AIR FORCE LIFE CYCLE MANAGEMENT CENTER



Air Force Security Assistance and Cooperation (AFSAC) Directorate Mission Briefing

Brig Gen Brian R. Bruckbauer AFLCMC/WF 6 July 2021

DoD and USAF Priorities ... AFSAC Mission



SECDEF Priorities:

- Defend the Nation
- Take Care of Our People
- Succeed Through Teamwork
 - Join Forces with Our Allies and Partners

USAF Priorities:

- Building Space Force
- Strengthen relationships with allies and partners
- Growing strong and resilient families
- Modernization

AFSAC Mission:





Deliver Airpower Capabilities to Strengthen International Partnerships and Advance National Security

AFSAC Mission and Vision



Mission: Deliver airpower capabilities to strengthen International Partnerships and advance National Security



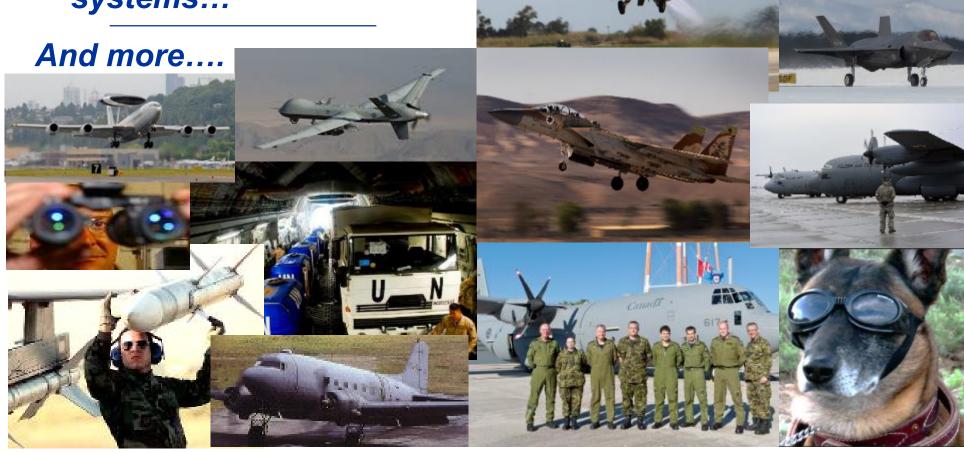
Vision: AFSAC ... Your trusted airpower partner!

AFSAC Scope



Cradle-to-grave support...

For a full range of weapon systems...



AFSAC Organizational Structure







WF
Director
BRIG GEN BRIAN BRUCKBAUER
Deputy Director
MR. RONALD TAYLOR

Director of Staff MR. MARC MAZZA

Executive OfficerMAJ Christopher Thomas



WFA
REGIONAL SUPPORT DIVISION
MR. SCOTT PIERCE
MR. VINCE THOMAN



WFI
INTERNATIONAL DIVISION
COL ANTHONY WALKER
MR. SCOTT OLGEATY



WFM
CENTRAL DIVISION
COL JAMES BECKER
MR. FRAN CROWLEY



WFF
FINANCIAL MGMT DIVISION
MR. KEITH RIETHMAN
MS. MARIE ELY



WFN
PLANNING & REQUIREMENTS DIVISION
MR. RONALD BINGHAM
MR. ADAM BELLIN



WFO
OPERATIONS DIVISION
MS. MARY KINNEY





WFK
CONTRACT EXECUTION DIVISION
MR. SCOTT BACK
MR. JOSEPH SEIBER









AFSAC – A Leader in the FMS Enterprise





DOD

COCOMs MAJCOM/IAs



Inter-Governmental

Department of State

U.S. Embassy Staff





AFSAC

- Serves as FMS bridge to SAF/IA, Execution **Directorates**
- Performs AFMC/IA Role





