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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: SCO INPUTS DUE 10 JUN 09 FOR ANNUAL FMS FORECASTING AND JAVITS REPORTS

UNCLAS

1. REQUEST ALL SECURITY COOPERATION OFFICES (SCO S) PROVIDE THEIR INPUTS FOR ANNUAL FMS FORECASTING REPORT AND FOR ANNUAL JAVITS REPORT NO LATER THAN 10 JUN 09.

2. EACH YEAR THE DEFENSE SECURITY COOPERATION AGENCY (DSCA) SUBMITS INTERNATIONAL MILITARY SALES PROJECTIONS FROM TWO REPORTS TO THE CONGRESS VIA THE STATE DEPARTMENT: THE FMS FORECAST REPORT, AND THE JAVITS REPORT. THESE REPORTS ARE RELATED IN THAT THEY ADDRESS FUTURE DEFENSE PURCHASES BY INTERNATIONAL PARTNERS, BUT THEY USE DIFFERENT CRITERIA, AS SPECIFIED IN PARAGRAPH 6 OF THIS MESSAGE.

3. DURING THIS YEAR'S REPORTING CYCLE DSCA SEEKS TO INCREASE MILDEP AND COCOM INPUTS FOR IMPROVED FIDELITY. THE ACCURACY AND EFFECTIVENESS OF THESE REPORTS RELY ON INPUTS BY SCO S AND CORRESPONDING COUNTRY PROGRAM DIRECTORS (CPD S) AT DSCA, COCOMS, AND MILDEPS.

4. IN ADDITION TO THE CONGRESSIONAL REPORTING, THESE INPUTS ARE CRITICAL IN DETERMINING RESOURCES FOR THE ENTIRE SECURITY COOPERATION COMMUNITY. THEREFORE, REQUEST THAT SCO S PLACE SPECIAL ATTENTION ON PROVIDING TIMELY AND ACCURATE INPUTS. THIS MESSAGE SETS OUT THE REQUIREMENTS AND TIMELINE FOR THAT SUBMISSION.

5. CONSIDER RELATIONSHIP TO STRATEGIC GUIDANCE (INCLUDING GUIDANCE FOR EMPLOYMENT OF THE FORCE (GEF)). THE FMS FORECAST, JAVITS REPORT, 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 THE GEF AND OTHER GUIDANCE DOCUMENTS, AS WELL AS HOST NATION INTENTIONS. FUTURE SALES 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 AND BUILD THE RIGHT DEFENSE PARTNERSHIPS FOR THE FUTURE.

6. REQUIREMENTS.

A. THE FMS FORECASTING REPORT IS A FISCAL YEAR (FY) REPORT CONSISTING OF PROJECTED FMS SALES FOR THE NEXT TWO FISCAL YEARS (2010 AND 2011). SALES ARE BASED ON DATA SUBMITTED BY SCOS AND REVIEWED BY COCOM, RANKING POTENTIAL SALES BY CATEGORY A (HIGHLY PROBABLE) AND CATEGORY B (POSSIBLE) FOR EACH OF THE TWO YEARS. THERE ARE NO DOLLAR THRESHOLDS IN FMS FORECASTING. THIS INCLUDES CASES / LOAS FUNDED FROM U.S. APPROPRIATED SOURCES, CALLED PSEUDO CASES, AND CASES FUNDED BY FMF FUNDS.

B. THE JAVITS REPORT IS A CALENDAR YEAR (CY) REPORT PROVIDED ANNUALLY TO CONGRESS BY THE DEPARTMENT OF STATE (DOS). DSCA COMPILES ALL FMS INPUTS FOR INCLUSION IN THE DOS REPORT AND ASSISTS IN THE CONGRESSIONAL BRIEFING(S). THIS CYCLE COVERS CALENDAR YEAR 2010. WHEN COMPLETED, THE REPORT LISTS ALL POTENTIAL SALES—FMS, DIRECT COMMERCIAL, AND EXCESS DEFENSE ARTICLES (EDA)—WITH A DOLLAR THRESHOLD OF \$7M FOR MAJOR DEFENSE EQUIPMENT (MDE), AND \$25M OR GREATER FOR ALL OTHER PROCUREMENTS, INCLUDING SUPPORT OR SERVICES.

