

**APEO
STRI**

TRAINING & SIMULATION

INDUSTRY SYMPOSIUM



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Customer Support Group (CSG)
International Programs Office





Foreign Military Sales (FMS) SNAPSHOT



| | |
|--------------------------|----------|
| Countries Supported | 51 |
| Open Cases | 205 |
| Total \$ Value | \$ 1.58B |
| FY11 \$ Value | \$ 91M |
| FY 11 Pending Case Value | \$ 68M |
| FY 11 Under Development | \$ 35M |

Data as of 31 May 2011



2010 TSIS SCORECARD

| Country | Requirement | Status |
|-----------------------------------|---------------------------------------|--------------------------------|
| Royal Saudi Land Forces | Combat Training Centers | ROM provided, Awaiting LOR |
| Saudi Arabia National Guard CACTF | Urban Ops Training Site | INSHALLAH |
| Afghanistan | Training Programs | Awarded: On going requirements |
| Afghanistan | Mi-17/G-222 SIM and Fuselage Trainers | Awarded |
| Pakistan | Rotary Wing Simulators | Reevaluating Requirements |



2010 TSIS SCORECARD

| Country | Requirement | Status |
|-----------|-------------------------------------|--------------------------|
| Taiwan | MILES | No Further Communication |
| Jordan | Digital Multi Purpose Range Complex | No LOR |
| Australia | Common Driver Trainer | No Further Communication |
| Israel | ONESAF Int'l Version | Awaiting LOR |



Afghanistan Security Forces Fund

Afghan Security Forces Fund (ASFF)



Congress has limited the Afghanistan Security Forces Fund (ASFF) to Title 10 funds provided to the Combined Security Transition Command-Afghanistan/NATO Training Mission - Afghanistan for building, equipping, training, and sustaining the Afghanistan National Security Forces (ANSF), which includes the Afghan National Army (ANA), the Afghan National Police (ANP), special task forces, and border security. Proper uses of the ASFF include:

- Expenses associated with training, manning, equipping, and construction for the ANSF.
 - Permanent physical and material support and contractual services to build and permanently equip the ANA garrisons.
 - Travel expenses of U.S. personnel traveling for the sole purpose of training the ANSF.
 - Travel by ANSF personnel.
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Afghanistan Programs



Description/Summary of Program Requirements:

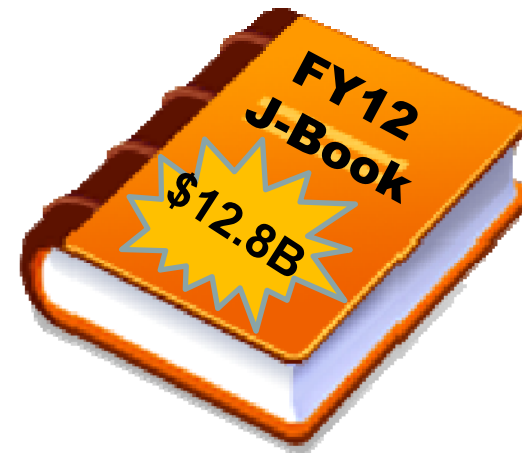
Combined Security Transition Command – Afghanistan (CSTC-A) submits Memorandum of Requirements for unique training requirements and non standard equipment.

<http://asafm.army.mil/Documents/OfficeDocuments/Budget/BudgetMaterials/FY12/OCO//asff.pdf>



Examples:

- Strategic Command and Staff Course
- Training for Infantry and Commando Units
- EOD/CIED Training
- Coalition Assistance Training
- Contractor Logistics Support
- Multiple MOUT facilities
- Mi-17 Simulator
- Medical Training Aides
- Small Arms Ranges
- Simulator Logistical Contractor Support/Sustainment





Royal Saudi Land Forces CTC



Description/Summary of Program Requirements:

The Royal Saudi Land Forces (RSLF) requests Instrumentation Systems for two Tactical Training Centers (TTC)

- TTC at Tabuk run by the Armor Corps
- TTC at Khamis Mushayt run by the Infantry Corps.



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| Acquisition Strategy <ul style="list-style-type: none"> • TBD | Period of Performance <ul style="list-style-type: none"> • TBD | Milestones <ul style="list-style-type: none"> • US Government Site Survey (Apr 2010) • Sources Sought: Completed (Aug 2010) • Potential Contract Award TBD |
| Point of Contact Name: Mr. Robert Farney Organization: Customer Support Group Phone: 407-384-3726 Email: robert.farney@us.army.mil | Funding <ul style="list-style-type: none"> • DCS or FMS ~\$67M | Current Contract/Original Developer/OEM (if recompetete) |



Saudi Arabia National Guard



Description/Summary of Program Requirements:

The Saudi Arabia National Guard (SANG) :

- Indoor Firing Range
- LAV AT
- Battle Staff Simulation



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|---|---|---|
| Acquisition Strategy <ul style="list-style-type: none"> • Sources Sought | Period of Performance <ul style="list-style-type: none"> • TBD | Milestones <ul style="list-style-type: none"> ▲ Indoor Firing Range Pending LOR in 2012 ▲ LAV AT - Sources Sought May/June 2011 ▲ Battle Staff Simulation - Sources Sought May/June 2011 |
| Point of Contact Name: Mr. Robert Farney Organization: Customer Support Group Phone: 407-384-3726 Email: robert.farney@us.army.mil | Funding <ul style="list-style-type: none"> • FMS ~ Estimated 50M | Current Contract/Original Developer/OEM (if recompetete) |



Pakistan Rotary Simulations



Description/Summary of Program Requirements:

Pakistan requires various types of helicopter simulators to provide their aviators the highest level of flight proficiency. Requirements are for AH-1F, Bell 412 and Mi-17 full mission simulators.