Execution Directorates

Fighters/Advanced Aircraft

Weapons

ACS

Bombers

Mobility

Digital

ISR/SOF C3I&N

Global Environment



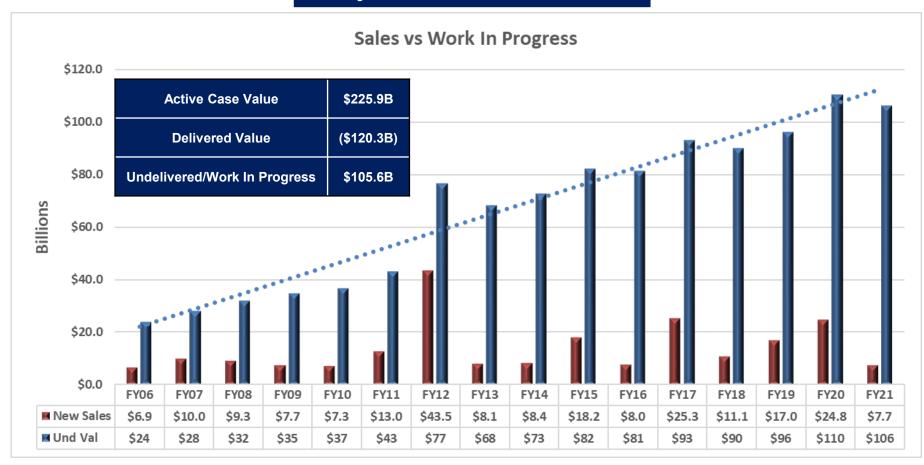


Enabler of expanded coalition operations

AFMC FMS Enterprise Major Contributor to Defense Industrial Base



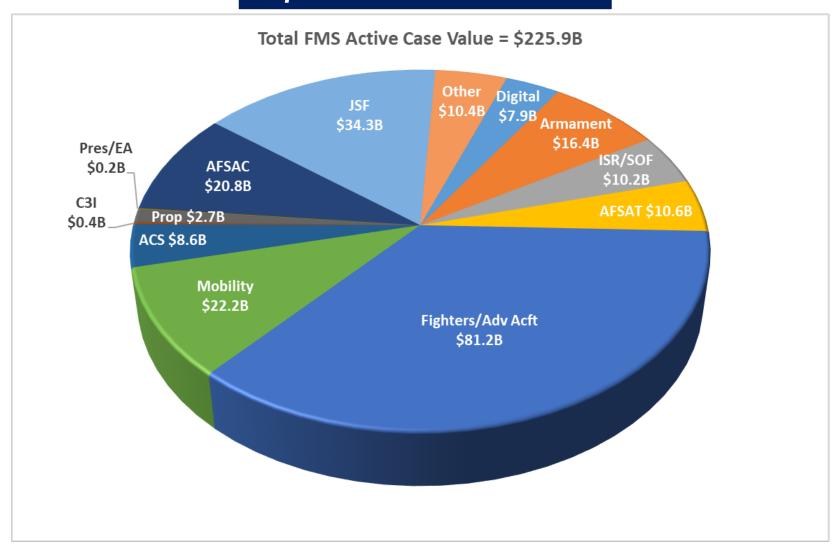
Workload growth at 12% per year from FY06 – FY20



