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***DEPUTY UNDER SECRETARY OF THE AIR FORCE, INTERNATIONAL AFFAIRS***

***GUIDELINES FOR DIRECT COMMERCIAL SALES (DCS)/ FOREIGN MILITARY SALES (FMS) HYBRID PROGRAMS***

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**NOTE:**

- This pamphlet is available on the SAF/IA website <http://www.safia.hq.af.mil>.
- A full list of acronyms used in this document is available in [Appendix 1](#).

**FOR FURTHER INFORMATION PLEASE CONTACT:**

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This pamphlet provides guidelines to United States (U.S.) defense industry and U.S. Air Force (USAF) personnel for planning Direct Commercial Sales (DCS) programs and companion government support Foreign Military Sales (FMS) cases as a total package effort. Failure to jointly plan as a DCS/FMS program hybrid team will increase program risk and potentially undermine relationships with international partners. These guidelines recommend teaming procedures to ensure successful DCS and companion FMS support cases are developed, implemented and executed successfully to meet international partner requirements.

***SUMMARY OF REVISIONS:***

This document is substantially revised and must be completely reviewed. Office titles have been updated. References such as Air Force Instructions (AFIs) and Department of Defense Instructions (DoDI) have been updated.

**1. Introduction:** Export sales and transfers of U.S. defense articles and associated services are complex transactions involving three primary stakeholders or parties: United States Government (USG), international partners (allied and friendly governments/organizations) and defense contractors and suppliers (U.S. and international). International partners have a wide array of choices available in satisfying their defense needs. If an international partner decides to acquire U.S. defense articles and services, they normally have the option of acquiring those articles and services through a DCS arrangement, the FMS program, or some combination of DCS and FMS (commonly referred to as a hybrid program).

**1.1** This pamphlet provides information to USAF personnel and U.S. defense industry for planning hybrid programs as a total package effort. Failure to jointly plan as a hybrid

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program team will increase program risk, which could adversely impact system delivery, and potentially undermine relationships with international partners. This pamphlet recommends teaming procedures to ensure hybrid programs are developed, implemented and executed successfully. The guideline provides and recommends a structured, synergistic joint teaming process to plan and implement major international initiatives.

- 1.2** In support of U.S. national security objectives and to promote interoperability and economies of scale, the Department of Defense (DoD) prefers allies and friendly nations to acquire U.S. systems versus foreign systems. However, the DoD is generally neutral regarding a foreign nation's decision to purchase U.S. defense articles and services by DCS versus FMS, unless directed by law/policy. By policy (Security Assistance Management Manual (SAMM) Paragraph C4.3.5), USG will not compete with U.S. industry for elements of a potential sale.

Four general criteria are used to determine if a sale is required to proceed through the FMS process. The criteria are: (1) legislative/presidential restrictions; (2) DoD/Military Department (MILDEP) policy, directive or regulatory requirement, (e.g., the National Disclosure Policy); (3) government-to-government agreement requirements; and (4) interoperability/safety requirements for U.S. Armed Forces. A foreign partner's decision to acquire U.S. defense articles and services via a hybrid program provides unique challenges for the DoD and industry parties in delivering an operational and sustainable system package that meets the partner's cost, schedule and performance expectations. In choosing a hybrid program approach, the foreign partner is the overall program integrator unless specified on a commercial contract.

- 2. Scope:** This pamphlet recommends the formation of industry/USG teams to plan and implement required actions in support of initiatives through the DCS contract and companion Letter of Offer and Acceptance (LOA) process, in accordance with the SAF/IA teaming directive (SAF/IA OI 10-401). This guideline is consistent with existing security assistance guidance (e.g., Arms Export Control Act (AECA), Defense Security Cooperation Agency (DSCA) Manual 5105.38-M (SAMM), Air Force Manual (AFMAN) 16-101, and existing Air Force policies (e.g., funding pre-LOA activities)).
- 3. Purpose:** The pamphlet is intended to ensure each DCS requiring USG support (e.g., Government Furnished Equipment (GFE)/Service) has been properly collaborated and coordinated through the appropriate USG implementing agency prior to marketing or proposing a DCS program to an international partner.
- 4. DCS/FMS Hybrid Program Process Overview:** The process must be initiated as early as possible during the industry marketing phase to be successful. The following is a process

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overview of action phases leading to the development and execution of a hybrid program.



- 5. Roles and Responsibilities:** The key to a successful hybrid program is a joint teaming effort. It is imperative the industry/USG team be established prior to initiating a marketing license request to the Department of State (DoS). Information sharing will continue post-DCS and LOA signature through normal program execution activities.
  - 5.1** Security Assistance Management Manual (SAMM) C5.2.1 states the USG is not bound to honor commitments made by industry, nor can it be held liable for inability to provide FMS support in conjunction with a DCS even if requested by the FMS partner.
  - 5.2** The SAMM goes on to state it is in the industry's best interest to advise the foreign partner that FMS articles or services will be required for the foreign partner to effectively utilize and sustain equipment being purchased through DCS and the foreign partner must submit a Letter of Request (LOR) to obtain this support. Industry should inform DSCA and SAF/IAR (Director of Regional Affairs) the possibility of a requirement for FMS articles or services, to include the proposed means to train the international partner.

**6. Team Emphasis and Interaction:**

**6.1** Routinely network to facilitate synchronization of industry/USG program support activities.

**6.2 Team Membership:**

**6.2.1 USG Team Composition:** The USG team will be led by the applicable SAF/IAR Country Director and supported by representation from SAF/IAPX, SAF/IAPD, SAF/IARW, AFSAC, AFSAT, the appropriate weapon system program office, and other organizations as required (DSCA, DTSA, NSA, NGA, Joint Staff, SCO, SAF/AQ, AF/3/5, DoS, Army, Navy, General Counsel, defense industry, etc.).

**6.2.2 Industry Team Composition:** The prime contractor will lead the DCS effort and determine the composition of the industry team to include sub-contractors as appropriate.

**7. Meetings:** Teaming meetings should be initiated as early as possible and will vary in membership and frequency as dictated by the specific program requirements. The team should establish broad program goals and define basic program objectives and requirements, outlining the division of DCS and FMS roles and responsibilities.

**7.1 Notification of Potential Effort:** The applicable DCS contractor will notify SAF/IAR ([safiar.workflow@pentagon.af.mil](mailto:safiar.workflow@pentagon.af.mil) or SAF/IAR, 1080 Air Force Pentagon, Washington, DC, 20330-1080i), addressed to the Director of Regional Affairs, in writing (letter, e-mail, etc.) of their need for USG involvement in DCS planning.

The following information, at a minimum, will be provided by the DCS contractor for review and evaluation:
<ul style="list-style-type: none"> <li>▪ Weapon system identity (to include the proposed configuration of the weapon system and designated GFE aircraft sub-systems) and FMS country involved</li> </ul>
<ul style="list-style-type: none"> <li>▪ Summary of program scope to include support process</li> </ul>
<ul style="list-style-type: none"> <li>▪ Top level summary of potential USG requirements needed (articles &amp; services)</li> </ul>
<ul style="list-style-type: none"> <li>▪ DCS contractor contact information</li> </ul>

**7.2 Considerations:** The team must consider the time from pre-LOA through LOA signature and the time to activate the USG team after LOA signature ( i.e., how long it will take for the actual FMS case to be signed, USG team manpower to be put in-place and program execution begins).

