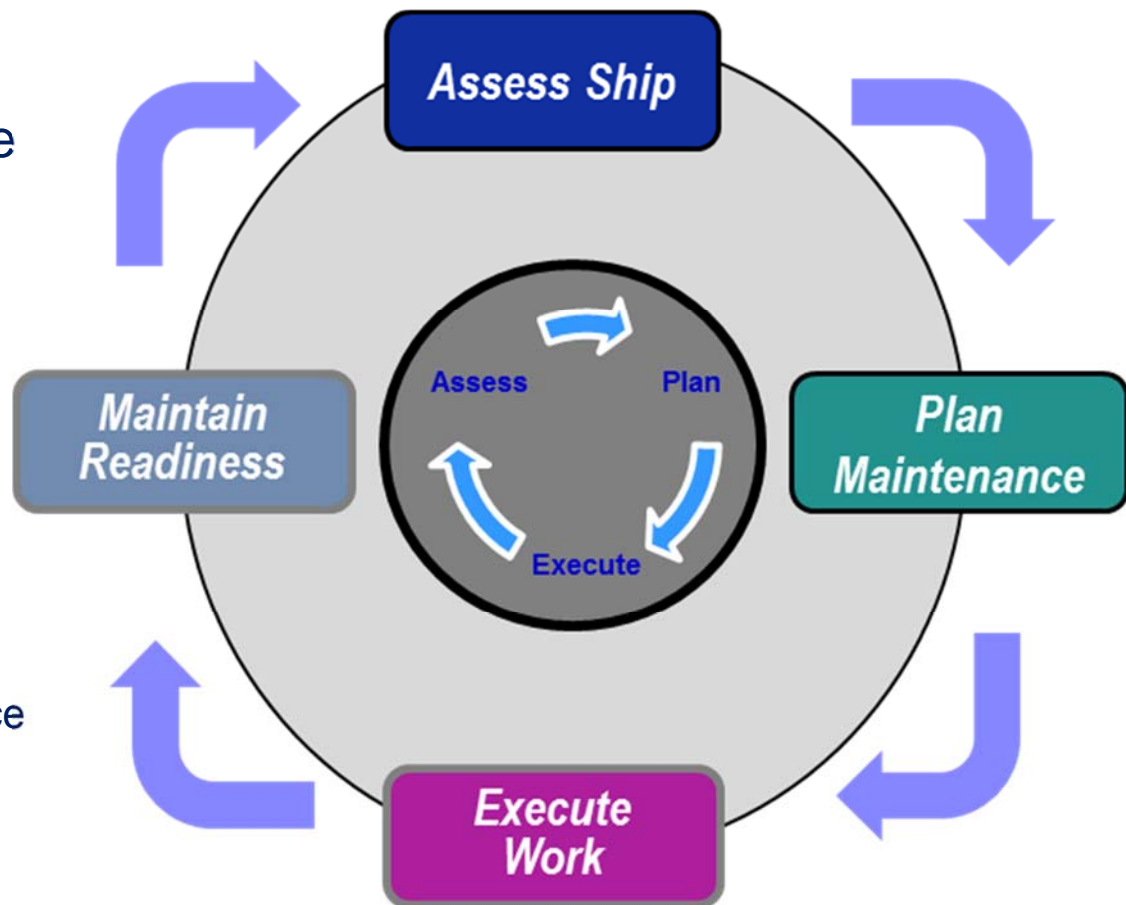
Multiple Support Alternatives for Our International Partners



Finding the right mix depends on your support requirements

Surface Platform Readiness Framework Overview

- The Surface Platform Readiness Capability Framework is meant to assess the state of the foreign customer's Navy and serves as a guide regarding where PMS 326 should focus its sustainment efforts to best meet customer requirements
- Each area within the framework addresses the factors below, which are critical to effectively operate and maintain maritime forces:
 - Trained Personnel
 - Training Facilities & Curriculum
 - Supply/Logistics Support
 - Shore-based Maintenance Facilities
 - Equipment Quantity
 - Equipment Reliability



