

# Foreign Military Sales (FMS) Checklist for Developing Acquisition of Airborne Early Warning & Control (AEW&C) Letter of Request (LOR)

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**THIS AEW&C FMS CHECKLIST WILL BE USED IN DEVELOPMENT OF THE LETTER OF Request (LOR). ONCE COMPLETED ANY CHANGES TO THESE REQUIREMENTS MUST BE REVIEWED AND AGREED TO BY ALL STAKEHOLDERS OF THIS PROJECT.**

Please ensure no classified information is included with the completed checklists. Classified information should be provided to your Command Country Manager through appropriate channels.

Receipt of this checklist by the US Government does not constitute an agreement to sell. Final configuration and offer of sale is subject to USG Approval.

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# Airborne Early Warning & Control FMS Checklist

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## CONTENTS

<u>PARAGRAPH</u>	<u>PAGE</u>
1. PARTNER GENERAL INFORMATION .....	3
2. LETTER OF REQUEST/OFFER AND ACCEPTANCE INFORMATION .....	3
3. TRAINING REQUIREMENTS.....	4
4. TRAINING DEVICES .....	4
5. FREIGHT FORWARDER REQUIREMENTS.....	5
6. TESTING .....	5
7. LOGISTICS SUPPORT REQUIREMENTS .....	5
8. AIRCRAFT LOCATION INFORMATION .....	6
9. US GOVERNMENT (USG) AND OTHER SERVICES .....	7
10. ABBREVIATIONS AND ACRONYMS .....	8

# Airborne Early Warning & Control FMS Checklist

1. PARTNER GENERAL INFORMATION											
1.1	International Partner:										
1.2	Partner Reference Number:										
1.3	Aircraft Type Requested (and how many):										
1.4	Do you currently fly other AEW&C aircraft? (If yes, what Type/Model, etc.?)										
1.5	Technical Point of Contact (POC):										
	(Name)	(Title)	(Telephone)								
1.6	Request for Acquisition, Lease, or Price and Availability (P&A)?										
1.7	Was P&A previously received for this sale?										
1.8	If P&A was requested, what is the P&A case designator?										
1.9	Foreign Military Sale (FMS)			Direct Commercial Sale (DCS)			or		Combined		
1.10	Projected Delivery Time:	FIRST		LAST							
1.11	LOA Acceptance Time Frame:										
1.12	Projected Flying Hours per Aircraft Per Year?										
1.13	Projected Number of Maintenance Shifts Required:										
1.14	Does LOR address a request for a Waiver of Nonrecurring Cost (NC) Charges?							YES	NO		
								<input type="checkbox"/>	<input type="checkbox"/>		
2. LETTER OF REQUEST/OFFER AND ACCEPTANCE (LOA/LOR) INFORMATION											
2.1	What other types of Letter of Offer and Acceptance are being considered?										
	2.1.1	Support/Sustainment					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.2	Training/Simulation Modules					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.3	Defense Contract Management Agency (DCMA)					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.4	National Geospatial-Intelligence Agency (NGA)					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.5	National Security Agency (NSA)					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.6	Defense Intelligence Agency (DIA)					<input type="checkbox"/>	<input type="checkbox"/>			
	2.1.7	Site Survey					<input type="checkbox"/>	<input type="checkbox"/>			
2.2	How do you plan to acquire above services? FMS or FMF (circle one)										
2.3	What are the projected dates for a Site Survey and Training Needs Analysis?										
	2.3.1	Date 1:									
	2.3.2	Date 2:									
	2.3.3	Date 3:									
2.4	Are unique and/or controlled communication capabilities requested?							<input type="checkbox"/>	<input type="checkbox"/>		
	2.4.1	If 'YES', please discuss with AFSAC's Command Country Manager (CCM) prior to adding item(s) to LOR or checklist.									
2.5	Are unique and/or controlled radar capabilities requested?							<input type="checkbox"/>	<input type="checkbox"/>		
	2.5.1	If 'YES', please discuss with AFSAC's Command Country Manager (CCM) prior to adding item(s) to LOR or checklist.									
2.6	Spare/Support Equipment										
	2.6.1	Initial support (three years)					<input type="checkbox"/>	<input type="checkbox"/>			
	2.6.2	Are there unique support requirements? If so, please list.						<input type="checkbox"/>	<input type="checkbox"/>		
	2.6.3	Follow on support						<input type="checkbox"/>	<input type="checkbox"/>		
2.7	Contractor Logistics Support (CLS) Support										
	2.7.1	What role will CLS provide in supporting aircraft operations?									
	2.7.1.1	Organizational					<input type="checkbox"/>	<input type="checkbox"/>			
	2.7.1.2	Intermediate					<input type="checkbox"/>	<input type="checkbox"/>			
	2.7.2	How long will CLS Support be required?									