<b>USG considerations:</b>
<ul style="list-style-type: none"> <li>▪ Availability of FMS funding to support pre-DCS/LOA activities</li> </ul>
<ul style="list-style-type: none"> <li>▪ Manpower in place and working</li> </ul>
<ul style="list-style-type: none"> <li>▪ FMS contract requirements harmonization with DCS schedules</li> </ul>

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- Country needs dates
- Requirements clarity/completeness
- Releasability of weapon systems and associated sub-systems
- Asset/service availability (to include training)
- State of technology/Diminishing Manufacturing Sources (DMS)
- Sole source
▪ Congressional approvals
▪ Government personnel must perform duties within the regulations/guidelines set forth in the Arms Export Control Act, Foreign Assistance Act, Security Assistance Management Manual, Air Force Manual 16-101 and other AF policies/regulations as applicable
▪ Partner expectation management on DCS platform level of interoperability with USAF platforms

<b>Industry considerations:</b>
▪ Out of inventory items supported by USG
▪ US Embassy Country Team Assessment
▪ USG flexibility in contract award
▪ POC for both industry and USG
▪ Determine USG export requirements and the process for obtaining a fully coordinated, approved, releasable configuration including approved levels of technology by inter-agencies
▪ Need for a “cleared” contractor employee to support DODI 5230.28 activities and Congressional Notification (CN) process
▪ Comprehensive list of anticipated/agreed upon Partner Furnished Equipment and GFE
▪ High Level Integrated Master Schedule, to include “Furnished Equipment” need dates, that satisfies partner, industry and USG requirements and is executable with acceptable risk
▪ Required Congressional Notification, anticipated need by date, and required submission date
▪ Partner security considerations
▪ Identification of anticipated industrial participation requirements
▪ Need for an agreed upon post-delivery concept of services, support and capabilities
▪ Streamline USG processes to better align/support international competitions
▪ Section 30 process available to better support hybrid program (to included out-of-cycle procurements if required)
▪ DCS contract agreements
▪ USG advocacy in end game of acquisition award

### 7.2.1 Action Plan:

The industry/USG Joint Team will develop an action plan ( <a href="#">Appendix 7</a> ) to synchronize the DCS and FMS hybrid program efforts to determine the following:
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▪ GFE/Service that must be included in the FMS support case (reference <a href="#">Appendix 6</a> ). Special attention will be given to those long lead items that will be included in the FMS support case (CAP/PAD, etc.). Special attention should also be given to anticipated NSA and NGA approvals.
▪ Identification of sole source, releasability and classification requirements.
▪ Identify partner, contractor and USG requirements.
▪ Identification of tasks required to progress the initiative to signature or task completion:
- Approval of marketing or export license, technology releasability and sole source
- Identification of other USG responsibilities necessary for program success (e.g., COMSEC, night vision device release approval, etc.)
- Joint team leaders/members responsibilities and team composition
- Timelines depicting milestones and required completion dates for action items
- Risk identification/reduction

**7.2.2 Country Advisory:** Once the teaming effort is formalized and a basic action plan is established, the partner should be advised by industry and USG that the proposed initiative will be a hybrid program. This will impact partner planning for a program that will involve both DCS and FMS elements. It will also often dictate budgetary constraints and program execution responsibilities, involving different in-country organizations and agencies.

**8. Third Party Transfer (TPT):** A TPT approval from the DoS is not required for Global Positioning System (GPS)/Precise Positioning System (PPS) Security Devices sold via FMS for integration into host application equipment (HAE) as long as the GPS devices are not transferred beyond a single U.S. contractor (DSCA 04-22). A TPT approval from the Department of State is not required for Communications Security (COMSEC)/Transmission Security (TRANSEC) Devices sold via FMS for Integration into Multifunctional Information Distribution Systems (MIDS) Terminals as long as the COMSEC/TRANSEC devices are not transferred beyond a single U.S. contractor (DSCA 04-23).

**8.1** A TPT approval is required for all other GFE sold via FMS transferring equipment from the USG to a DCS contractor. A mandatory GFE/ Government Furnished Material (GFM) note will be included in the LOA as shown below.

**8.1.1 Sample GFE/GFM note:** “GFE Equipment Sold FMS in Support of a DCS”: “This LOA provides for defense articles to be used for training, integration, installation, testing, etc. by the Direct Commercial Sales (DCS) contractor in support of [insert name of Government] [insert program, i.e., F-16 program]. Material on this LOA may be shipped to [insert name and address of U.S. contractor]. This applies to Line(s) [insert line item number]. The Purchaser must request and receive U.S. Department of State approval to

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transfer the defense articles to the contractor prior to delivery of the defense articles.

**9. Section 30 Sales Agreements.** Section 30 Sales are authorized in the Arms Export Control Act (AECA), Section 30 that permits the USG to sell defense articles and services to U.S. companies in connection with a proposed Direct Commercial Sales (DCS) pursuant to the International Traffic and Arms Regulation.

**9.1** A contractor must meet the Section 30 eligibility requirements as stated below:

**9.1.1** Sale to a company incorporated in the US that has an approved export license for final assembly, manufacture, or concurrent or follow-on support of an end item being procured for the armed forces of a friendly foreign country or for international organization.

**9.1.2** Articles would be supplied to the prime contractor as GFE or government furnished material (GFM) if the end item were being procured for the use of US armed forces.

**9.1.3** Any services provided must be performed in the US and may include transportation, installation, testing, or certification that are directly associated with the sale.

**9.1.4** And the articles and services are only available for the USG sources or are not available to the prime contractor at such times as may be required to meet the prime contractor's delivery schedule.

**9.2** When these conditions are met the US contractor submits a Letter of Request, an approved export license and technical assistance agreement(s), if applicable, to AFLCMC/WFN for processing.

**9.2.1** The complete documentation package is forwarded to SAF/IAPX for review and coordination. SAF/IAPX will obtain DSCA approval on the final package.

**9.3** Request for Selective Availability Anti-Spoofing Security Modules (SAASM). The sale of SAASM via DCS is authorized only for NATO countries and Australia.

**9.3.1** A Section 30 Sales Agreement must be pursued to obtain the SAASM programming as performed by the USG. Contractors must provide the documentation in paragraph 9.2 and comply with the requirement in the GPS SAASM DCS Process Requirements Document (PRD).