Sustainment Teams

- Maintenance and modernization of surface combatants is a team effort, requiring different types of support
 - Navy facilities and resources
 - Maintenance planning, tracking and execution monitoring
 - General technical support (Navy or contractor)
 - Specialized technical support/assistance
 - Industrial facilities and craftsmen
- Targeted use of FOTS can provide necessary technical expertise that is not resident within a particular Navy (or which isn't cost effective to create)
 - Technical support for USN systems
 - Support for non-US systems that don't have in country support/industrial capability
- Development of indigenous maintenance capability is a very useful option
 - Needs to be targeted to support that occurs on a regular basis
 - Requires partner Navy, USN and industry to team together for success

Importance of FOTS and Logistics

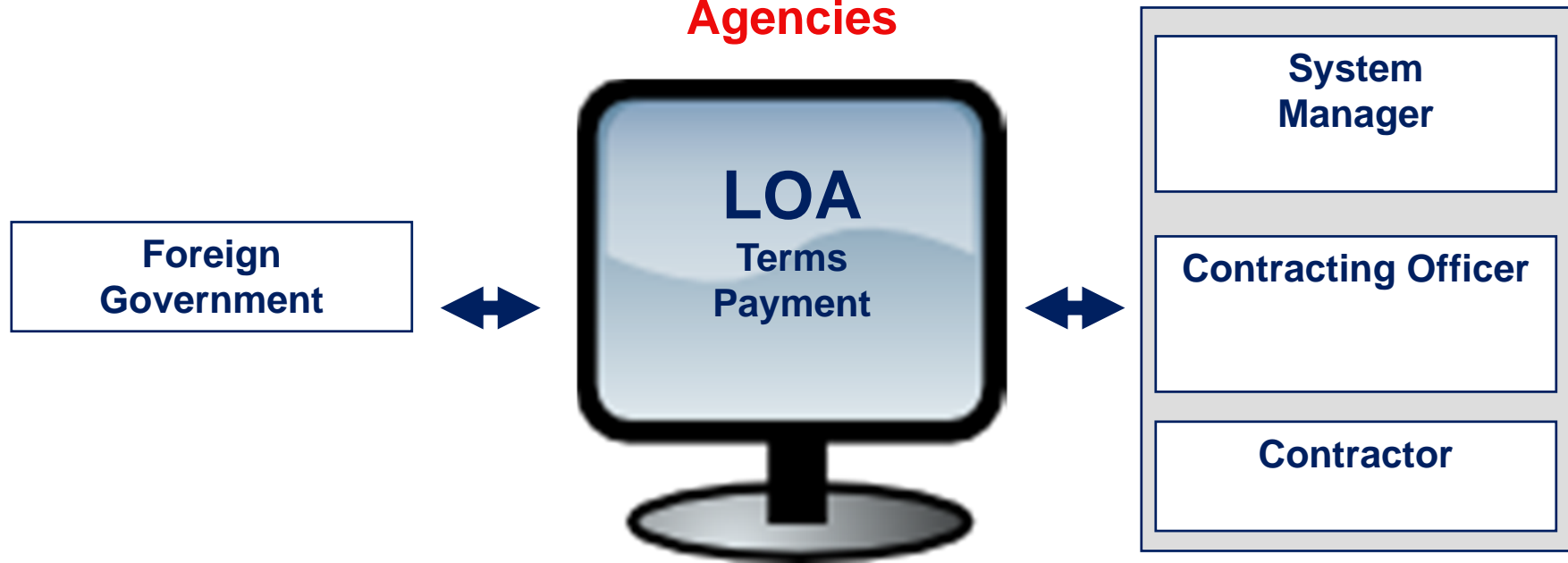
- FOTS requires a comprehensive look at platform readiness, not just particular elements
 - Combat Systems
 - Support Systems (Air, Water, Power)
 - Propulsion/HM&E Systems
- Executing FOTS requires a combination of resources
 - Planning and Scheduling Aids
 - Technical skills/understanding
 - Maintenance facilities and services
 - Parts support
 - Training support

Maintenance documentation and training are critical elements of logistics support – and often overlooked!