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| <p>Acquisition Strategy</p> <ul style="list-style-type: none"> • TBD | <p>Period of Performance</p> <ul style="list-style-type: none"> • Hardware acquisition and two to five years contractor logistics support. | <p>Milestones</p> <ul style="list-style-type: none"> • TBD |
| <p>Point of Contact</p> <p>Name: Mr. Mark Pye Organization: Customer Support Group Phone: 407-384-5114 Email: mark.pye@us.army.mil</p> | <p>Funding</p> <ul style="list-style-type: none"> • PCCF | <p>Current Contract/Original Developer/OEM (if recompetete)</p> |




Jordan Digital Multi Purpose Range Complex



Description/Summary of Program Requirements:

Jordanian Armed Forces desire to build a Digital Multi Purpose Range Complex (DMPRC) providing collective training facilities for armor, infantry, and aviation units.



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| Acquisition Strategy <ul style="list-style-type: none"> • TBD | Period of Performance <ul style="list-style-type: none"> • TBD | Milestones <p>4th QTR FY 10</p>  <p>Sources Sought</p> |
| Point of Contact Name: Mr. Mark Pye Organization: Customer Support Group Phone: 407-384-5114 Email: mark.pye@us.army.mil | Funding <ul style="list-style-type: none"> • FMF • JAF must submit ROM through their POM process | Current Contract/Original Developer/OEM (if recompetete) |









Israel One Semi-Automated Force



Description/Summary of Program Requirements:

Israel is considering One Semi-Automated Force (OneSAF) utilizing the Semi-Automated Forces application to integrate OneSAF into their existing simulation and training architecture linking multiple disparate systems.



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|--|---|---|---------|---------|---|---|-------------|----------------|
| <p>Acquisition Strategy</p> <ul style="list-style-type: none"> TBD | <p>Period of Performance</p> <ul style="list-style-type: none"> TBD | <p>Milestones</p> <table> <tr> <td>Unknown</td> <td>Unknown</td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td>RFP Release</td> <td>Contract Award</td> </tr> </table> | Unknown | Unknown |  |  | RFP Release | Contract Award |
| Unknown | Unknown | | | | | | | |
|  |  | | | | | | | |
| RFP Release | Contract Award | | | | | | | |
| <p>Point of Contact</p> <p>Name: Mr. Bill Monroe Organization: Customer Support Group Phone: 407.384.5269 Email: william.j.monroe@us.army.mil</p> | <p>Funding</p> <ul style="list-style-type: none"> FMS | <p>Current Contract/Original Developer/OEM (if recompetete)</p> | | | | | | |





Poland Joint Conflict and Tactical Simulation



Description/Summary of Program Requirements:

The Polish Armed Forces are adding Joint Conflict and Tactical Simulation (JCATS) software to their inventory to be used for preparation and execution of computer assisted tactical level exercises of Polish Land Forces designated for International Security Assistance Force (ISAF) mission in Afghanistan..



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|---|--|---|
| Acquisition Strategy <ul style="list-style-type: none"> • WFF | Period of Performance <ul style="list-style-type: none"> • Jul12 months | Milestones <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> Unknown  RFP Release </div> <div style="text-align: center;"> Nov 2011  Contract Award </div> </div> |
| Point of Contact Name: Mr. Bill Monroe Organization: Customer Support Group Phone: 407.384.5269 Email: william.j.monroe@us.army.mil | Funding <ul style="list-style-type: none"> • FMS | Current Contract/Original Developer/OEM (if recompetete) |





Armenia JCATS/Multiple Integrated Laser Engagement System (MILES)



Description/Summary of Program Requirements:

The Armenian MOD, LTC Aram Hovhanissyan, has indicated there is potential for requirements regarding Armenia's FMF's posture. Possible future submissions include both JCATS and MILES for Peace Keeping BDE.



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|--|---|--|---|
| Acquisition Strategy | Period of Performance | Milestones | |
| <ul style="list-style-type: none"> TBD | <ul style="list-style-type: none"> TBD | Unknown  RFP Release | Unknown  Contract Award |
| Point of Contact | Funding | Current Contract/Original Developer/OEM (if recompetete) | |
| Name: Mr. Bill Monroe Organization: Customer Support Group Phone: 407.384.5269 Email: william.j.monroe@us.army.mil | <ul style="list-style-type: none"> FMS | | |