

INFORMATION PAPER

MCMR-MMZ
3 October 2014

SUBJECT: Foreign Military Sales (FMS) Process

1. Purpose: To provide process overview of Foreign Military Sales Medical.

2. Facts:

a) The USAMMA serves as The Army Surgeon General's Executive Agent for all strategic medical logistics programs and initiatives including the Security Assistance Program (SAP) mission for the MEDCOM. USAMMA serves as the command case manager for FMS and is the sole Army contact for the sale of complex, service-unique medical materiel.

b) The mission of the USAMMA is to administer the FMS portion of the Security Assistance Program for Class VIII medical materiel and/or supplies, defense articles, services, training, disaster relief efforts, and humanitarian assistance. Foreign Military Sales is a non-appropriated component of the Security Assistance Program, which is authorized by the Arms Export Control Act.

c) There are several steps to process an FMS requirement through to case implementation/procurement action. These steps are as follows:

- 1) FMS customer submits Letter of Request (LOR) to Security Assistance Officer (SAO).
- 2) SAO forwards to the State Department (SD).
- 3) The State Department will task to Defense Security Cooperation Agency (DSCA) for review.
- 4) After review by DSCA, DSCA passes to US Army Security Assistance Command (USASAC) for case review.
- 5) USASAC tasks USAMMA in the Defense Security Assistance Management System (DSAMS) to prepare the FMS case and Letter of Offer and Acceptance (LOA).
- 6) USAMMA completes case in DSAMS and returns to USASAC.
- 7) USASAC goes back to country for approval and acceptance.
- 8) The case is implemented, funding is provided and materiel is procured.

NOTE: A Pricing and Availability (P&A) request may be submitted in advance of the above steps to provide the Country research information, pricing and availability and affordability of the item. Based on the P&A information the Country will then determine whether or not they will submit a formal request for purchase which would result in an FMS case.

d) USAMMA FMS Case Examples for EUCOM and AFRICOM in FY14:

Letter of Offer and Acceptance (LOAs) for EUCOM and AFRICOM valued at

\$5M:

Burkina Faso - \$125K	Niger - \$127k
Burundi - \$175k	Romania - \$25k
Chad - \$223k	Uganda - \$85k
Croatia - \$268k	United Kingdom - \$4k
Djibouti - \$37k	Ukraine - \$2.1M
Ethiopia - \$34k	
Kenya - \$10k	
Latvia - \$37k	
Lithuania - \$2.6M	

e) Items range from First Aid Kits, Warrior Aid and Litter Kit (WALK), bandages and Medical Equipment Sets (MESs).

f) Depending on the materiel being requested and the "Source of Supply", USAMMA may request that the Security Assistance Command (USASAC) submit requisitions to the DLA-TS, provide a MIPR to DLA for procurement of nonstandard items, or provide GFEBS Work Breakdown Structure (WBS) to USAMMA or USAMMCE for procurement of materiel or Medical Equipment Set (MES) builds.

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