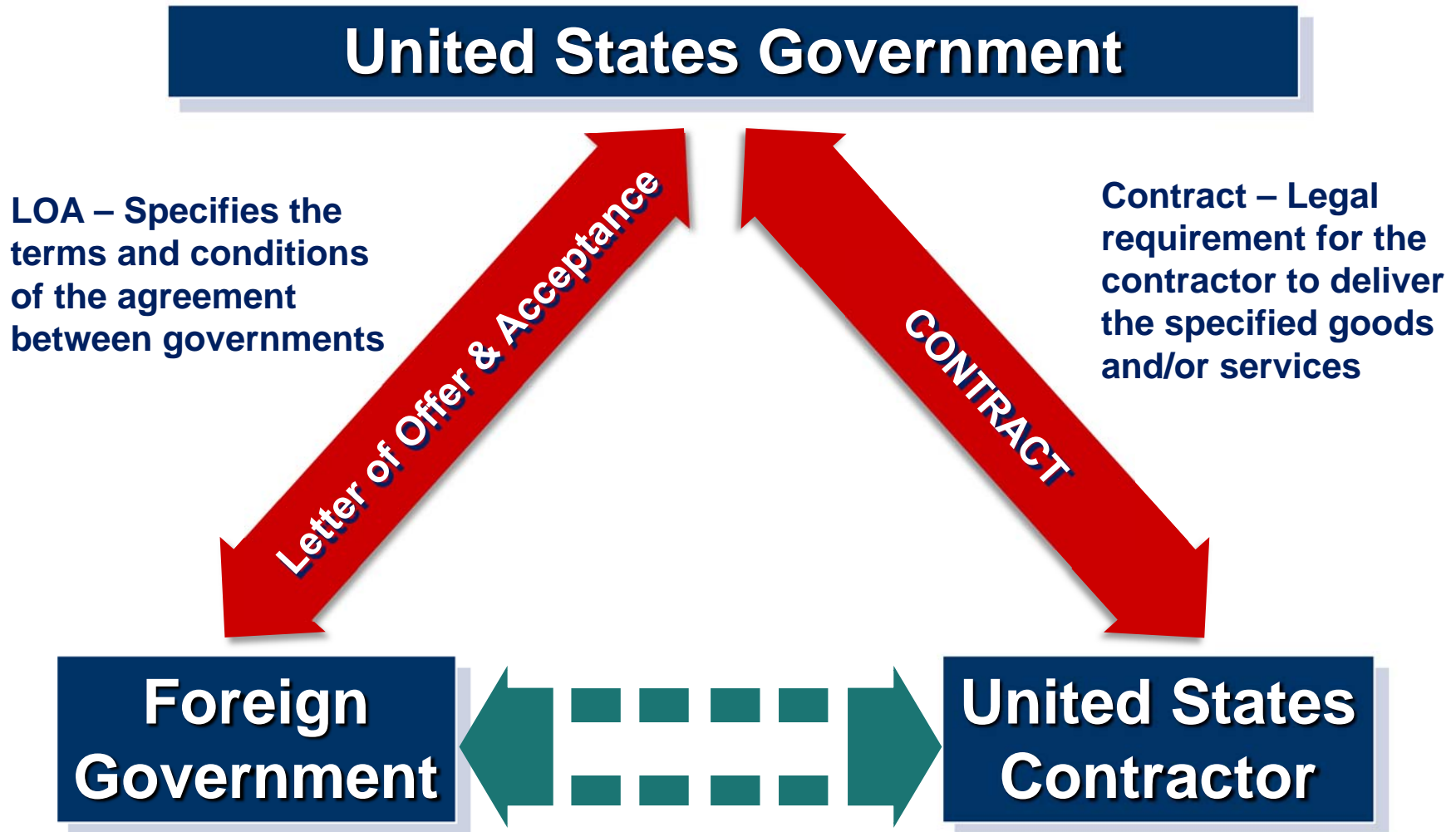
What are Foreign Military Sales (FMS)?

