

SUBJECT: SAO INPUTS FOR ANNUAL JAVITS AND FORECASTING
REPORTS

TEXT:

UNCLASSIFIED//

1. REQUEST INPUTS FOR ANNUAL JAVITS REPORT AND FMS FORECAST FROM ALL SECURITY ASSISTANCE OFFICES NO LATER THAN 7 SEPT 07.

2. EACH YEAR THE DEFENSE SECURITY COOPERATION AGENCY (DSCA) SUBMITS TWO REQUIRED REPORTS TO CONGRESS VIA THE STATE DEPARTMENT. THESE REPORTS ARE RELATED IN THAT THEY ADDRESS FUTURE DEFENSE PURCHASES. HOWEVER, THEY USE SEPARATE AND DISTINCT CRITERIA, BASED ON POTENTIAL FOREIGN MILITARY SALES (FMS) AND, FOR JAVITS ONLY, SELECT DIRECT COMMERCIAL SALES (DCS). THE ACCURACY AND EFFECTIVENESS OF THESE REPORTS RELY ON INPUTS BY SECURITY ASSISTANCE OFFICERS (SAO S) AND CORRESPONDING COUNTRY PROGRAM DIRECTORS (CPD S) AT DSCA. THIS MESSAGE SETS OUT THE REQUIREMENTS AND TIMELINE FOR THAT SUBMISSION.

3. REQUIREMENTS.

A. THE "FMS FORECASTING" REPORT IS A FISCAL YEAR (FY) REPORT CONSISTING OF PROJECTED FMS SALES FOR THE NEXT TWO FISCAL YEARS (2008 AND 2009), TOTAL AND BY COUNTRY. SALES ARE BASED ON DATA SUBMITTED BY SAO S AND REVIEWED BY COCOM, RANKING POTENTIAL SALES BY CATEGORY A (LIKELY) AND CATEGORY B (POSSIBLE) FOR EACH OF THOSE TWO YEARS. THERE ARE NO DOLLAR THRESHOLDS IN FORECASTING. THIS INCLUDES CASES/LOA S FUNDED FROM APPROPRIATED SOURCES, CALLED PSEUDO CASES.

B. THE "JAVITS" REPORT IS A CALENDAR YEAR (CY) REPORT. THIS CYCLE COVERS CALENDAR YEAR 2008. WHEN COMPILED, THE REPORT LISTS ALL POTENTIAL FMS AND COMMERCIAL SALES, INCLUDING ANTICIPATED EXCESS DEFENSE ARTICLES (EDA), WITH A DOLLAR THRESHOLD OF \$7M FOR MAJOR DEFENSE EQUIPMENT (MDE) AND \$25M FOR SUPPORT OR SERVICES.

C. TO AID IN THEIR ACCURATE AND TIMELY SUBMISSION, DSCA PROVIDES A SINGLE INPUT FORM USING SEPARATE TABS OF A MICROSOFT EXCEL WORKSHEET. THIS FORM REQUIRES ACCURATE INFORMATION ON THE NAME AND DESCRIPTION FOR ALL SYSTEMS LISTED, AND INCLUDES A DROP-DOWN MENU OF WEAPON SYSTEM NAMES AND DESCRIPTIONS, FOR THE MOST LIKELY SYSTEMS. THE FORM CAN BE DOWNLOADED FROM THE DSCA INTERNET WEBSITE AT

WWW.DSCA.MIL. CLICK ON JAVITS/FORECASTING ABOUT HALF WAY DOWN THE LEFT COLUMN UNDER RESOURCES FOR.

4. RELATIONSHIP TO THE SECURITY COOPERATION GUIDANCE. THESE REPORTS, AND THE PROCESS OF EVALUATING FUTURE SALES OF DEFENSE-RELATED GOODS AND SERVICES, CAN BE EFFECTIVE CONTRIBUTORS TO THE OBJECTIVES OF THE SECURITY COOPERATION GUIDANCE (SCG) AND THEATER SECURITY COOPERATION STRATEGIES (TSC). INPUTS SHOULD REFLECT SCG AND TSC PRIORITIES AS WELL AS HOST NATION INTENTIONS. THEY SHOULD SUPPORT EFFORTS TO BUILD DEFENSE RELATIONSHIPS THAT PROMOTE SPECIFIED U.S. SECURITY INTERESTS, BUILD ALLIED AND FRIENDLY MILITARY CAPABILITIES TO FOCUS ON ACTIVITIES THAT MOST EFFECTIVELY SERVE U.S. SECURITY INTERESTS AND, AS A RESULT, BUILD THE RIGHT DEFENSE PARTNERSHIPS FOR THE FUTURE.

5. SUBMISSION PROCESS. THE FIRST STEP IS THE SAO INPUT VIA AN EXCEL DATA ENTRY WORKSHEET. THIS FORM IS AVAILABLE TO DOWNLOAD AT THE DSCA WEBSITE AT WWW.DSCA.MIL (CLICK ON RESOURCES FOR: JAVITS/FORECASTING MIDDLE LEFT OF THE DSCA HOME PAGE). IF FIREWALLS OR AUTOMATION PROBLEMS PREVENT DOWNLOADING OR SUBMITTING THIS EXCEL FORM, CONTACT THE RESPECTIVE DSCA CPD. THE DSCA WEB SITE ALSO INCLUDES A LISTING OF MILESTONES AND DUE DATES, AND A SET OF INSTRUCTIONS. AS SHOWN IN THE MILESTONES, INDIVIDUAL COUNTRY INPUTS WILL THEN BE CONSOLIDATED AND REVIEWED.