## Airborne Early Warning & Control FMS Checklist

	2.7.3 Will CLS personnel be responsible for Maintenance Recovery Team duties?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2.8	Electronic Warfare		
	2.8.1 Electronic Warfare (EW) (e.g. Electronic Countermeasures [ECM], Electronic Combat International Security Assistance [ECISAP], etc.): Are EW subsystems being requested as a part of this effort?	<input type="checkbox"/>	<input type="checkbox"/>
	2.8.2 Are there common EW requirements with other platforms?	<input type="checkbox"/>	<input type="checkbox"/>
<b>3. TRAINING REQUIREMENTS</b>			
3.1	Pre-Training Requirements		
	3.1.1 Language		
	3.1.1.1 Will you require language training through Defense Language Institute (DLI)?	<input type="checkbox"/>	<input type="checkbox"/>
3.2	What are your training requirements?		
	3.2.1 Pilot Training	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.1.1 Number of Pilots to be trained:		
	3.2.1.2 Is phased training required?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.2 Do you need mission crew training?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.2.1 Number of crew to be trained:		
	3.2.2.2 Positions requiring training:		
	3.2.3 Organic Maintenance Training	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.3.1 How are your maintainers organized (skill sets)?		
	3.2.3.2 How many of each skill set need to be trained?		
	3.2.3.3 Do you require basic skills training?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.3.4 Do you require Intermediate (I) and/or Organizational (O) level training?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.3.5 Do you require any certification certificates?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.3.6 Will there be any recurring training/certification requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.4 Will you have an in-country training requirement? (MTTs, ETSSs)	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.5 Any other training required?	<input type="checkbox"/>	<input type="checkbox"/>
	3.2.5.1 If Yes, please describe.		
	3.2.6 Will English Language Training be required?	<input type="checkbox"/>	<input type="checkbox"/>
<b>4. TRAINING DEVICES</b>			
4.1	Will you be requesting any training devices? If 'YES', please identify on separate sheet which training devices you require. E.g. aircrew training devices, maintenance training devices, etc.	<input type="checkbox"/>	<input type="checkbox"/>
4.2	Will you need courseware to manage your students' training?	<input type="checkbox"/>	<input type="checkbox"/>
4.3	Will you need logistics or sustainment support for any of the above training devices?	<input type="checkbox"/>	<input type="checkbox"/>
4.4	Will you need a training facility?	<input type="checkbox"/>	<input type="checkbox"/>
4.5	Intelligence Personnel Training		
	4.5.1 Will Unit Level Intelligence (ULI) personnel support this aircraft?	<input type="checkbox"/>	<input type="checkbox"/>
	4.5.2 Does the country have an intelligence architecture?	<input type="checkbox"/>	<input type="checkbox"/>
	4.5.3 Do they currently have capabilities to perform targeting?	<input type="checkbox"/>	<input type="checkbox"/>
	4.5.4 Do they currently have capabilities to perform pre-mission or post-mission briefing?	<input type="checkbox"/>	<input type="checkbox"/>
	4.5.5 Do they currently have capabilities to perform post-mission data exfiltration?	<input type="checkbox"/>	<input type="checkbox"/>

## Airborne Early Warning & Control FMS Checklist

	4.5.6 Do they currently have capabilities to perform mission planning support?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
<b>5. FREIGHT FORWARDER REQUIREMENTS</b>			
5.1	Do you have an identified Freight Forwarder who will be responsible for transportation of all goods and services of this case?	<input type="checkbox"/>	<input type="checkbox"/>
	5.1.1 Does your Freight Forwarder have all required Import/Export Licenses?	<input type="checkbox"/>	<input type="checkbox"/>
	5.1.2 Is your Freight Forwarder registered with the US Department of State?	<input type="checkbox"/>	<input type="checkbox"/>
<b>6. TESTING</b>			
6.1	Will a formal flight test program be required?	<input type="checkbox"/>	<input type="checkbox"/>
	6.1.1 If 'YES', who will lead the formal flight test program?		
	6.1.2 If 'YES', what will the formal flight test program cover? (e.g. System/Subsystem/Upgrade)		
	6.1.3 Where will flight test be conducted?		
6.2	Does the customer require USG in-country Ops Test/Eval?	<input type="checkbox"/>	<input type="checkbox"/>
6.3	Does the customer require USG Development Test & Evaluation (DT&E) for	<input type="checkbox"/>	<input type="checkbox"/>
6.4	Will USG <i>Seek Eagle</i> support also be required?	<input type="checkbox"/>	<input type="checkbox"/>
6.5	Who will issue initial Flight Clearance/Airworthiness Certification (USG, FAA, Other)?		
	6.5.1 If other, what Airworthiness Certification (AWC) Process will be used?		
	6.5.2 What test data will be required to support the Clearance/Certification?		
<b>7. LOGISTICS SUPPORT</b>			
7.1	Which elements of Integrated Logistics Support do you require?		
	7.1.1 Integrated Country Services		<input type="checkbox"/>
	7.1.2 Local Support Requirements *		<input type="checkbox"/>
	7.1.3 Logistics Supply Chain Management		<input type="checkbox"/>
	7.1.4 Supply Support Design		<input type="checkbox"/>
	7.1.5 Maintenance Planning/Concept *		<input type="checkbox"/>
	7.1.6 Maintenance Support Design **		<input type="checkbox"/>
	7.1.7 Operations Support **		<input type="checkbox"/>
	7.1.8 In-Plant Engineering Support		<input type="checkbox"/>
	7.1.9 Supportability Engineering		<input type="checkbox"/>
	7.1.10 Other Technical Services? Describe Below		<input type="checkbox"/>
	7.1.11 Software Support		<input type="checkbox"/>
7.2	Technical Order Support (for baseline and sustainment)		
	Please indicate preferred format of your publications (digital and/or paper)		
	7.2.1 Technical Publications Introduction/Activities		<input type="checkbox"/>
	7.2.2 Operational/Commercial Technical Publications (to include all flight manuals, USAF Standard Maintenance Technical Orders and the Tactics Manuals)		<input type="checkbox"/>
	7.2.3 USAF Technical Publications		<input type="checkbox"/>
	7.2.4 Country Standard Technical Orders (CSTO)		<input type="checkbox"/>
	<p>* =Partner needs to supply information within the first 30 days  ** =Will be reviewed during Site Visit</p>		