**9.3.2** For a copy of the SAASM PRD, send a request to [GPSWFMS@us.af.mil](mailto:GPSWFMS@us.af.mil).

**10. All other FMS case processes remain unchanged.**

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### APPENDICES

<b>APPENDIX</b>	<b>DESCRIPTION</b>
<a href="#"><u>APPENDIX 1:</u></a>	ABBREVIATION ANNEX
<a href="#"><u>APPENDIX 2:</u></a>	DEFINITIONS
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**APPENDIX 1**

**ABBREVIATION ANNEX**

<b>ACRONYM</b>	<b>DESCRIPTION</b>
AECA	Arms Export Control Act
AF/3/5	Deputy Chief of Staff for Plans and Operations
AFLCMC	Air Force Lifecycle Management Center
AFMAN	Air Force Manual
AFSAC	Air Force Security Assistance and Cooperation
AFSAT	Air Force Security Assistance Training
ALC	Air Logistics Complex
ACC	Air Combat Command
AMC	Air Mobility Command
CAD/PAD	Cartridge Actuated Device/ Propellant Actuated Device
COMSEC	Communications Security
CN	Congressional Notification
CTA	Country Team Assessment
DCS	Direct Commercial Sales
DDL	Delegation of Disclosure Authority Letter
DMS	Diminishing Manufacturing Sources
DoD	Department of Defense
DoS	Department of State
DSCA	Defense Security Cooperation Agency
DTSA	Defense Technology Security Administration
EUM	End-Use Monitoring
FMS	Foreign Military Sales
GFE	Government Furnished Equipment
GFM	Government Furnished Materiel
GPS	Global Positioning System
ITAR	International Traffic in Arms Regulations
LOA	Letter of Offer and Acceptance
LOAD	Letter of Offer and Acceptance Data
LOR	Letter of Request
MAJCOM	Major Command
MILDEP	Military Department
MRP	Manpower Requirements Package
MTDS	Manpower Travel and Data Sheet
NGA	National Geospatial-Intelligence Agency

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NSA	National Security Agency
OI	Operating Instruction
PM/DDTC	Bureau of Pol-Mil Affairs/ Directorate of Defense Trade Controls
SAASM	Selective Availability Anti-Spoofing Security Module
SAF/AQ	Assistant Secretary of the Air Force for Acquisition
SAF/IA	Deputy Under Secretary of the Air Force for International Affairs
SAF/IAPD	Deputy Under Secretary of the Air Force for International Affairs/Disclosure and Technology Transfer Division
SAF/IAPX	Deputy Under Secretary of the Air Force for International Affairs/Security Assistance Policy and International Training and Education Division
SAF/IAR	Deputy Under Secretary of the Air Force for International Affairs/ Director of Regional Affairs
SAF/IARW	Deputy Under Secretary of the Air Force for International Affairs/Weapons Division
SAMM	Security Assistance Management Manual
SCO	Security Cooperation Office/ Officer
SLS	Standard Level of Service
USAF	United States Air Force
USG	United States Government

**APPENDIX 2**

**DEFINITIONS**

In addition to any terms defined in other provisions of this guideline, the following terms shall have the following meaning when used herein:

**Arms Export Control Act (AECA):** The basic U.S. law providing the authority and general rules for the conduct of foreign military sales and commercial sales of defense articles, defense services, and training. The AECA came into existence with the passage of the Foreign Military Sales Act (FMSA) of 1968. An amendment in the International Security Assistance and Arms Export Control Act of 1976 changed the name of FMSA to the AECA. Published as 22 U.S.C. Sec. 2751 et seq.

**Arms Transfers:** Involves the sale, lease, loan, or other transfer of defense articles and defense services such as arms, ammunition, and implements of war, including components thereof, and the training, manufacturing licenses, technical assistance, and technical data related thereto, provided by the USG under the authority of the Foreign Assistance Act (FAA) of 1961, as amended, or the AECA, as amended, or other statutory authority, or directly by commercial firms to foreign countries, foreign private firms, or to international organizations. See also conventional arms transfers.

**Case Manager:** SAMM defines a Case Manager's authority, responsibilities, accountability, and control. The Case Manager is responsible for the case from receipt of validated LOR through final case closure. The Case Manager directs case actions needed to satisfy the Partner or Lessee requirements. The Case Manager ensures that case documents and payment schedules are written and updated, issues implementing directives, directs funds distribution to Line Managers, and monitors contractual and financial actions to execute and close the case. The Case Manager will determine if a SAPM is required based on criteria in paragraph 1.4.6.8 AFMAN 16-101. If a SAPM is not assigned, the Case Manager is also responsible for duties described in paragraph 1.6.3 AFMAN 16-101. Air Force Case Managers reside primarily within AFSAC and/or AFSAT; however, SAF/IA may, on an exception basis, act as Case Manager for selected unique cases.

**Country Director:** The SAF/IA Country Director is the principal Air Force point of contact for all international activities within an assigned country. The SAF/IA Country Director develops and integrates Air Force policy guidance, monitors the politico-military environment, and advises the Deputy Under Secretary of the Air Force for International Affairs on the implementation of all international programs within his or her area of responsibility. Country Directors are only assigned within SAF/IA.

**Command Country Manager:** HQ AFMC Command Country Manager. The HQ AFMC Command Country Manager (CCM) will ensure HQ AFMC support for all FMS sales contracts, and other security assistance and international activities for a particular country or countries. CCMs review all requests for Pricing and Availability (P&A) or Letter of Offer and Acceptance

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Data (LOAD) for AFSAC-managed cases, integrate new case workload with existing programs, and identify concerns to be elevated to SAF/IA Country Directors. The CCM does not direct SAPM activities, but may assist in obtaining resources, solving problems, and integrating SAPM activities into the overall country program. The CCM is a member of the Integrated Product Team (IPT) for FMS system acquisitions. The CCM collects and organizes information about country program scope, performance, and status of finances and reports to the SAF/IA Country Director on a regular basis. The CCM manages the case through reviews, visits, surveillance reports, and correspondence. The CCM is responsible for all formal interfaces with the partner with respect to cases managed (e.g., scope changes, modifications to LOA, etc.). The CCM ensures timely resolution of problems forwarded by the SAPM or Line Manager and coordinates the activities of supporting organizations.

**Defense Article:** Any item or technical data designated on the U.S. Munitions List (USML). Additional items may be designated in accordance with ITAR § 120.3. This term includes technical data recorded or stored in any physical form, models, mockups, or other items that reveal technical data directly relating to items designated on the USML. It does not include basic marketing information on function or purpose or general system descriptions [ITAR §120.6].

**Defense Service:** (1) The furnishing of assistance (including training) to foreign persons, whether in the United States or abroad, in the design, development, engineering, manufacture, production, assembly testing repair, maintenance, modification, operation, demilitarization, destruction, processing, or use of defense articles; (2) the furnishing to foreign persons, whether in the United States or abroad, of any technical data; (3) military training of foreign units and forces, regular and irregular, including formal or informal instruction of foreign persons in the United States or abroad or by correspondence courses, technical, educational, or information publications or by media of any kind, training aid, orientation, training exercise, and military advice [ITAR §120.9].

**Direct Commercial Sale (DCS):** USG industry sale of equipment, materiel, or services directly to an international partner.

**DCS/ FMS Hybrid Program:** A hybrid program is the combination of a DCS contract and a companion USG FMS case supporting the sale to an international partner.

