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FM SECDEF WASHINGTON DC//DSCA-STR//

TO...

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UNCLAS

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***** THIS IS A COMBINED MESSAGE *****

SUBJ: SAO INPUTS DUE 03 JUL 08 FOR ANNUAL FMS FORECASTING AND JAVITS

UNCLAS

RMKS/1. REQUEST INPUTS FOR ANNUAL FMS FORECASTING AND ANNUAL JAVITS REPORT FROM ALL SECURITY ASSISTANCE OFFICES (SAO S) NO LATER THAN **3 JUL 08**.

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, BUT THEY USE SEPARATE AND DISTINCT CRITERIA, BASED ON POTENTIAL FOREIGN MILITARY SALES (FMS) AND, FOR JAVITS ONLY, SELECT DIRECT COMMERCIAL SALES (DCS).

3. THIS FMS FORECASTING CYCLE INCREASES MILDEP INTEGRATION FOR IMPROVED FIDELITY TO THE SECURITY ASSISTANCE RESOURCING PROCESS. ALSO, THE FMS FORECAST TIMELINE WAS ACCELERATED TO ACHIEVE AN APPROVED FORECAST BEFORE THE START OF THE NEW FISCAL YEAR.

4. THE ACCURACY AND EFFECTIVENESS OF THESE REPORTS RELY ON INPUTS BY SAO S AND CORRESPONDING COUNTRY PROGRAM DIRECTORS (CPD S) AT DSCA AND MILDEPS. PARTICULARLY IMPORTANT TO THE SECURITY ASSISTANCE COMMUNITY, THESE INPUTS INFORM THE PROCESS THROUGH WHICH SECURITY ASSISTANCE IS RESOURCED. THEREFORE, REQUEST THAT SAO S PLACE SPECIAL ATTENTION ON PROVIDING TIMELY AND ACCURATE INPUTS TO ENSURE CONTINUED RESOURCE ADEQUACY FOR SUPPORT OF SECURITY ASSISTANCE ACTIVITIES. THIS MESSAGE SETS OUT THE REQUIREMENTS AND TIMELINE FOR THAT SUBMISSION.

5. REQUIREMENTS.

A. THE "FMS FORECASTING" REPORT IS A FISCAL YEAR (FY) REPORT CONSISTING OF PROJECTED FMS SALES FOR THE NEXT TWO FISCAL YEARS (2009 AND 2010), TOTAL AND BY COUNTRY. SALES ARE BASED ON DATA SUBMITTED BY SAO S AND REVIEWED BY COCOM, RANKING POTENTIAL SALES BY CATEGORY A (HIGHLY PROBABLE) 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 2009. WHEN COMPLETED, 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 FILE WORKSHEET. THIS WORKSHEET REQUIRES ACCURATE INFORMATION ON THE NAME AND DESCRIPTION FOR ALL HARDWARE SYSTEMS AND SERVICES, AND INCLUDES A DROP-DOWN MENU OF WEAPON SYSTEM NAMES AND DESCRIPTIONS, FOR THE MOST COMMON HARDWARE SYSTEMS. THE MICROSOFT EXCEL FILE 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.

6. RELATIONSHIP TO STRATEGIC GUIDANCE (INCLUDING GUIDANCE FOR EMPLOYMENT OF THE FORCE (GEF)). THESE REPORTS, AND THE PROCESS OF EVALUATING FUTURE SALES OF DEFENSE-RELATED GOODS AND SERVICES, CAN BE EFFECTIVE CONTRIBUTORS TO MEETING SECURITY COOPERATION OBJECTIVES. INPUTS SHOULD REFLECT PUBLISHED PRIORITIES AS NOTED IN CAPSTONE SECURITY COOPERATION GUIDANCE DOCUMENTS AS WELL AS HOST NATION INTENTIONS. DEFENSE PURCHASES SHOULD SUPPORT U.S. EFFORTS TO BUILD INTERNATIONAL DEFENSE RELATIONSHIPS THAT PROMOTE SPECIFIED U.S. SECURITY GOALS AND OBJECTIVES, BUILD ALLIED AND FRIENDLY MILITARY CAPABILITIES TO FOCUS ON ACTIVITIES THAT MOST EFFECTIVELY SERVE U.S. NATIONAL SECURITY STRATEGY AND, AS A RESULT, BUILD THE RIGHT DEFENSE PARTNERSHIPS FOR THE FUTURE.

7. SUBMISSION PROCESS. THE FIRST STEP IS THE SAO INPUT VIA AN EXCEL FILE WORKSHEET. THIS WORKSHEET 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 FILE, 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.