Foreign Military Sales is a contract between the US Government and a foreign partner to provide goods and/or services on agreed upon terms

DSCA Implementing Agencies



FMS is the interface between the foreign purchaser and the U.S. DoD procurement system



Understanding the FMS Process

Phase 1 – The Request

- Customer internally defines requirements
- Customer/US exchange technical info (dependent on foreign disclosure)
- Customer prepares and submits a Letter of Request (LOR) for:
 - Price and Availability Data (P&A) or
 - Letter of Offer and Acceptance (LOA)

~ 120 days (response to LOR)

Phase 2 – Development and Acceptance of Offer

- Implementing Agency (IA) receives LOR and develops LOA data
- DSCA's Case Writing Division (CWD) writes LOA
- DoS/DSCA/Congress review LOA
- IA issues LOA to customer
- Customer signs LOA and sends initial deposit

~ 60 days (accept LOA)

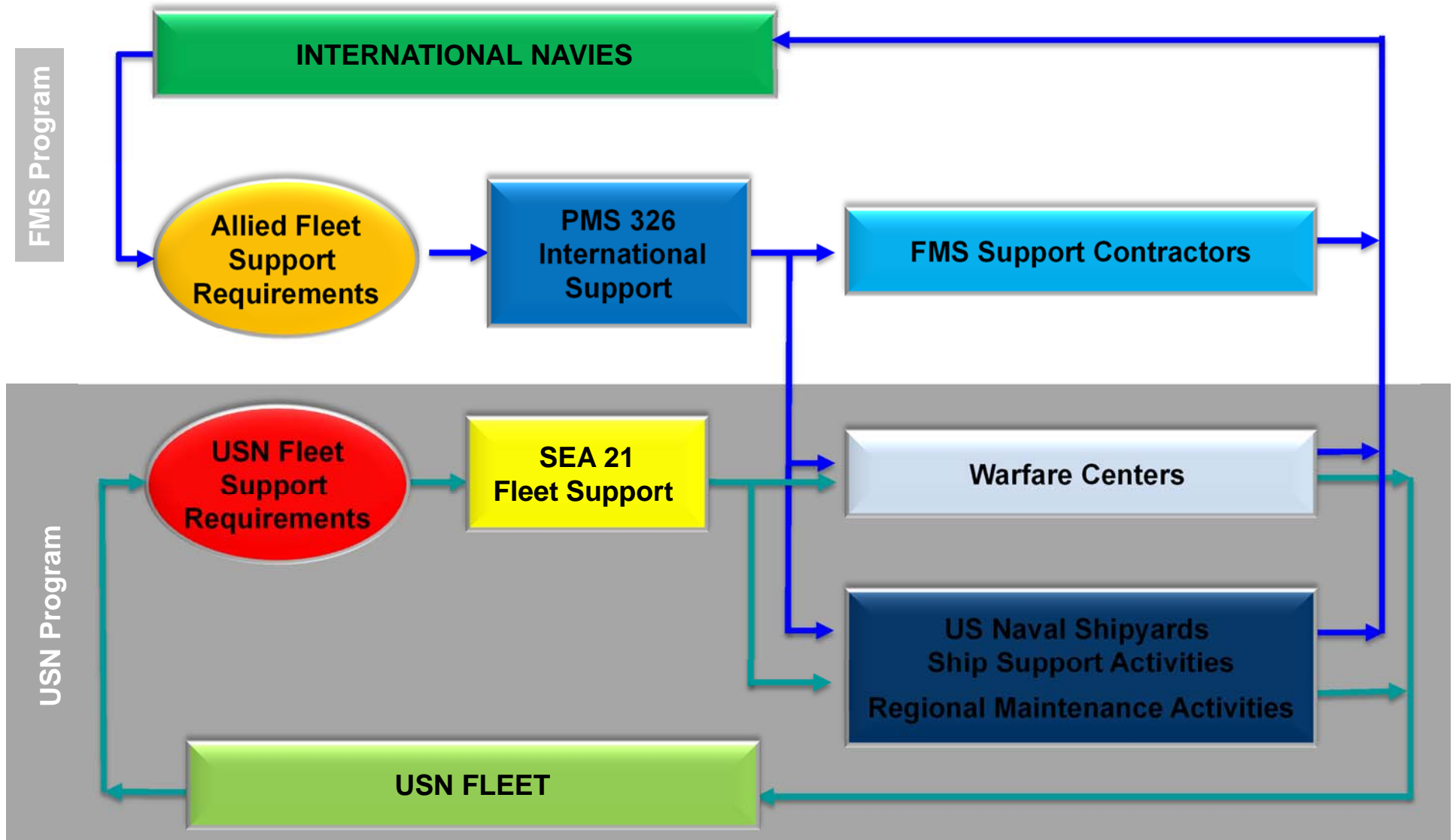
Phase 3 – Implementation & Execution

- IA issues implementation orders and sets up case in computer systems
- Case manager begins executing case to procure articles/services/training
- IA reports performance to customer until case is reconciled and closed and issues the final bill to customer