AFMC FMS Enterprise Major Contributor to Defense Industrial Base



Impact across Directorates



AFSAC Market Value



AFSAC and the Fortune 500 based on Market Value



\$231.1B



\$224.8B

GLENCORE

\$215.1B

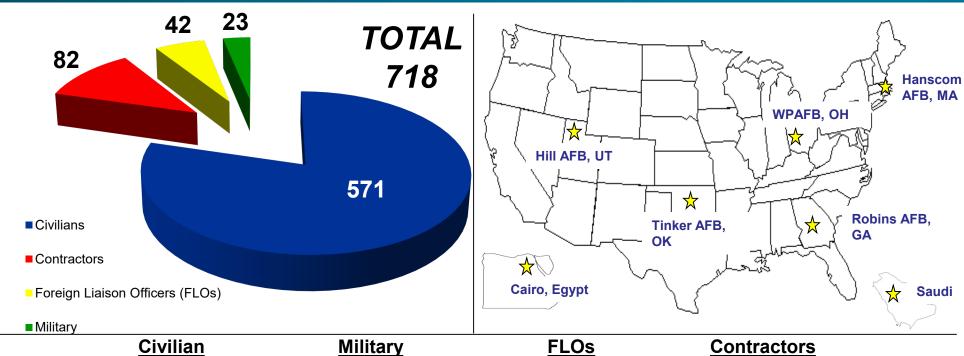
Average Annual Sales (FY17-FY20) = \$19.6B

Active Case Portfolio (Market Value) = \$224.8B

FY21 Work In Progress = \$107.0B

AFSAC Locations and Demographics













AFSAC Foreign Liaison Officers















Australia

Brazil

Canada

Chile



Egypt



Greece Indonesia







Japan











Poland

Portugal



Spain



Thailand



Saudi Arabia



Turkey

FMS Process Need PRE-LOR LOR LOA **Active Case STOP** LOR LOA LOA Signed Received Offered **Partner Nation** Requirements Get **LOR Build** Development **Signed Actions Fund FMS Case** Case **LOA** Build **Case Management** Lifecycle Close **Tech Transfer** TSFD Reviews **Foreign Policy** State Dept/ **Review &** Congressional **Notification Oversight Training Price Acquisition** and Contract Design/Build/Test Trans Sustain **Availability Process** Contract Capability **Critical Path**

DAF vs FMS Processes



DAF **FMS Initial Capabilities** Capability Analysis: Document (ICD) **Country Timeline Pre-Letter of Request (LOR) Capabilities Definition** activities **Draft Capabilities Development Price & Availability** Document (CDD) **LOR Development** Years Technology Maturation Letter of Request **LOR Receipt** (LOR) & Risk Reduction **Case Development Congressional Notification** 3 Final CDD **DSCA Goals: DoD Tech Releasability Program Development** Category A = 45 Days **DoS/COCOM Assessment** PE/Budget Category B = 100 Days **NSA/GPS** approvals **Acquisition Strategy** Category C = 150 Days **Non-Recurring Cost Waiver Acq Strategy Panel** Acquisition Category D = 60 Days **Sole-Source Approval Vendor Pricing Program Baseline** 180 Days LOA Data (cost, sched, perf) (APB) **Contract Award** PEO **Acquisition Strategy Dylpt Functional Coordination Engineering & Acquisition Strategy Panel DSCA**, DoS Coordination **Manufacturing Development LOA Offer** International Program **Country Acceptance Contract Award** Directive (IPD) 60-90 Days **Undefinitized Contract Contract Award** Action (UCA) **Production & Deployment Program Execution**

FMS Process – Textbook



Case Closure (AFSAC)

Line manager determines completion

> Case Execution (SPO)

AFSAC issues International **Program Directive**

> Case **Development** (AFSAC)

Partner submits LOR for LOA to **AFSAC**

> **Pre-LOR Activities** (Partner)

- AFSAC completes case closure

- Program Manager (SPO or AFSAC) issues Notice of Supply/Services Complete (NSSC)

- AFSAC modifies case to reduce value to highest financial requirement; returns excess funds to partner

- SPO & AFSAC reconcile case financials

* During this phase, the appropriate SPO takes the lead. AFSAC is a participant in program reviews and supports SPO with case modifications and amendments as required IOT meet partner requirements.

d Case Closure timelines - SPO delivers capability - SPO coordinates in-country

- SPO/AFSAT coordinate training SPO awards development/prod contract

DSCA Goals:

Cat A (blanket order) = 45 Days Cat B (defined order) = 100 Days Cat C (complex) = 150 Days

DSCA sets goals for L Cat D (pseudo) = 60 Days

r Case Development and C - AFSAC offers, partner signs, AFSAC implements LOA

- SPO(s) develop LOAD for Total Package Approach (manpower, spares, support, training, etc.)

