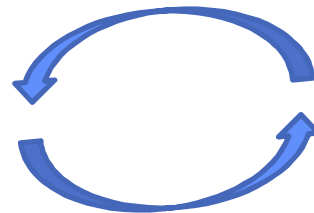


ODC Germany



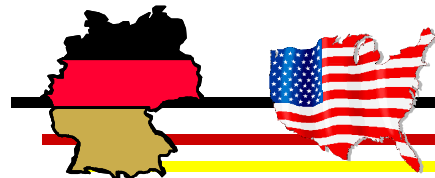
Office of Defense Cooperation Germany



Bundesamt für Wehrtechnik
und Beschaffung



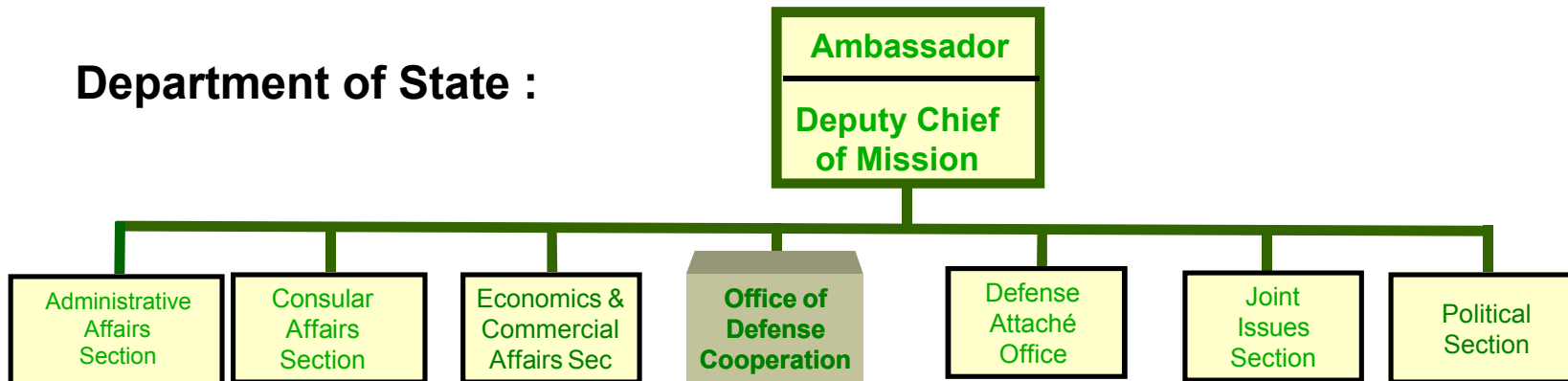
Bundeswehr



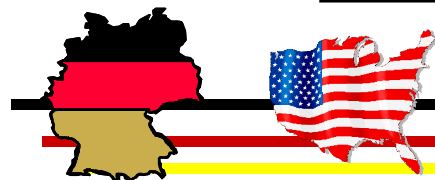
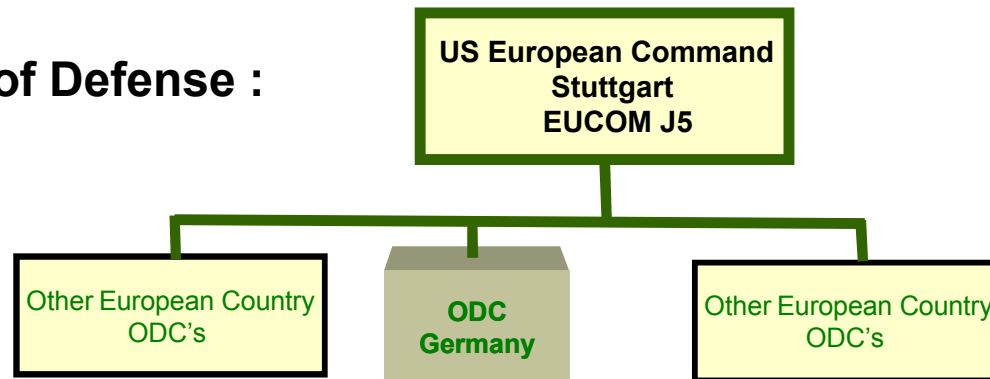


Two Commands, One Mission

Department of State :



Department of Defense :





ODC Locations

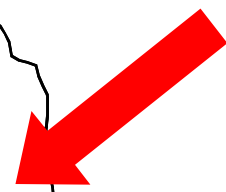
**Bonn Office known
as Defense Liaison
Office (DLO)**



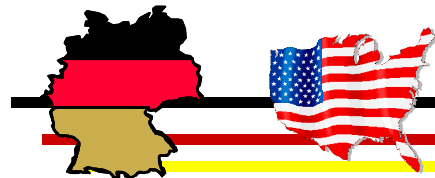
**Air Force Affairs Chief
Naval Affairs Chief
FMS Training Management
FMS Case Management**