**Delegation of Disclosure Authority Letter (DDL):** A letter issued by the Foreign Disclosure and Technology Transfer Division explaining classification levels, categories, scope, and limitations of information under Air Force jurisdiction or control for disclosure to specific foreign governments.

**Foreign Military Sales (FMS):** That portion of U.S. security assistance authorized by the Foreign Assistance Act of 1961, as amended, and the Arms Export Control Act of 1976, as amended. This assistance differs from the Military Assistance Program and the International Military Education and Training Program in that the recipient provides reimbursement for defense articles and services transferred.

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**Foreign Military Sales (FMS) Case:** A United States of America Letter of Offer and Acceptance (LOA) or a “United States Department of Defense Offer and Acceptance,” which has been accepted by a foreign country.

**Government Furnished Equipment (GFE):** Items in the possession of, or acquired by the USG, and delivered to or otherwise made available to a contractor.

**Government Furnished Material (GFM):** U.S. government property which may be incorporated into, or attached to an end item to be delivered under a contract or which may be consumed in the performance of a contract. It includes, but is not limited to, raw and processed material, parts, components, assemblies, small tools, and supplies.

**Letter of Offer and Acceptance (LOA):** The DoD document used to offer articles, services, or military construction for sale to partners.

**Line Manager:** The Line Manager receives direction from the SAPM (or Case Manager if no SAPM is assigned). Line Managers will perform the following duties: direct actions needed to provide all articles and services within a specific line of a case and work directly with supporting activities to meet these responsibilities; direct the distribution of funds for their lines, process and initiate orders for articles and services, monitor contractual and financial actions to achieve proper execution and line closure, and advise the SAPM/Case Manager, with information copy to the Case Manager, when the issuance of a case amendment, notice, or other action is required; refer unresolved problems to the SAPM, with information copy to the Case Manager. A Line Manager will perform other security assistance actions related to the execution of Foreign Assistance Act (FAA) Section 506 drawdowns.

**Security Assistance Program Manager (SAPM):** The SAPM is the program execution interface with the partner. The SAPM position normally resides in the organization having the most case-implementation responsibilities. The SAPM is responsible for assisting in evaluating the LOR, gathering LOAD, and executing the program as stated in the International Program Directive (IPD) or Program Management Directive (PMD). The SAPM’s authority and responsibilities end when a Notice of Supply/Services Completion (NSSC) has been submitted for every line in a case. The SAPM is responsible for day-to-day execution of the program. The SAPM directs and coordinates the efforts of all Line Managers, including those managers external to the SAPM’s own organization or command. The SAPM ensures that the Case Manager is informed of program progress and problems, and knows of all program reviews and meetings involving the partner. The SAPM informs the Case Manager of program progress and problems, including all changes in cost, performance, schedule, source of supply, program additions, modifications, deletions, FMS management plan, and any other actions requiring a change to the LOA document. When needed, AFLCMC/WF will initiate all SAPM assignments designations through the appropriate PEO by memo as part of the LOA development process.

**Section 30 (22 U.S.C. 2770) Sale:** AECA authorizes the USG to sell defense articles and defense services to U.S. companies in connection with proposed direct commercial exports pursuant to the International Traffic in Arms Regulation (ITAR).

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**Weapon System Program Office:** The office of the program manager and single point of contact with industry, government agencies and other activities participating in a particular weapon system development/acquisition. This should be the same office that will be designated the Security Assistance Program Manager (SAPM).

**APPENDIX 3**

**POLICY REFERENCES**

Section 1 et seq. of title 22, United States Code, “Arms Export Control” Arms Export Control Act (AECA)

Air Force Instruction (AFI) 16-201, Air Force Foreign Disclosure and Technology Transfer Program, 1 December 2004

Air Force Manual (AFMAN) 16-101, International Affairs and Security Assistance Management, 15 February 2011

Foreign Assistance Act (FAA), section 505, Conditions of Eligibility

DSCA Manual 5105.38-M, Security Assistance Management Manual (SAMM), 12 September 2012

**APPENDIX 4**

**MARKETING/EXPORT PHASE CONSIDERATIONS**

QUESTIONS	YES OR NO	COMMENTS
1. Is this a hybrid program initiative? If so, identify the applicable parties, weapon system and/or end item.		
2. Has the marketing license been requested?		
3. Has the marketing license been issued? Copy provided to the USG team?		
4. Has the USG implementing agency been notified of the DCS initiative? <ul style="list-style-type: none"> <li>▪ SAF/IA Country Director</li> <li>▪ System Program Office</li> <li>▪ Supporting Program Offices</li> </ul>		
5. Have the USG and DCS contractor's team members been identified? If so, who?		
6. Have the FMS country POCs been identified? If so, who?		
7. Has the initial teaming meeting been scheduled? If so, when/where?		
8. Has the teaming Operating Instruction (OI) package been distributed to the team (SAF/IA OI 10-401, Teaming Directive)? Has this OI guideline pamphlet, marketing license, updated GFE list with lead times been distributed?		
9. What will be discussed during the teaming meeting (SAF/IA OI 10-401)? <ul style="list-style-type: none"> <li>▪ These meetings will provide an open interchange of what will be provided by the DCS contract and what will be provided by the FMS case. This balance between DCS and FMS elements will be a dynamic and interactive process.</li> <li>▪ Teaming efforts must also address USG export/release approvals that must be considered early. Close coordination between various U.S. agencies (Department of State (DoS), DoD, Department of Commerce (DoC)) is important.</li> <li>▪ Export and marketing licenses,</li> </ul>		Should also have reference to a LOR from the partner to SAF for companion support (if available).



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<p>Technical Assistance Agreements (TAA) and DoD disclosure approvals must be addressed early to ensure consistency and full understanding of the capabilities that will be authorized and provided as part of the hybrid program.</p> <ul style="list-style-type: none"><li>▪ The teaming effort will provide a seamless transition from the pre-contract and pre-LOA phase directly into the execution phase. At a minimum, joint hybrid Program Management Reviews (PMRs) with the country are vital to the effective management of an integrated program.</li></ul>		
<p><b>NOTE:</b> USG and industry can share program information, including topline requirements and schedules as this practice is mutually beneficial to both parties.</p>		