~15 days (to implement);
execute through life of case

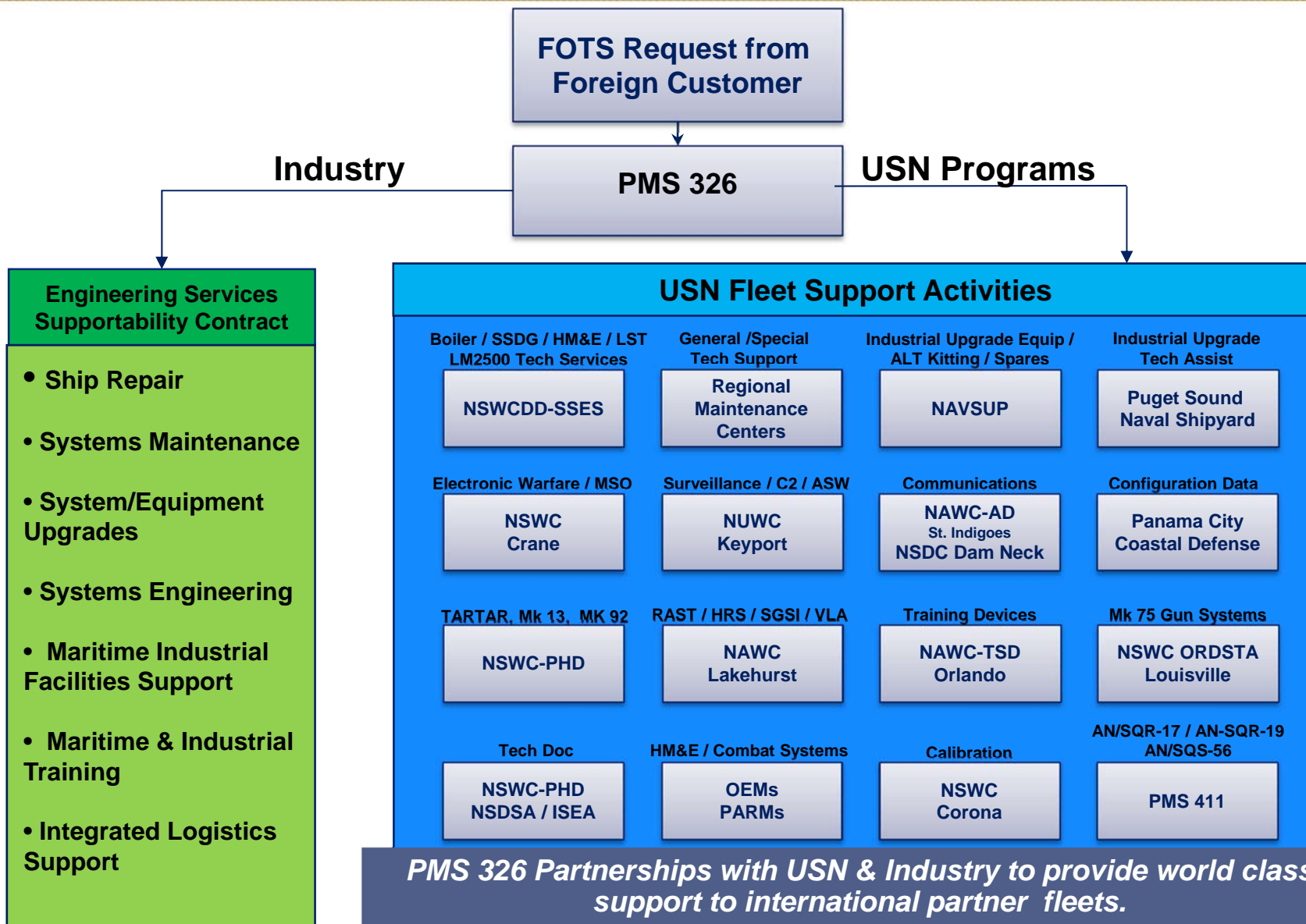
FOTS Process

USN Process and Products for the FMS Customer

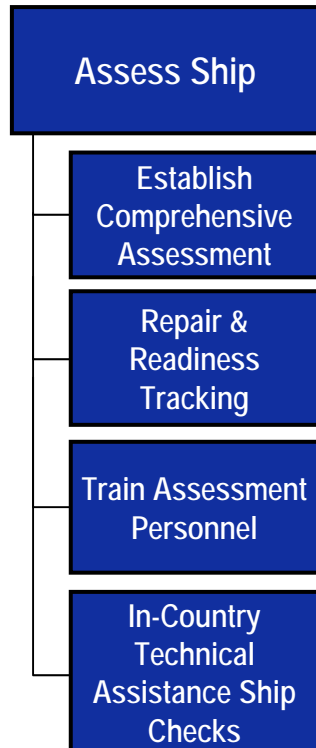


Follow On Technical Support Program

Representative Process for Technical Support Services



Assess Ship Overview

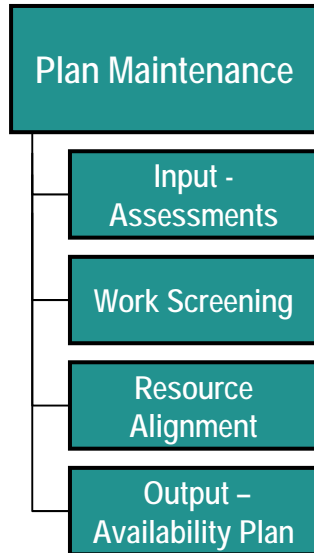


- Assessment is the foundation of the maintenance process: without a firm understanding of the material condition of the platform, the appropriate work cannot be scheduled and resourced
- PMS 326 offers a full range of ship assessment competencies, including:
 - Inspections and testing
 - Recommended metrics and tracking
 - Providing training for host country personnel to perform self-assessments
- During this phase, PMS 326 works with customers to answer the following questions:
 - How do you manage and coordinate resources to adequately assess and evaluate ship performance throughout the operating cycle?
 - Who assesses whether ship's force is capable of satisfactorily evaluating and documenting engineering and combat system discrepancies?