- AFSAC begins Congressional Notification, Foreign Disclosure processes (as required)

USG interagency makes exportability determination (SCO, COCOM, USAF, etc.)

- Partner & SCO submit LOR for Pricing & Availability (P&A) to AFSAC

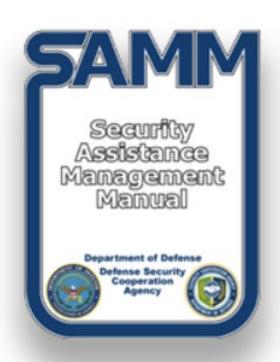
- Partner (w/ USG participation) conducts capability analysis

Governance and Legal Authority



- DSCA Security Assistance Management Manual (SAMM)
- Arms Export Control Act

One of three Implementing Agencies within USAF



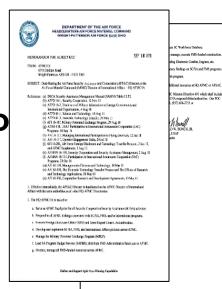
United States Code, 2018 Edition Title 22 - FOREIGN RELATIONS AND INTERCOURSE CHAPTER 39 - ARMS EXPORT CONTROL		
From the U.S	S. Government Publishing Office, <u>www.gpo.gov</u>	
	CHAPTER 39—ARMS EXPORT CONTROL	
SUBCHAPTER I—FOREIGN AND NATIONAL SECURITY POLICY OBJECTIVES AND		
	RESTRAINTS	
Sec.		
2751.	Need for international defense cooperation and military export controls; Presidential waiver; report to Congress; arms sales policy.	
2752.	Coordination with foreign policy.	
2753.	Eligibility for defense services or defense articles.	
2754.	Purposes for which military sales or leases by the United States are authorized; report to Congress.	
2755.	Discrimination prohibited if based on race, religion, national origin, or sex.	
2756.	Foreign intimidation and harassment of individuals in United States.	
	SUBCHAPTER II—FOREIGN MILITARY SALES AUTHORIZATIONS	
2761.	Sales from stocks.	
2762.	Procurement for cash sales.	
2763.	Credit sales.	
2764.	Guaranties.	
2765.	Annual estimate and justification for sales program.	
2766.	Security assistance surveys.	
2767.	Authority of President to enter into cooperative projects with friendly foreign countries.	
2767a, 276	58.Repealed.	
	SUBCHAPTER II-A—FOREIGN MILITARY CONSTRUCTION SALES	
2769.	Foreign military construction sales.	
2769.	Foreign military construction sales.	
2769. Foreign military construction sales.		



AFMC/IA Dual Hat



- AFMC/CC policy memo dated 16 Sep 19
 - Dual-hat Director position as AFMC/IA, but not AFSAC organization
- Provides authority of office where responsibility already existed
 - Foreign Disclosure Office, Arms Export Control Act authorities
 - SC/SA, FMS, IA policy; Military Exchange Program
 - SA Program Budget Review; FMS-funded resources
 - SCWD certifications, database; SC Info Technology portfolio
 - FMS-funded construction; International Logistics Programs
 - SC/SA, FMS audit focal point
 - AFMC IA Excellence Awards
- AFMCMD 401 update in progress



Strategic Communication



Quarterly PEO FMS Executive Review

Geographic Combatant Commands













U.S. Army Corps of Engineers



Offices of Security Cooperation







AFSAC ... Your Trusted Airpower Partner!

AFSAC Deputy, Mr. Ronald M. Taylor

AFSAC Directorate



- Building Global Partnerships
- Promotion National Security
- Leading Foreign Military Sales enterprise



















AIR FORCE LIFE CYCLE MANAGEMENT CENTER