**APPENDIX 5**

**DCS/FMS HYBRID PROGRAM SUPPORT CASE CHECK SHEET**

<b>KEY ITEMS FOR DCS/FMS TEAM TO ADDRESS</b>		<b>YES OR NO</b>	<b>COMMENTS</b>
<b>1.</b>	Disclosure of information		
	<b>a.</b> USAF topline required		
	<b>b.</b> Low Observable/Counter Low Observable (LO/CLO) executive committee approval required?		
	<b>c.</b> Exception to National Disclosure Policy required?		
	<b>d.</b> Any COMSEC required?		
<b>2.</b>	System configuration / delivery schedule / quantity		
	<b>a.</b> Technology transfer		
	<b>b.</b> Missile Technology Control Regime (MTCR)		
	<b>c.</b> Are there any Anti-Tamper requirements?		
	<b>d.</b> End-Use Monitoring (EUM) requirements/candidates		
	<b>e.</b> Special Provisos		
	<b>f.</b> Communications and Information Security Memorandum of Agreement (CISMOA)		
<b>3.</b>	Scope of program (DCS versus FMS)		
	<b>a.</b> Sustainment		
	<b>b.</b> Training (USAF/commercial)		
	<b>c.</b> Multi-national systems/consortiums (e.g. Multifunctional Information Distribution System (MIDS))		
	<b>d.</b> Development & Testing		
	<b>e.</b> Aircraft ferry, air refueling, en route technical/maintenance support		
	<b>f.</b> Partner infrastructure		
	<b>g.</b> Flight Test		
	<b>h.</b> GFE/Government Furnished Property (GFP)		
	<b>i.</b> Software support		
	<b>j.</b> Training systems or simulators		
<b>4.</b>	Meeting schedule (what is open to USG?)		
<b>5.</b>	Milestones (USG, contractor, partner) need integrated schedule		
<b>6.</b>	Expected USG support or role (contractor, partner and USG perspective & planning)		
<b>7.</b>	USG long lead items (spares, components, parts...etc.)		
<b>8.</b>	USG certifications (weapons, pods, aircraft)		

## Guidelines for FMS/DCS Hybrid Programs

<b>9.</b>	USG flight/ground test support (oversight, FMS flight test, facilities, GFE, munitions, etc.)		
<b>10.</b>	USG acceptance of contractor production (aircraft acceptance flights...etc.)		
<b>11.</b>	Defense Contract Management Agency (DCMA) support at contractor facilities or in-country		
<b>12.</b>	USG Quality assurance support required?		
<b>13.</b>	6510 Process required (Communication Security (COMSEC))?		
<b>14.</b>	NSA support required?		
<b>15.</b>	Infrastructure improvements required by this program (site surveys required in pre-LOA and pre-contract stage)		
<b>16.</b>	Pricing data provided to international partner for USG services		
<b>17.</b>	Use of USG facilities and services (what, when, where)		
<b>18.</b>	DDL to be drafted during pre-LOA stages and coordinated with the export license and TAAs and is worked through the local FDO		
<b>19.</b>	Develop overall LOA strategy (designate lead Organization, number of FMS cases, multi-service cases), determine FMS admin standard level of service (SLS) versus direct case funded manpower requirements		
<b>20.</b>	Are any non-U.S. (and non-procuring country) system, sub-systems, avionics, equipment, support/maintenance services or other items requested by the country or proposed by the contractor?		
<b>21.</b>	Data, documentation, tech data, TOs, Commercial manuals, Computer Program Identification Numbering System (CPINS) identified (who will provide/deliver or maintain)		
<b>22.</b>	USG Common support equipment requirements, including Calibration or Precision Measurement Equipment Laboratory (PMEL) support		
<b>23.</b>	Common planning for cataloging and provisioning (who is responsible for what – partner, contractor, USG)		
<b>24.</b>	Technical Coordinating Programs (TCPs), such as International Engine Management Program (IEMP)/Technical Coordination Group (TCG) type support (needed, start dates, special requirements, early participation)		
<b>25.</b>	Will there be any CONUS facilities, basing or		

## Guidelines for FMS/DCS Hybrid Programs

	training requirements?		
<b>26.</b>	USG procurement of initial spares, concurrent spares, long-lead spares		
<b>27.</b>	USG sustainment spares and repair/return planning		
<b>28.</b>	Use or Lease of USG assets, facilities, tooling, GFP		
<b>29.</b>	FMS facilities construction, upgrades (all infrastructure, including comm. networks)		
<b>30.</b>	Imagery solutions (geodesic support), maps, data, pubs. Provided by the National Geospatial-Intelligence Agency (NGA) which is responsible for timely, relevant, and accurate geospatial intelligence in support of national security		
<b>31.</b>	Explosive Ordinance Disposal (EOD) training and manuals		

**APPENDIX 6**

**GOVERNMENT FURNISHED EQUIPMENT/SERVICES**

**List of GFE/USG Services & Support Only Items** (Minimum/average lead time after LOA acceptance. Consideration must be given to the lead time required to stand-up USG program execution team after LOA signature). The lead times on this chart must be revalidated for each new program. This is a representative list and is not intended to include all USG support. The listing must be tailored for the specific requirements. Air Force points of contacts are provided at [Appendix 10](#).

DCS - Minimum Lead Time for GFE (in months)

DCS Contract Signed	LOA Acceptance	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	System Delivered
Lag Time b/w DCS Contract and LOA Acceptance	USG Team Established / Assembled	USG Specifications and Drawings (30-90 days ea time recurring, FDO time built into this lead time)																																				
		MILSTRIP Support to Contractors (3-4 months set-up, 15-30 days ea time recurring)																																				
		Frequency Management Support Set-up (3-6 months)																																				
		Delivery Order Contract (6 months setup)																																				
		DD254 Security Report Req to Subcontractors (6-9 months set-up)																																				
		Ferry Support (tanker) (6-12 months)																																				
		USG Transportation Requirements (requires approved transportation plan)																																				
		Use of Manufacturing Tooling (12-18 months to lease)																																				
		GPS Equipment / Services (KLIF) (12-18 months)																																				
		Support Equipment (e.g. CMBRE, CETADS) (12-18 months)																																				
		USG Standard Tech Orders (12-18 months ID and order)																																				
		Weapons and Stores (W&S) Certification (12-18 months)																																				
		Flight and Ground Test Asset Support (12-24 months)																																				
		Delegation of Disclosure Letter (18-24 months)																																				
		Test Plan Working Group (15-30 months)																																				
Joint Mission Planning System (24-30 months)																																						
ECISAP (WR, ACC) (could take up to 60 months depending on the mode)																																						
Weapons Integration (6-36 months)																																						
CAD/PAD (18-36 months)																																						
COMSEC (24-36 months)																																						
AWACS mission suite (36 month minimum)																																						
Training (USG vs commercial/formal vs familiarization) (36 months)																																						

- 1 USG Specifications and Drawings:** Identified under the DCS program as requirements to be provided to the FMS partner. If not identified in the DDL a release determination is required by the local Foreign Disclosure Office (FDO). They are not usually identified in the program Delegation of Disclosure Letter (DDL) or, if identified, only in general terms as not releasable. Therefore, a releasability determination is required after the technical review. (30-90 days each, recurring, FDO time built into this lead time for each occurrence).
- 2 MILSTRIP Support:** This is standardized Military Standard Requisitioning and Issue Procedures (MILSTRIP) support provided to DCS contractors, and allows the DCS contractor to request items off-line in support of the production line and aircraft deliveries for USG supported acquisition programs. All requests are reviewed and approved by the program office in accordance with a pre-approved MILSTRIP Concept of Operations (CONOPS) or agreement and DoD 4000.251-M. It takes about 3-4 months to set-up the support which includes capturing the DCS contractor projected requirements, which are documented in a CONOPS and listed in the delivery order contract. The execution of each request for asset(s) normally takes 15-30 days, and is a recurring requirement through the life of the program in accordance with DoD 4000.25-1-M, MILSTRIP.