“The implementation of a third party assessment process is considered critical to the overall recovery of surface force readiness.”

26 FEB 2010 Fleet Review Panel of Surface Force Readiness (Balisle Report)

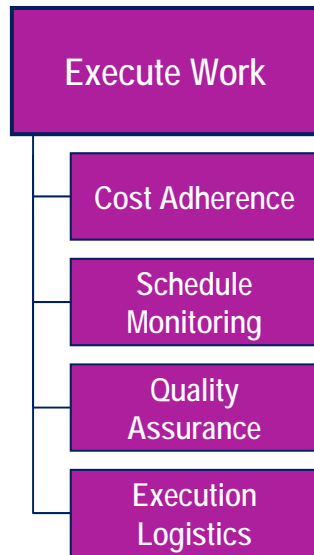
Plan Maintenance Overview



- Thorough maintenance planning ensures work (availability) success
- PMS 326 reviews:
 - Past assessments and maintenance availabilities
 - Current assessments
 - Customer priorities to help improve the customer's planning process
- During this phase, PMS 326 works with customers to answer the following questions:
 - What is your process that clearly delineates how work is screened to either shipboard, intermediate level, or depot level repair activities?
 - For work beyond the capability of local resources or requiring outside assistance, what process exists to accommodate screening work to outside vendors?
 - How often is work deferred due to lack of material/funds?

“Increase the CMAV [Continuous Maintenance Availability] planning window to decrease premium time costs and improve maintenance accomplishment.”
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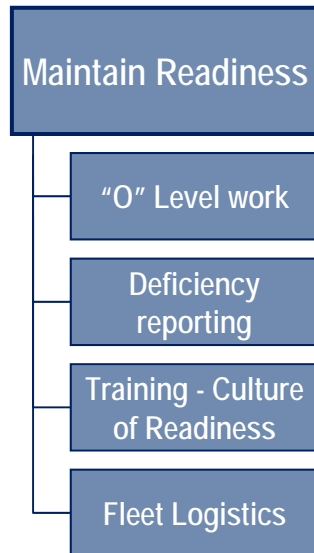
Execute Work Overview



- PMS 326 ensures foreign customers' work goals are met
- PMS 326 helps foreign customers by
 - Defining customers' project scope and schedule
 - Ensuring all material ordered and confirmed for delivery supports the overarching project schedule
 - Leveraging expertise in cost adherence, schedule monitoring, Quality Assurance, and logistics
- During this phase, PMS 326 works with customers to answer the following questions:
 - What mechanism is in place to accommodate and add growth work to the work package?
 - How does the repair planning activity manage impacts resulting from work growth, labor and/or material shortages, and shop overloading?
 - How are repair parts tracked and who is provided parts status?

PMS 326 planned and executed 24 ship repair availabilities for the Egyptian Navy (EN) in the past five years – all concluding with successful LOAs and sea trials.
This effort significantly increased ship material readiness and operational availability for their Knox and Perry class frigates by implementing a ten-year ship repair availability plan.

Maintain Readiness Overview



- PMS 326 understands that improving material readiness is a critical step in achieving self-sufficiency
- PMS 326 supports:
 - Organization-level maintenance work
 - Deficiency reporting and feedback
 - Training
 - Fleet logistics
- During this phase, PMS 326 works with customers to answer the following questions:
 - How often are fleet training standards reviewed and updated?
 - How do you ensure ship's force has sufficient tools, material, and level of knowledge to accomplish preventive maintenance?
 - What mechanism is in place to ensure your training system supports the equipment in use on your ships?

“Expand skill level training in the A-Schools, or create an augmenting training capability and capacity on the waterfront to improve A-School graduate repair expertise. Either approach must enhance Sailor initial skill set to allow apprentice level Sailors to participate sooner in activities supporting material readiness.”

26 FEB 2010 Fleet Review Panel of Surface Force Readiness, (Balisle Report)

U.S. Foreign Military Sales Process