**Berlin Office
resident inside US
Embassy**



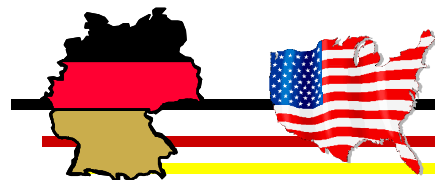
**Chief, ODC
Armaments Coop Spec.
Army Affairs Chief
Budget Analyst
Admin Info Mgt**





Our Security Assistance Mission

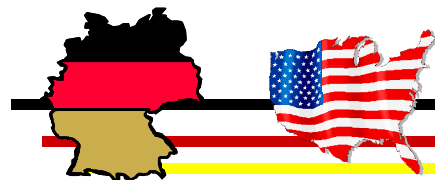
- ***Deepen the relationship between the United States and the Federal Republic of Germany through cooperation, interaction, and responsiveness.***
- ***Support the U.S. and German defense industries, including identifying German technology that fulfills U.S. requirements.***
- ***Provide the Ministry of Defense a focal-point for U.S. cooperation in armaments research, development, and production.***
- ***Coordinate military training opportunities for Bundeswehr personnel alongside U.S. forces within and outside the United States.***





Security Assistance / Security Cooperation

- ***Security Assistance is the military side of the Foreign Assistance Act and the Arms Export Control Act***
 - ***12 Major Security Assistance Programs listed by DoD but controlled by Department of State as part of overall US Foreign Assistance***
 - ***7 of these 12 are administered by DoD via the Defense Security Cooperation Agency (DSCA)***
- ***Security Cooperation is a more general term of which Security Assistance is a part, and includes all Department of Defense interactions with foreign defense establishments to build defense relationships, develop allied military capabilities and promote specific US security interests.***





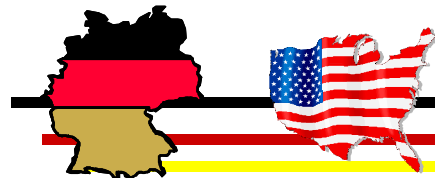
Foreign Military Sales - FMS

- **DSCA administered security assistance program authorized by the AECA, section 3.**
 - **US government may sell defense articles, services, and training to eligible foreign countries and international organizations when deemed to strength security and promote world peace.**
- **Government – to – Government Agreement (formal contract)**
 - **USG negotiates for foreign customer with US contractor**
 - **Foreign customer pays USG**
 - **USG pays Contractor**
- **Total Package Approach...training, spares, maintenance, etc.**
- **Same 'controls' as with Direct Commercial Sales**
 - **AECA; ITAR**
 - **US Munitions List / Significant Military Equipment / Major Defense Equipment**



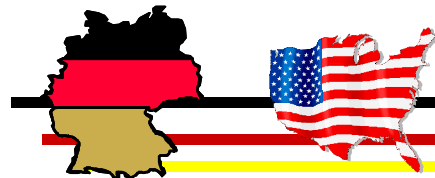
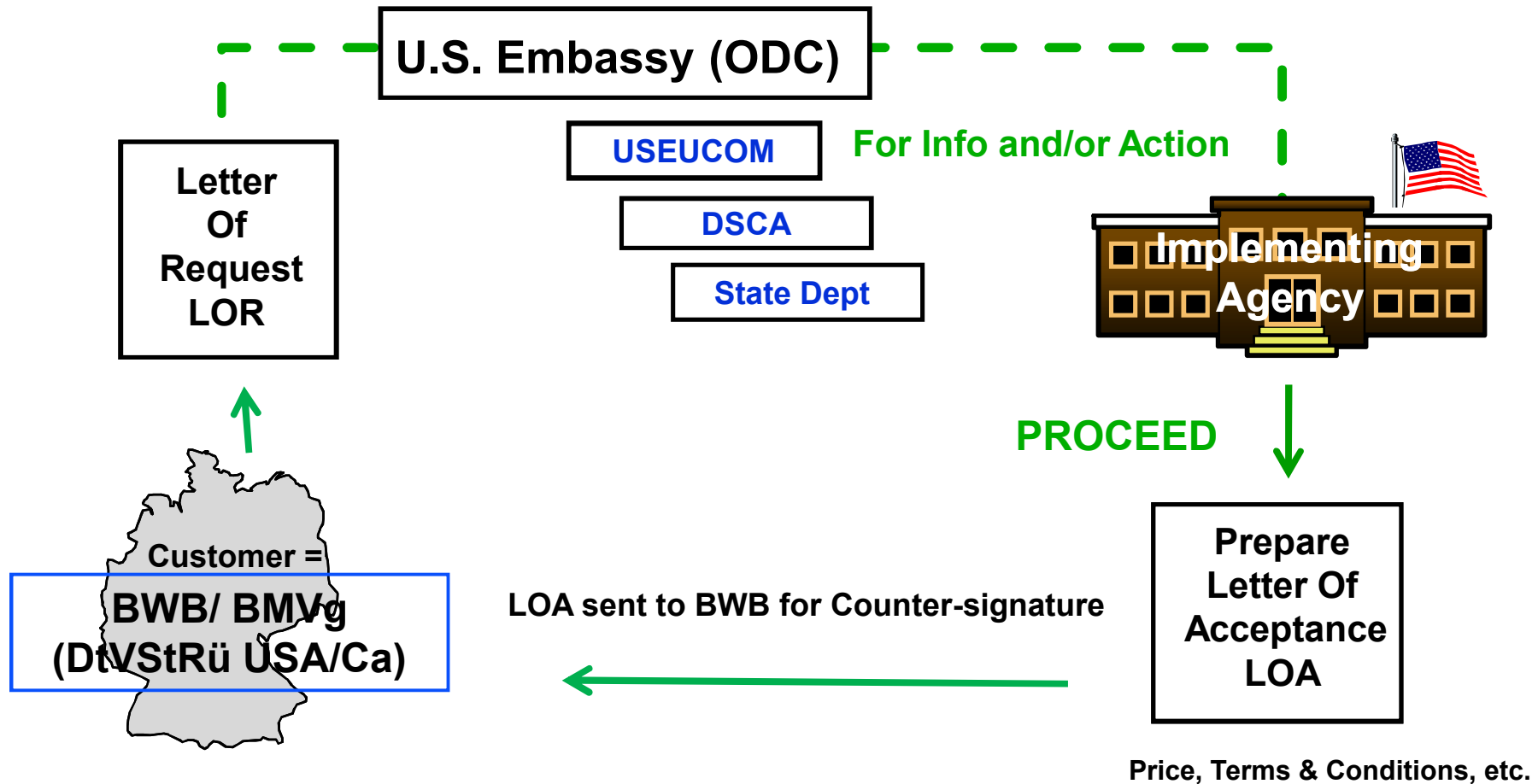
FMS Only Designation