## Guidelines for FMS/DCS Hybrid Programs

- 3 **Frequency Management Support:** This provides the DCS contractor USG certification of electromagnetic spectrum equipment and assignment of frequencies during production, flight testing and aircraft delivery. It takes about 3-6 months to establish requirements and develop/coordinate a Memorandum of Agreement (MOA) before LOA acceptance. The requirements operate for 36-48 months in-place and end with final aircraft delivery.
- 4 **Delivery Order Contract:** A “no cost” vehicle which allows Defense Security Services (DSS) Program Security (DD 254) and MILSTRIP requirements to be supported. Under a DCS/FMS hybrid program the binding contracts are between the DCS contractor and the FMS partner for the mission equipment; and for FMS support to the DCS program, the LOA contract is between USG and FMS partner. It takes approximately 6 months to set-up the Delivery Order Contract.
- 5 **DD254 Security Reporting Requirement:** This requirement allows the DCS contractor to flow-down DSS guidance to their sub-contractors. The DD 254 is called out in the “no cost” Delivery Order contract. This “no cost” contract is the only relationship document with the DCS contractor and does not cover DCS assets and services contracted with the FMS partner (6-9 months to set-up).
- 6 **Ferry Support (Tanker / Mission Planning):** This requirement provides USG assistance with planning and ferrying DCS aircraft to the in-country operating location (1) in support of FMS weapon system sale (2) partner participation and military exercises and (3) to provide CONUS based aircraft upgrade/maintenance when such capability does not exist with the country. After receipt of the FMS partner’s Letter of Request (LOR), requirements identification and coordination with Air Mobility Command (AMC), Air Combat Command (ACC), the DCS contractor and FMS partner takes 6 to 9 months. After LOA implementation, in-place through final delivery of all aircraft 36 to 42 months.
- 7 **USG Transportation Requirements:** Depending on the unique circumstances surrounding the movement of contracted defense articles, a transportation plan has to be established. Transportation plans take between 9 to 12 months to develop, coordinate and obtain approval (Special Assignment Airlift Mission (SAAM), Defense Transportation System (DTS) - 12 months lead-time to set-up).
- 8 **Use of Manufacturing Tooling:** This action allows the DCS contractor to use USG owned tooling on a non-interference USG basis to support production of DCS weapon systems. The authority to do this is covered under DFAR Subpart 245.4 (Use and Rental of Government Property). The agreement takes approximately 12-18 months to set-up and operates for the life of the acquisition.
- 9 **Global Positioning System (GPS) Equipment /Key Loading Integration Facility (KLIF) Services:** GPS equipment may require release and approval for the country. These approvals need to be considered in the time-lines for production (installation in the aircraft) or test programs. KLIF, Warner Robins-Air Logistics Complex (WR-ALC), Robins Air Force Base, GA accomplishes the programming for GPS Selective Availability Anti-

## Guidelines for FMS/DCS Hybrid Programs

Spoofting Module (SAASM). Supporting crypto keys will be required to support DCS integration testing. After LOA acceptance, 12-18 months are required for procurement.

- 10 **Support Equipment (e.g., Common Munitions BIT/Reprogramming Equipment (CMBRE), Common Engine Test Set (CETS))**: Support equipment for aircraft, sub-systems, munitions, pods, etc., must be identified (hardware, software, documentation) and then procured. Procurement is often combined with USAF purchases. The USAF purchases these items in lots and will not schedule another buy until supplies have sufficiently been depleted. This causes an inherent lead time for DCS/FMS buys (~12-18 months to procure)
- 11 **USG Standard Tech Orders (TO) and Country Standard Tech Orders (CSTO) (18-24 months identification and order time)**: TOs must be identified and released IAW the DDL and transferred through the Security Assistance Technical Order Data System (SATODS).
- 12 **Weapons and Stores (W&S) Certification**: All weapons and stores must be certified for carriage, release and jettison from the aircraft. This is often done via similarities to USG stores, but normally the aircraft is of a unique configuration that will require analysis. W&S certifications should be coordinated with the DCS test program. (~12-18 months)
- 13 **Flight and Ground Test Asset Support**: GFE flight test assets (munitions, encryptor/decryptors, crypto keys, loading equipment, support equipment) are often required to support DCS conducted flight and ground tests. This may require releasability approvals and a DDL. Assets are normally provided to the DCS contractor for use. Delivery/transfer of assets to the contractor will require a contractual vehicle to cover lease, costs, and address liabilities. GFE repair capability needs to be addressed. Approval for use and fees to use USG flight test assets and facilities is needed. Scheduling of USG facilities and assets is on a priority basis and commercial contract requirements receive low priority. Use of USG assets by a DCS program does not raise the scheduling priority. With equipment loans and procurements it takes 12-24 months to acquire assets for DCS.
- 14 **Delegation of Disclosure Letter (DDL)**: DDL is a critical document that affects multiple program elements. The program office works with the local Foreign Disclosure Office to develop the requirements for the DDL and this document needs to be developed and released as soon as possible. Also, when possible, the DDL should be initiated during pre-LOA stages and be consistent with DCS TAA or commercial licenses. Lack of DDL will possibly slow other USG activities that support the DCS/FMS program. (~18-24 months)
- 15 **Test Plan Working Group (TPWG) (15-30 months, test plan developed & group operations)**: USG participation and support of ground and flight testing needs to be developed early (initially during the pre-LOA phase). It is critical to ensure the country LOR includes these requirements and the LOA is funded accordingly. USG role will vary by program, from minimal support to verification of test procedures and processes to and including support for acceptance activities. Active participation in TPWG is needed, if USG is involved in testing. Caution is warranted to ensure that any required USG acceptance or certifications that are required are planned for in support of a DCS sale. USG

does not certify testing, in most cases. If required, the LOA must clearly state what is required and expected.