## Airborne Early Warning & Control FMS Checklist

7.3	Logistics Infrastructure			
	7.3.1	Do you have any centralized Logistics Functions such as Tech Orders, Spares Ordering, etc.?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
	7.3.2	Do you have a Supply Support System that communicates with AFSAC?	<input type="checkbox"/>	<input type="checkbox"/>
	7.3.2.1	STARR/PC	<input type="checkbox"/>	
	7.3.2.2	AFSAC Online	<input type="checkbox"/>	
	7.3.2.3	Country Unique System (if so, please specify)	<input type="checkbox"/>	
	7.3.2.4	Other (Please specify on separate piece of paper and attach)	<input type="checkbox"/>	
7.4	Home Station Checks (HSC) or Periodic Depot Maintenance (PDM)			
	7.4.1	Where will HSC/PDM be performed during the first year?		
	7.4.1.1	Aircraft Manufacturer	<input type="checkbox"/>	
	7.4.1.2	On Site	<input type="checkbox"/>	
	7.4.1.3	USAF Main Operating Base	<input type="checkbox"/>	
	7.4.1.4	Other (specify):	<input type="checkbox"/>	
	7.4.2	If "Other" [6.4.1.4] is selected:		
	7.4.2.1	Will a Site Survey be required to evaluate facilities and facilities' requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.2	Are there any additional support equipment requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.3	Are there any additional spares requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.4	Will additional hand tools be required?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.5	Will a Host/Tenant Agreement be required?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.6	Are there any information technology requirements needing to be resolved; e.g. AFSAC Online, STARR/PC access, etc.?	<input type="checkbox"/>	<input type="checkbox"/>
	7.4.2.7	Will there be additional office/work space requirements?	<input type="checkbox"/>	<input type="checkbox"/>
<b>8. AIRCRAFT LOCATION INFORMATION</b>				
8.1	Will the aircraft be located at an existing Main Operating Base (MOB)?		<input type="checkbox"/>	<input type="checkbox"/>
	8.1.1	If 'YES', what other aircraft are currently at this location?		
	8.1.2	Will existing facilities need to be modified?	<input type="checkbox"/>	<input type="checkbox"/>
	8.1.3	Will there be any special facility environmental requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	8.1.4	If 'NO', do you have an alternate operating location?	<input type="checkbox"/>	<input type="checkbox"/>
	8.1.4.1	Will there be a Forward Operating Base (FOB)?	<input type="checkbox"/>	<input type="checkbox"/>
	8.1.4.2	Does alternate operating location require any special requirements to support aircraft operations?	<input type="checkbox"/>	<input type="checkbox"/>
	8.1.4.3	Does alternate location have any special requirements? (Identify any additional requirements on separate paper and attach to checklist)	<input type="checkbox"/>	<input type="checkbox"/>
8.2	Do you anticipate US Government involvement in facility development or construction?		<input type="checkbox"/>	<input type="checkbox"/>
8.3	Are there special support equipment requirements expected due to basing/deployment?		<input type="checkbox"/>	<input type="checkbox"/>
8.4	Is information technology infrastructure established for this new system at the selected location?		<input type="checkbox"/>	<input type="checkbox"/>
8.5	Is there an adequate aircraft parking ramp?		<input type="checkbox"/>	<input type="checkbox"/>
8.6	Will CONUS basing for training be required?		<input type="checkbox"/>	<input type="checkbox"/>
8.7	Are you prepared to ensure that USG requirements for handling and storage of Sensitive and Classified items are met?		<input type="checkbox"/>	<input type="checkbox"/>