- **State Dept may determine certain articles are only sold under the Foreign Military Sales Program...."FMS Only" designation**
 - **Dept of Defense makes "Recommendation" to State Dept**
 - **Exact process listed in SAMM, C4.5.9**
- **Common examples**
 - **Man Portable Air Defense (MANPAD) missiles**
 - **Certain NSA items -- Cryptographic**
 - **Global Positioning System - Precise Positioning Service (GPS/PPS)**
 - **Airborne Early Warning & Control (AEW&C) Systems**
 - **Certain Military training**





Foreign Military Sales (FMS) Request Process

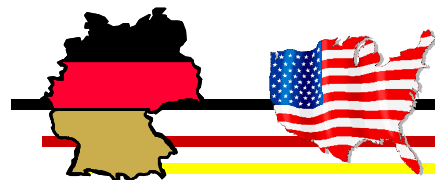




US Gov Role in Direct Commercial Sales - DCS

- ***DCS are commercial exports of defense articles, services, and training made by US defense industry directly to a foreign government***
 - ***Requires Export License under Section 38 of the AECAC***
 - ***Contractor paid by Foreign Govt.***
 - ***Little USG involvement past issuance of export license***
 - ***No Dept of Defense involvement***

- ***Same “controls” as under FMS***
 - ***ITAR, AECA***
 - ***USML / SME / MDE***





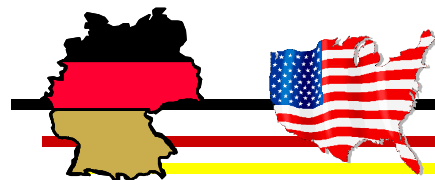
Comparison Considerations -- FMS vs. DCS

- *US Government involved in approving both types of sales*
- *For FMS, DoD consults with DoS for approvals*
- *For DCS, the Contractor must apply for license from DoS*
- *Both types of sales may require Congressional notification*

- *Technology release considerations are identical for FMS and DCS!*

- ❑ *FMS provides 'total package' approach and leverages established DoD mechanisms*
- ❑ *DCS can often result in quicker response times and more flexible pricing options*

- ❖ *Transfer stipulations must be considered in both cases*

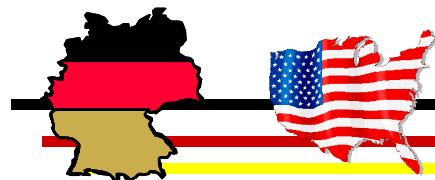




After the Sale...

- ***Both methods involve some type of End Use Monitoring***
 - ***DCS = Blue Lantern checks***
 - ***Main effort is before issuance of license***
 - ***Conditions of end use, safe guarding, and transfer contained in license or technical agreement***
 - ***FMS = Golden Sentry inventories***
 - ***Monitoring conducted by ODC during life of the item***
 - ***Conditions outlined in notes inside the LOA***

- ***US Government policy concerning third party sales and change in end use are the same under FMS and DCS !***
 - ***FMS case decisions made by DoS – PM/RSAT***
 - ***DCS case decisions made by DoS – PM/DDTC***



ODC Germany



***Office of Defense Cooperation
Germany***

Questions / Comments ?

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