7. SUBMISSION PROCESS.

A. TO AID IN THE ACCURATE AND TIMELY SUBMISSION, DSCA PROVIDES A SINGLE INPUT FORM USING SEPARATE TABS OF A MICROSOFT EXCEL WORKSHEET. THIS WORKSHEET CAN BE DOWNLOADED AT THE DSCA WEBSITE, 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 FOR ASSISTANCE. THE DSCA WEB SITE ALSO INCLUDES A LISTING OF MILESTONES, DUE DATES, AND A SET OF INSTRUCTIONS.

B. 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. DO NOT ALTER THIS WORKSHEET, ADD COLUMNS, OR INCLUDE LETTERS OR CHARACTERS IN A FOREIGN LANGUAGE. ANY ALTERATION TO THE FORM WILL PREVENT IT FROM BEING UPLOADED TO THE DATABASE.

C. TYPE OF SALE INFORMATION REFERS TO WHETHER THE CASE WILL BE FUNDED WITH NATIONAL FUNDS (FMS), PSEUDO, FMF, ETC. IF UNCERTAIN, PLEASE MARK FMS OR DISCUSS WITH YOUR CPD.

8. ACTIONS BY SCOS:

A. EMAIL COMPLETED DATA ENTRY WORKSHEETS FOR FMS FORECAST, ENDORSED BY THE COCOM, NLT 10 JUN 09 TO YOUR DSCA CPD. THIS CAN BE DONE BY EITHER THE SCO OR THE COCOM. SUBMIT NEGATIVE REPORTS IF YOU PROJECT NO FMS FOR YOUR COUNTRY FOR BOTH FISCAL YEARS. TAKE INTO ACCOUNT FMF FUNDS AND REPORT THOSE LEVELS AS A MINIMUM. AS A REMINDER, THERE SHOULD BE TWO CLEARLY DISTINCT SUBMISSIONS: ONE FOR JAVITS AND ONE FOR FMS FORECASTING FOR THE RESPECTIVE TIMEFRAMES OF THOSE REPORTS.

B. DEPARTING SCOS SHOULD ENSURE PROCESS IS TURNED OVER TO RELIEFS PRIOR TO ROTATING. EXPERIENCE OF SCOS 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 THRESHOLD 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. ON THE FMS FORECASTING WORKSHEET, IF AN ITEM IS NOT LISTED AND NEEDS TO BE ADDED, CONTACT ONE OF THE FMS FORECAST REPRESENTATIVES NAMED BELOW.

9. ACTION REQUESTED OF COMBATANT COMMANDS:

A. REVIEW AND ENDORSE SCO INPUTS FOR BOTH THE JAVITS AND THE FMS FORECASTING REPORTS.

B. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL DATA FOR FINAL COORDINATION BY 1 OCT 09 TO THE POC YOUR COMMAND HAS DESIGNATED, WITH COMMENT/CONCURRENCE DUE BACK TO DSCA NLT 15 OCT 09.

10. ACTION REQUESTED OF MILDEPS:

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

B. JAVITS REPORT INCLUDES ANTICIPATED EDA AVAILABLE IN CY 2010. 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 MS JUNE SQUIRE, AT (703) 601-3833 OR JUNE.SQUIRE.CTR@DSCA.MIL .

11. DSCA POCS FOR FMS FORECASTING ARE STRATEGY/PLANS, MS DEBRA MORGAN, 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 OR MS GUNDA SENG, DSN 329-4292, UNCLASSIFIED E-MAIL, GUNDEGA.SENG@DSCA.MIL AND CLASSIFIED EMAIL: GUNDEGA.SENG@DSCA.OSD.SMIL.MIL.

12. DSCA JAVITS REPORT POCS ARE LTC (P) RALPH BOECKMANN, WEAPONS DIVISION, COMMERCIAL: (703) 604-0243, UNCLASSIFIED E-MAIL: RALPH.BOECKMANN@DSCA.MIL AND CLASSIFIED E-MAIL: RALPH.BOECKMANN@DSCA.OSD.SMIL.MIL OR MS ERYCKA REID, WEAPONS DIVISION, UNCLASSIFIED E-MAIL: ERYCKA.REID.CTR@DSCA.MIL AND CLASSIFIED E-MAIL: ERYCKA.REID@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:

SCOTT SCHLESS

PRINCIPAL DIRECTOR, STRATEGY

DSCA

(703) 604-6642

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