

**SUBJ: SCO INPUTS DUE 10 JUNE 2010 FOR ANNUAL FMS FORECASTING AND JAVITS REPORTS**

UNCLAS

1. REQUEST ALL SECURITY COOPERATION OFFICES (SCOS) PROVIDE THEIR INPUTS FOR THE ANNUAL FOREIGN MILITARY SALES (FMS) FORECASTING REPORT AND FOR THE ANNUAL JAVITS REPORT NO LATER THAN 10 JUNE 2010.

2. EACH YEAR THE DEFENSE SECURITY COOPERATION AGENCY (DSCA) IS REQUIRED TO SUBMIT INTERNATIONAL MILITARY SALES PROJECTIONS TO THE CONGRESS VIA STATE DEPARTMENT'S FOREIGN OPERATIONS BUDGET REQUEST AND THE JAVITS REPORT.

3. DURING THIS YEAR'S REPORTING CYCLE DSCA CONTINUES TO SEEK INCREASED MILDEP AND COCOM SUPPORT FOR IMPROVED FIDELITY. THE ACCURACY AND EFFECTIVENESS OF THESE REPORTS RELY ON INPUTS BY SCOS AND CORRESPONDING COUNTRY DIRECTORS AT DSCA, OSD, JOINT STAFF, 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 SCOS PLACE SPECIAL ATTENTION ON PROVIDING TIMELY AND ACCURATE INPUTS. THIS MESSAGE SETS OUT THE REQUIREMENTS AND TIMELINE FOR THAT SUBMISSION.

5. REQUIREMENTS.

A. REQUEST EACH COCOM AND MILDEP PROVIDE A POINT OF CONTACT (POC) FOR THESE REPORTS BY 30 APRIL 2010 VIA E-MAIL TO THE GROUP ADDRESS [FORECAST\\_JAVITS@DSCA.MIL](mailto:FORECAST_JAVITS@DSCA.MIL).

B. THE "FMS FORECASTING" REPORT IS A FISCAL YEAR (FY) REPORT CONSISTING OF PROJECTED FMS SALES FOR THE NEXT TWO FISCAL YEARS (2011 AND 2012). THE REPORT INCLUDES PROJECTED SALES FUNDED BY BOTH PARTNER COUNTRY AND U.S. APPROPRIATIONS (SUCH AS FOREIGN MILITARY FINANCING (FMF) PROGRAM). IT DOES NOT INCLUDE DIRECT COMMERCIAL SALES (DCS). PROJECTED SALES ARE BASED ON DATA SUBMITTED BY SCOS AND REVIEWED BY COCOM, RANKING POTENTIAL SALES INTO TWO CATEGORIES BASED ON THEIR LIKELIHOOD. CATEGORY "A" INDICATES THAT A SALE IS HIGHLY PROBABLE, MEANING THE PARTNER COUNTRY HAS EXPRESSED INTEREST AND THERE ARE NO KNOWN BARRIERS TO THE SALE TAKING PLACE, SUCH AS SANCTIONS, TECHNOLOGY TRANSFER OR FUNDING CONCERNS. CATEGORY "B" INDICATES THAT THE SALE IS POSSIBLE, BUT THE COUNTRY IS STILL DELIBERATING REQUIREMENTS OR SOURCES, OR THERE ARE KNOWN BARRIERS TO THE SALE. ALL PROJECTED SALES ARE REPORTED IN THE

FMS FORECAST REPORT, REGARDLESS OF HOW LOW THE EXPECTED SALE PRICE IS.

WITH INCREASED SALES IN NON-ENGLISH SPEAKING COUNTRIES THERE IS INCREASED DEMAND FOR ENGLISH LANGUAGE TRAINING (ELT) AT THE DEFENSE LANGUAGE INSTITUTE ENGLISH LANGUAGE CENTER (DLI/ELC). TO DETERMINE FUTURE ELT STUDENT LOAD, WE HAVE INCLUDED A COLUMN REQUESTING APPROXIMATE NUMBER OF STUDENTS AT DLI/ELC FOR MAJOR SALES. SCOS CAN PROVIDE THEIR BEST ESTIMATE OR THIS INFORMATION MAY BE FILLED OUT BY MILDEPS.