- 16 Joint Mission Planning System (JMPS):** JMPS is a key element in many military aircraft programs. It provides aircrews with well-structured automated flight planning tools for aircraft, weapons, and sensors. There are multiple elements or subsystems for JMPS that must be addressed. JMPS is normally procured via the JMPS program office and provided to the DCS contractor for integration and test in the production program. Lead-times to contract, develop, test and deliver a JMPS capability tailored for the country must be factored into program schedules. JMPS is needed for aircraft testing and final operations and takes 24-30 months to implement.
- 17 Electronic Combat International Security Assistance Program (ECISAP) (18-60 months):** Electronic Warfare (EW) equipment will require release and approval for the specific country. These approvals need to be considered in the timelines for production (installation in the aircraft). Appropriate time for development and testing of country specific Mission Data software for electronic warfare systems should also be included in any DCS or FMS effort. 562 CBSS, Warner Robins-Air Logistics Complex (WR-ALC), Robins Air Force Base, GA and the 68 Electronic Warfare Squadron, Eglin Air Force Base, FL organically develop or contract for EW software for FMS acquired systems. DCS efforts shall require coordination with these organizations for disclosure requirements and acquiring EW data for software development. Robins and Eglin will help coordinate intelligence data requirements and should be contacted to coordinate release issues of critical technology prior to marketing a DCS system. If a hybrid approach is used for a non-USAF inventoried EW system, some level of USG testing will still be required. In addition, all EW systems using a hybrid approach will require a support posture to be in place during initial delivery (i.e. lab equipment, mission data generator, support equipment, etc.) which will be purchased in the initial FMS case. After DCS sale or LOA acceptance, EW requires 18-60 months for procurement, installation of EW systems, and familiarization training for associated EW test equipment.
- 18 Weapons Integration (6-36 months):** Ensures the successful munitions integration on the host platform. This includes aircraft integration (hardware and software), flight test, logistics provisioning, etc. If the weapon system has been previously integrated on the aircraft platform, minimal integration is required. If the weapon system is new to the platform, a full system integration program will be required.
- 19 Cartridge Actuated Devices (CAD) and Propellant Actuated Devices (PAD):** These are explosive items used in aircraft ejection, life support, weapons release, and fire-suppression systems. CAD/PAD includes the requirements identification process after Letter of Request (LOR). The normal lead-time for CAD/PAD is 18-36 months. However, most DCS programs have required availability of 12 months after DCS contract signature to meet an 18- 24 months aircraft production schedule. Therefore, the USG currently works a replacement in kind process where CAD/PAD assets are provided from USG stock with replacement assets procured after LOA implementation.



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- 20 COMSEC Equipment:** Support includes the Release In Principle (RIP)/Release In Specific (RIS) request approval process after LOR receipt (9-12 months) with a National Security Agency (NSA) FMS case developed after RIP/RIS approval (6 months). Asset availability depends on re-allocation or new procurement of equipment (6-18 months); total 24-36 months.
- 21 AWACS/AEWC:** These aircraft are systems composed of complex integrated electronic sub-systems. As a result some systems may or may not be released to all partners, some components may not be available quickly and the integration of non-standard subsystems has proven to be difficult and time consuming. Industry must identify all necessary subsystems early, verify they have been tested in actual operations and provide ample time for the acquisition and integration process.
- 22 Training:** The aircrew/system training associated with a direct commercial sale must be accomplished by industry personnel unless an alternative solution is specifically coordinated with the USAF via SAF/IA and AETC/IA. Since the long-range formal USG budget process is used to plan and resource training capacity at AETC locations, as a general rule capacity does not exist during the execution year to support short notice training requests. DCS sales on a shortened timeline (delivery within 18 months) will not take precedence over USAF student training or known FMS programs, and SAF/IA will not support USAF-provided training where the vendor has not communicated training requirements and options with the partner during sales discussion.

Initial qualification training can be completed through contractor-provided academics and use of simulator/training devices that have met USAF operational unit requirements. Contract flight training for successful completion of an initial qualification course, using non-USAF flight instructors will be considered on a case-by-case basis by SAF/IA and AETC/IA. Contract flight training for mission events (intercepts, airdrop, formation, etc.) will not be accomplished for USAF-equivalent credit unless specifically coordinated and approved through appropriate channels by SAF/IA and AETC/IA. If a commercial contract is required through AFSAT, 8-12 months is needed to provide and implement that contract unless the country submits a sole source request and is approved by AETC/IA.

Where possible and when specifically requested, training may be provided prior to reception of the aircraft/weapon system to provide the partner qualified personnel upon delivery. The existing USAF training schedule will not be adjusted to accommodate partners who have not previously coordinated with USAF agencies (capacity, funding, disclosure, pre-requisite training, medical, etc.) for initial training.

If only “familiarization” training is specified by the partner, the USAF (via AETC & AFSAT) is removed from any responsibility of formal training. Familiarization does not equate to any specific skill sets or capability, and partners should not expect support by USAF Mobile Training Teams (MTTs) until successful completion of a USAF or USAF-equivalent training which verifies safe operation of the weapons system.

**APPENDIX 7**

**ACTION PLAN TEMPLATE**

**(EXAMPLE)**

The purpose of \_\_\_\_\_ (*program/project name*) team is to respond to \_\_\_\_\_ (*partner country*) possible interest in, or actual request for information, release of technical data, pricing, procurement, and delivery schedules pursuant to a potential DCS/FMS hybrid initiative involving foreign military sale, loan, lease, grant, research, development or acquisition of \_\_\_\_\_ (*U.S. platforms, weapons and/or major military systems and services*).

**PRIMARY GOALS/OBJECTIVES (as applicable)**

Develop Action Plan with Milestones

1. Identify potential partner acquisition of new or upgraded/enhanced U.S. platforms and major weapon or combat support systems
2. Early identification and coordination of potential releasability, licensing, and International Armaments Cooperative program issues
3. Anticipate partner needs and procurement strategies--plan how to present partner with potential acquisition options
4. Assist the partner in identifying or refining requirements for an acquisition, systems support, or systems upgrade program
5. Plan how to maintain and expand or extend the service life of existing systems deployed in partner's armed forces through the service life and upgrade or improvement programs
6. Provide partners accurate and coordinated information regarding potential acquisitions
7. Facilitate resolution of potential regulatory and administrative issues pertaining to releasability, disclosure, technology transfer, licensing, delivery schedules, and contracting techniques

**ORGANIZATION/MEMBERSHIP**

The team will initially consist of representatives from the following organizations (Include contact information) (Team membership expanded as deemed appropriate by the team leader)

**FUNDING**

USG: As applicable, USG efforts provided in support of a Team will be funded in accordance with DSCA Manual 5105-.38-M. Chapter 9, Table C9.T2. Case -Related Manpower Functions and Funding Source Manpower Matrix.

Industry: Industry participation/support is self-funded

**MANAGEMENT**

Team Leader Roles/Responsibilities

The general responsibilities of the Team leader may include, but are not limited to:

## Guidelines for FMS/DCS Hybrid Programs

1. Identifying and inviting the appropriate team members/stakeholders to participate
2. Defining specific team goals and objectives in response to foreign partner requests/requirements
3. Drafting/coordinating/updating a written team charter/action plan
4. Planning/leading team meetings, drafting/coordinating minutes and overseeing completion of action items
5. Accomplishing, recording and assigning action items
6. Coordinating Air Force participation in stakeholder country visits if required
7. Ensuring all foreign partner information and requirements are disseminated to all team members
8. Ensuring advocacy issues comply with SECDEF advocacy policy guidelines
9. Ensuring all U.S. commercial entities are treated fairly
10. Recommending disbanding the team when goals and objectives are achieved or there is no longer a need for the team to continue action (SAF/IAR, SAF/IAP, SAF/IAG must approve)

### TEAM

#### Team Roles/Responsibilities

The general responsibilities of the Team may include, but are not limited to:

1. Assisting the team leader
2. Accomplishing action items within area of responsibility/expertise
  - a. Action Items: Identify specific actions required and assign to appropriate team members for action
  - b. Timeline: Milestones and required completion dates for action items

**APPENDIX 8**

**RECOMMENDED PLANNING CHECK SHEET**

This checklist is recommended to identify required action items and completion dates. Items may be added or deleted as required for specific initiatives/projects.