8. ACTIONS BY SAO S:

A. EMAIL COMPLETED DATA ENTRY WORKSHEETS, ENDORSED BY THE COGNIZANT COCOM, NLT 3 JUL 08 TO YOUR DSCA CPD. SUBMIT NEGATIVE REPORTS IF YOU PROJECT NO FMS FOR YOUR COUNTRY FOR BOTH FISCAL YEARS.

B. DEPARTING SAOS TURNOVER PROCESS AND COUNTRY REQUIREMENTS TO RELIEFS PRIOR TO ROTATING. EXPERIENCE OF SAO S WILL ENSURE

QUALITY SUBMISSION.

C. FOLLOW THE INSTRUCTIONS THAT ACCOMPANY THE EXCEL FILE. 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 HARDWARE SYSTEMS AND SERVICES NOT FOUND IN THE LINKED MASL LISTING.

9. ACTION REQUESTED OF COMBATANT COMMANDS:

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

B. PROVIDE A SINGLE POINT OF CONTACT (POC) TO PROVIDE OVERALL ASSISTANCE WITH JAVITS INFORMATION; REQUEST, PRIOR TO 3 JUL 08. NOTIFY DSCA WEAPONS DIVISION OF CONTACT INFORMATION TO INCLUDE NAME, COMMERCIAL AND DSN NUMBER AND BOTH CLASSIFIED AND UNCLASSIFIED EMAIL ADDRESSES.

C. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL DATA FOR FINAL COORDINATION BY 1 OCT 08 TO THE POC YOUR ORGANIZATION HAS DESIGNATED, WITH COMMENT/CONCURRENCE DUE BACK BY NLT 15 OCT 08.

10. ACTION REQUESTED OF MILDEPS:

A. WORK TO SUPPORT SAO JAVITS AND FORECASTING INPUTS AS NEEDED. ASSIST DSCA DURING THE INITIAL REVIEW OF SAO INPUTS (JUL/AUG TIMEFRAME). COOPERATION IS REQUIRED FOR DSCA TO MEET INTERNAL DSCA DEADLINES AS WELL AS BETTER INTEGRATE MILDEP PERSPECTIVES INTO THE SECURITY ASSISTANCE RESOURCE PROCESS.

B. PROVIDE A SINGLE POINT OF CONTACT (POC) TO PROVIDE OVERALL

***** START OF SECTION 2 *****

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ASSISTANCE WITH JAVITS INFORMATION; REQUEST, PRIOR TO 3 JUL 08. NOTIFY DSCA WEAPONS DIVISION OF CONTACT INFORMATION TO INCLUDE NAME, COMMERCIAL AND DSN NUMBER AND BOTH CLASSIFIED AND UNCLASSIFIED EMAIL ADDRESSES.

C. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL DATA FOR FINAL COORDINATION BY 1 OCT 08 TO THE POC YOUR ORGANIZATION HAS DESIGNATED, WITH COMMENT/CONCURRENCE DUE BACK BY NLT 15 OCT 08.

D. JAVITS REPORT INCLUDES ANTICIPATED EDA AVAILABLE IN CY 2009. 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 MR. MARK BAROWSKI, AT

(703) 604-6625 OR MARK.BAROWSKI@DSCA.MIL, OR MS JUNE SQUIRE, AT (703) 601-3833; JUNE.SQUIRE.CTR@DSCA.MIL.

11. DSCA POCS FOR FMS FORECASTING ARE MR. ALEJANDRO GARCIA, STRATEGY/PLANS DIVISION, DSN 329-4289 OR (703) 601-4289, UNCLASSIFIED E-MAIL, ALEJANDRO.GARCIA@DSCA.MIL OR CLASSIFIED E-MAIL: ALEJANDRO.GARCIA@DSCA.OSD.SMIL.MIL.DSCA OR MS DEBRA MORGAN, STRATEGY/PLANS DIVISION, DSN 329-3705 OR COMMERCIAL (703) 601-3705, UNCLASSIFIED E-MAIL, DEBRA.MORGAN@DSCA.MIL AND CLASSIFIED E-MAIL: DEBRA.MORGAN@DSCA.OSD.SMIL.MIL

12. DSCA JAVITS REPORT POCS 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.

13. REQUEST ALCON ATTENTION TO THESE TWO ANNUAL REPORTS AND THE REQUESTED INPUTS TO ASSURE ACCURATE SUBMISSIONS AND CORRECT ANALYSIS. ASSISTANCE APPRECIATED.

RELEASING OFFICIAL:

FREDA J. LODGE

PRINCIPAL DIRECTOR, STRATEGY

DSCA

(703) 604-6642

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