6. ACTIONS BY SAOS:

A. EMAIL COMPLETED DATA ENTRY WORKSHEETS, ENDORSED BY THE COGNIZANT COCOM, NLT 7 SEP 07 TO YOUR DSCA CPD. SUBMIT NEGATIVE REPORTS IF YOU PROJECT NO FMS FOR YOUR COUNTRY FOR BOTH FISCAL YEARS.

B. DEPARTING SAOS BRIEF THEIR RELIEFS ON PROCESS AND COUNTRY REQUIREMENTS PRIOR TO ROTATING.

C. FOLLOW THE INSTRUCTIONS THAT ACCOMPANY THE EXCEL DATA FORM. IMPORTANT REMINDERS: NOTE DIFFERENCES BETWEEN WHAT IS REQUIRED FOR FORECASTING AND JAVITS. OBSERVE THRESHHOLD LIMITS. OBSERVE COMPUTER SETTINGS SUCH AS ENABLE MACROS, SET EXCEL SECURITY TO MEDIUM FOR THE NAME/DESCRIPTION TAB TO WORK. ENTER DOLLAR VALUES IN MILLIONS, ROUNDED TO THE NEAREST MILLION. USE DROPDOWN MENUS FOR DATA COLUMNS; DO NOT TYPE IN THE INFORMATION WHERE DROPDOWN MENU IS

PROVIDED. ENTER COMPLETE INFORMATION FOR THOSE SYSTEMS NOT FOUND IN THE LINKED MASL LISTING.

7. ACTION REQUESTED OF COMBATANT COMMANDS:

A. REVIEW AND ENDORSE SAO INPUTS FOR BOTH JAVITS AND FORECASTING.

B. PROVIDE A SINGLE POC TO PROVIDE OVERALL ASSISTANCE WITH JAVITS INFORMATION. REQUEST, PRIOR TO 1 AUG 07, NOTIFY DSCA WEAPONS DIVISION OF CONTACT INFORMATION.

C. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL DATA FOR FINAL COORDINATION BY 1 OCT 07, WITH COMMENT/CONCURRENCE DUE BACK BY NLT 12 OCT 07.

8. ACTION REQUESTED OF MILDEPS:

A. WORK TO SUPPORT SAO JAVITS AND FORECASTING INPUTS AS NEEDED. ASSIST DSCA CPDS DURING THE INITIAL REVIEW OF SAO INPUTS (AUG/SEPT TIMEFRAME). COOPERATION IS REQUIRED FOR DSCA CPDS TO MEET INTERNAL DSCA DEADLINES.

B. PROVIDE A SINGLE POC FOR THE JAVITS REPORT TO DSCA WEAPONS DIVISION NLT 1 AUG 07. FINAL COORDINATION OF JAVITS REPORT WILL BE PROVIDED TO MILDEPS PER THE MILESTONES PUBLISHED ON THE WEB SITE.

C. JAVITS REPORT INCLUDES ANTICIPATED EDA AVAILABLE IN CY 2008. PROVIDE A SUGGESTED LIST OF EDA ITEMS AND, IF POSSIBLE, INCLUDE POTENTIAL RECIPIENTS TO RECEIVE THESE ARTICLES. THIS LIST SHOULD INCLUDE ANY ITEMS FROM SURVEY MESSAGES ALREADY SENT BY MILDEPS WITHOUT COMPLETED ACTIONS. FOR QUESTIONS RELATED TO THE EDA PORTION OF THE REPORT, CONTACT LTC MARK BAROWSKI, USA, AT (703) 604-6625 OR MARK.BAROWSKI@DSCA.MIL, OR MS JUNE SQUIRE, AT (703) 601-3833; JUNE.SQUIRE@CTR.DSCA.MIL.

9. DSCA POCs FOR FORECASTING ARE MR THOMAS KEITHLY, REQUIREMENTS DIVISION, DSN 329-3655 OR COMMERCIAL (703) 601-3655, UNCLASSIFIED E-MAIL, THOMAS.KEITHLY@DSCA.MIL AND CLASSIFIED E-MAIL: THOMAS.KEITHLY@DSCA.OSD.SMIL.MIL OR MS KATHY LOFTIN, DSN 329-3706 OR (703) 601-3706, UNCLASSIFIED E-MAIL, KATHLEEN.LOFTIN@DSCA.MIL OR CLASSIFIED E-MAIL: KATHLEEN.LOFTIN@DSCA.OSD.SMIL.MIL.DSCA

10. DSCA JAVITS REPORT POINTS OF CONTACT (POC) ARE MS PAMELA YOUNG, WEAPONS DIVISION, DSN 329-3724, COMMERCIAL: (703) 601-3724, UNCLASSIFIED E-MAIL: PAMELA.YOUNG@DSCA.MIL AND CLASSIFIED E-MAIL PAMELA.YOUNG@DSCA.OSD.SMIL.MIL OR COL MARK TROUTMAN, USA, WEAPONS DIVISION. UNCLASSIFIED E-MAIL: MARK.TROUTMAN@DSCA.MIL AND CLASSIFIED E-MAIL MARK.TROUTMAN@DSCA.OSD.SMIL.MIL.

11. REQUEST ALCON ATTENTION TO THESE TWO ANNUAL REPORTS AND THE REQUESTED INPUTS TO ASSURE ACCURATE SUBMISSIONS AND CORRECT ANALYSIS. ASSISTANCE APPRECIATED. FREDA J. LODGE, PRINCIPAL DIRECTOR, STRATEGY (703) 604-6642.