C. 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 2011 ONLY. WHEN COMPLETED, THE REPORT LISTS ALL POTENTIAL FMS AND DIRECT COMMERCIAL SALES (DCS), INCLUDING ANTICIPATED EXCESS DEFENSE ARTICLES (EDA), WITH A DOLLAR THRESHOLD OF \$7M FOR MAJOR DEFENSE EQUIPMENT (MDE), AND \$25M OR GREATER FOR ALL OTHER PROCUREMENTS, TO INCLUDE SUPPORT OR SERVICES.

#### 6. 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 FROM SANWEB, [HTTPS://WWW.IDSS.IDA.ORG/SAN/LOGIN.PRG](https://www.idss.ida.org/san/login.prg) (CLICK ON LIBRARIES/DSCA/LIST ITEMS IN DSCA LIBRARY). IN ABSENCE OF LOGIN INFO OR AUTOMATION PROBLEMS THAT PREVENT DOWNLOADING OR SUBMITTING THIS EXCEL FILE, CONTACT THE RESPECTIVE DSCA POC IN PARAGRAPH 10 OR 11 OF THIS MESSAGE OR THE RESPECTIVE DSCA CPD FOR ASSISTANCE. THE SANWEB 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), DOD APPROPRIATIONS, FMF, ETC. IF UNCERTAIN, PLEASE MARK FMS OR DISCUSS WITH YOUR CPD.

7. ACTIONS BY SCOS:

A. EMAIL COMPLETED JAVITS AND FMS FORECASTING DATA ENTRY WORKSHEETS, ENDORSED BY THE COCOM, NLT 10 JUNE 2010 TO THE GROUP ADDRESS [FORECAST\\_JAVITS@DSCA.MIL](mailto:FORECAST_JAVITS@DSCA.MIL). 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.

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. ENTER DOLLAR VALUES IN MILLIONS, ROUNDED TO THE NEAREST MILLION. USE DROPDOWN MENUS FOR DATA COLUMNS; ENTER COMPLETE INFORMATION FOR THOSE HARDWARE SYSTEMS AND SERVICES NOT FOUND IN THE DROPDOWN MENU.

8. ACTION REQUESTED OF COMBATANT COMMANDS:

A. REVIEW AND ENDORSE SCO INPUTS FOR BOTH THE JAVITS AND THE FMS FORECASTING REPORTS. COCOMS WILL HAVE ANOTHER OPPORTUNITY TO COMMENT ON INPUTS AFTER DSCA, OSD, JOINT STAFF AND MILDEP REVIEW (AUGUST TIMEFRAME).

B. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL DATA FOR FINAL COORDINATION BY 1 OCTOBER 2010 TO THE POC YOUR COMMAND HAS DESIGNATED, WITH COMMENT/CONCURRENCE DUE BACK TO DSCA NLT 15 OCTOBER 2010.

9. ACTION REQUESTED OF MILDEPS:

A. WORK TO SUPPORT SCO JAVITS AND FORECASTING INPUTS AS NEEDED. ASSIST DSCA DURING THE INITIAL REVIEW OF SCO INPUTS (JULY/AUGUST TIMEFRAME), AND ATTEND A REVIEW SESSION WITH CPDS DURING THE LAST TWO WEEKS IN AUGUST. 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 2011. 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.

10. DSCA POCS FOR FMS FORECASTING ARE STRATEGY/PLANS, MS GUNDA SENG, DSN 329-4292, COMMERCIAL (703) 601-4292. UNCLASSIFIED E-MAIL, GUNDEGA.SENG@DSCA.MIL AND CLASSIFIED EMAIL: GUNDEGA.SENG@DSCA.OSD.SMIL.MIL OR MS. DEBBIE MORGAN, DSN 329-3705, COMMERCIAL (703) 601-3705. UNCLASSIFIED E-MAIL, DEBRA.MORGAN@DSCA.MIL AND CLASSIFIED EMAIL: DEBRA.MORGAN@DSCA.OSD.SMIL.MIL

11. DSCA JAVITS REPORT POCS ARE LTC VAL TISDALE, DSN 664-1545, COMMERCIAL (703) 604-1545. UNCLASSIFIED E-MAIL, VALEN.TISDALE@DSCA.MIL AND CLASSIFIED E-MAIL: VALEN.TISDALE@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

12. 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

UNCLASS//