	YES OR NO	COMMENTS
<b>Partner Information</b> (What is known about marketing strategy and/or potential partner requirements?)		
<b>1. Identification of weapon system</b>		
<b>a.</b> Description/nomenclature of weapon system		
<b>b.</b> Quantity		
<b>c.</b> Configuration		
<b>d.</b> Delivery time frame/availability		
<b>e.</b> Degree of commonality with equipment currently in U.S. or foreign inventory		
<b>2. Economic factors (if known)</b>		
<b>a.</b> Estimated budget		
<b>b.</b> Foreign competition		
<b>c.</b> Type of funds (FMF, National Funds)		
<b>3. Potential partner concerns (if known)</b>		
	YES OR NO	COMMENTS
<b>Disclosure of Information</b> (Is everything releasable? Can we jump-start the review process?)		
<b>1.</b> USAF Topline required?		
<b>2.</b> Exception to National Disclosure Policy required?		
<b>3.</b> LO/CLO Executive Committee approval required?		
<b>4.</b> Committee on National Security Systems approval required for COMSEC release?		
<b>5.</b> Foreign National visits/assignments to USAF bases/facilities?		
<b>6.</b> Orientation/test flights?		
<b>7.</b> Foreign national access to info systems required?		
<b>8.</b> Contractor involvement (license or ITAR exemption required)?		
<b>9.</b> Procurement with foreign companies?		
<b>10.</b> Clearance received from FDO prior to solicitation?		

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<b>11.</b> Arrangements for Government-to-Government transfer of classified?		
<b>12.</b> Is there an existing international agreement in place that might cover this type of information?		
	<b>YES OR NO</b>	<b>COMMENTS</b>
<b>Policy</b>		
<b>1.</b> Legal impediments (Any conflicts of interest involved?)		
<b>2.</b> Congressional considerations (When can MILDEP/DSCA notify Congress?)		
	<b>YES OR NO</b>	<b>COMMENTS</b>
<b>Acquisition Plan</b> (What is known about partner preferences?)		
<b>1.</b> FMS, DCS, Cooperative International Agreement or hybrid?		
<b>2.</b> Projected decision date (anticipated LOR date)		
<b>3.</b> Uncertainties which could affect pricing information (Facilities, new construction, existing, or upgrades?)		

**APPENDIX 9**

**CONGRESSIONAL NOTIFICATION (CN) COORDINATION CHECKLIST**

<b>REPORTABLE CN FINANCIAL THRESHOLDS (SAMM C5.T13)</b>		
	<b>YES</b>	<b>NO</b>
1. MDE \$25M or more for NATO countries, Australia, Japan, Israel, New Zealand and Republic of Korea		
2. MDE \$14M or more for all other partners and NATO organizations		
3. Defense Articles or services \$100M or more for NATO countries, Australia, Japan, Israel, New Zealand and Republic of Korea		
4. Defense Articles or services \$50M or more for all other partners and NATO organizations		
5. Design and construction services \$300M or more for NATO countries, Australia, Japan, Israel, New Zealand and Republic of Korea		
6. Design and construction services \$200M or more for all other partners and NATO organizations		

<b>SAF/IA CHECKLIST</b>		
	<b>YES</b>	<b>NO</b>
1. Is item(s) releasable? If no, initiate requirements for AF position and ENDP (SAF/IAR and SAF/IAPD)		
2. What are the politico-military implications, if any, of this item being released? <ul style="list-style-type: none"> <li>▪ Coordinate with SAF/IAG (Strategic Communications) if there may be significant pol/mil implications</li> <li>▪ If necessary (after coordination with SAF/IAG), coordinate with SAF/LL and SAF/FML to develop Congressional Engagement Plan</li> <li>▪ If necessary (after coordination with SAF/IAG), coordinate with SAF/PAX to develop a Strategic Communication Plan</li> <li>▪ Notify USAF Senior Leaders of any CN package that could have political visibility (i.e., UK Rivet Joint during USAF tanker acquisition)</li> </ul>		
3. Is country team assessment (CTA) required? Required for SME/MDE, Night Vision Devices (NVD), etc. (See SAMM C5.T1)		
4. If required, has CTA been received? If no, must continue engagement with U.S. Embassy/SCO until response received		

<b>SAF/IA PROCESS</b>		
1. Obtain total estimated case value (to include SME, MDE, Non-SME/MDE and all accessories) from the CCM or SAPM		<input type="checkbox"/>
2. CN package coordinated with SAF/IAPD, IAPX, IARW, to ensure compliance w/laws, policies and regulations prior to submitting to DSCA		<input type="checkbox"/>
3. Submit <u>Confidential</u> CN package to DSCA Business Operations/Comptroller Directorate within 10 days of LOR receipt IAW SAMM C5.5.7.1.1		<input type="checkbox"/>
a. Attach LOR to the <u>Confidential</u> CN package		<input type="checkbox"/>
b. Submit <u>Confidential</u> CN package to DSCA via SIPR (SAMM C5.5.4.1)		<input type="checkbox"/>

## Guidelines for FMS/DCS Hybrid Programs

<p><b>4.</b> Have DSCA CPD advised when CN approval can be expected. <b>NOTE 1:</b> All 36(B) (1) notifications are considered <u>Classified</u> until Congress formally notified. DSCA prepares and delivers notifications to Congress only with State’s approval. <b>NOTE 2:</b> No Congressional reviews are performed during scheduled non-legislative periods (see annual congressional calendar) or prior to Congressional approval of the JAVITS in the February/March timeframe</p>	<input type="checkbox"/>
<p><b>5.</b> If partner requests, a copy of a “draft” LOA, can be provided once Congress formally notified and all documents can then be revised to unclassified status</p>	<input type="checkbox"/>
<p><b>a.</b> CN released 15 days after Congress formally notified for members of NATO, NATO organizations, Australia, Israel, Japan, Republic of Korea, and New Zealand</p>	<input type="checkbox"/>
<p><b>b.</b> CN released 30 days after Congress formally notified for all other partners (may also require a prior 20 day informal notification period)</p>	<input type="checkbox"/>
<p><b>6.</b> After CN released, LOA can be forwarded for DSCA countersignature</p>	<input type="checkbox"/>

## Guidelines for FMS/DCS Hybrid Programs

### APPENDIX 10

#### POINT OF CONTACTS

ORGANIZATION	EMAIL
<b>AFLCMC/WFNB</b>  Policy Division, Air Force Security Assistance and Cooperation (AFSAC) Directorate	<a href="mailto:aflcmc.wfnb@wpafb.af.mil">aflcmc.wfnb@wpafb.af.mil</a>
<b>SAF/IAPX</b>  Security Assistance Policy Branch, Deputy Under Secretary of the Air Force International Affairs	<a href="mailto:safiapx.workflow@pentagon.af.mil">safiapx.workflow@pentagon.af.mil</a>