## Airborne Early Warning & Control FMS Checklist

	8.7.1 Will a secure facility with classified network support this aircraft on the MOB?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
	8.7.2 Will existing facilities need to be modified?	<input type="checkbox"/>	<input type="checkbox"/>
8.8	What frequency, duration, and quantity of aircraft do you anticipate being deployed during an average calendar year?	List Below	
8.9	Will maintenance capability and spares be taken to the deployment location?	<input type="checkbox"/>	<input type="checkbox"/>
8.10	Are there any country unique environmental laws/requirements? If 'YES', what are they?	<input type="checkbox"/>	<input type="checkbox"/>
<b>9. US GOVERNMENT (USG) AND OTHER SERVICES</b>			
9.1	USG Engineering Services		
	9.1.1 Initial Airworthiness		
	9.1.1.1 Will the USG Airworthiness Certification be acceptable to meet your national military and/or civil airworthiness requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.1.2 Will you perform country unique Certification Processes?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.1.3 Will you use a combined USG and country unique Certification Process?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.2 Continued Airworthiness Certification		
	9.1.2.1 Will the USG Airworthiness Certification be acceptable to meet your national military and/or civil airworthiness requirements?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.2.2 Will you perform country unique Certification Processes?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.2.3 Will you use a combined USG Airworthiness Assessment and country unique Certification Process?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.3 Modification Engineering Support	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.4 Airworthiness Certification Support for new capabilities	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.5 Radio Frequency (RF) Spectrum Support	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.6 In-country Field Service Representative (FSR)	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.7 Intelligence Support for Mission Planning	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.7.1 Will the mission planning system require basic threat information?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.7.2 Will the mission planning system require advanced threat information?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.7.3 Has the country acquired intelligence support for the US in the past?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.8 Organizational/Intermediate Maintenance Support	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.9 In-country Training Support	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.10 In-country Contractor Engineering Technical Services (CETS)	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.11 Foreign Liaison Officer (FLO) in the US	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.12 General Military Intelligence Support		
	9.1.12.1 Will the mission planning system require basic threat information?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.12.2 Will the country receive OB from the US for mission planning and/or targeting?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.12.3 Will the country have the capability to update OB monthly?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.12.4 Is OB maintained on a secure Information Technology system?	<input type="checkbox"/>	<input type="checkbox"/>
	9.1.12.5 Is OB accessible by the mission planning facility?	<input type="checkbox"/>	<input type="checkbox"/>
9.2	9.2.1 Do you require support to ferry aircraft?	<input type="checkbox"/>	<input type="checkbox"/>
9.3	9.3.1 Does the customer have industrial participation requirements? Describe Below.	<input type="checkbox"/>	<input type="checkbox"/>

## ABBREVIATIONS AND ACRONYMS

AEW&C	AIRBORNE EARLY WARNING & CONTROL
AFSAC	AIR FORCE SECURITY ASSISTANCE AND COOPERATION DIRECTORATE
CCM	COMMAND COUNTRY MANAGER
CETS	CONTRACTOR ENGINEERING TECHNICAL SERVICES
CLS	CONTRACTOR LOGISTICS SUPPORT
CONUS	CONTINENTAL UNITED STATES
CSTO	COUNTRY STANDARD TECHNICAL ORDER
DCS	DIRECT COMMERCIAL SALE
DT&E	DEVELOPMENT TEST & EVALUATION
DLI	DEFENSE LANGUAGE INSTITUTE
ETSS	EXTENDED TRAINING SERVICES SPECIALIST
FLO	FOREIGN LIAISON OFFICER
FMF	FOREIGN MILITARY FINANCING
FMS	FOREIGN MILITARY SALES
FOB	FORWARD OPERATING BASE
FSR	FIELD SERVICE REPRESENTATIVE
HSC	HOME STATION CHECKS
LOA	LETTER OF OFFER AND ACCEPTANCE
LOR	LETTER OF REQUEST
MOB	MAIN OPERATING BASE
MTT	MOBILE TRAINING TEAM
NC	NONRECURRING COST
NSA	NATIONAL SECURITY AGENCY

## Airborne Early Warning & Control FMS Checklist

P&A	PRICE AND AVAILABILITY
PDM	PERIODIC DEPOT MAINTENANCE
POC	POINT OF CONTACT
RF	RADIO FREQUENCY
STARR/PC	SUPPLY TRACKING AND REPAIRABLE RETURN/PERSONAL COMPUTER
USAF	UNITED STATES AIR FORCE
USG	UNITED STATES GOVERNMENT