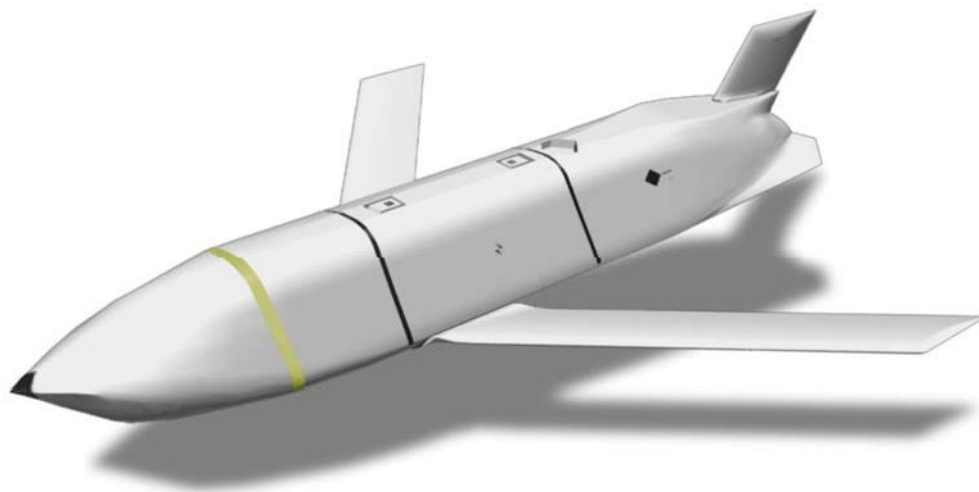


Foreign Military Sales (FMS) Checklist for Preparing a Letter of Request (LOR) for Joint Air to Surface Stand-Off Missile (JASSM)



THIS JASSM FMS CHECKLIST WILL BE USED TO CAPTURE REQUIREMENTS AND DEVELOP A LETTER OF REQUEST (LOR). IT SHOULD NOT BE CHANGED WITHOUT REVIEW AND AGREEMENT BY ALL STAKEHOLDERS BEFORE A LETTER OF OFFER AND ACCEPTANCE (LOA) IS SIGNED.

CONTACT THE LONG RANGE SYSTEMS INTERNATIONAL BRANCH (AFLCMC/EBJI) FOR ASSISTANCE IN COMPLETING THIS CHECKLIST.

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.

CONTENTS

<u>SECTION</u>	<u>PAGE</u>
1. PARTNER GENERAL INFORMATION	3
2. LETTER OF OFFER AND ACCEPTANCE (LOA) INFORMATION	3
3. WEAPONNEERING/TARGETING/COLLATERAL DAMAGE ESTIMATION CAPABILITIES & TRAINING	4
4. EQUIPMENT REQUIREMENTS (OTHER THAN COMMON & PECULIAR SUPPORT EQUIPMENT)	4
5. INITIAL SPARES AND SUPPORT EQUIPMENT	5
6. INTERIM CONTRACTOR SUPPORT/SERVICES	5
7. GOVERNMENT FURNISHED EQUIPMENT REQUIREMENTS	5
8. MAINTENANCE STRATEGIES	5
9. MAINTENANCE – TRAINING REQUIREMENTS	5
10. LOGISTICS STRATEGIES/FOLLOW-ON SUPPORT	5
11. FACILITIES – JASSM SPECIFIC	5
12. FLIGHT TEST & AIRWORTHINESS CERTIFICATION	6
13. SCHEDULE REQUIREMENTS	6
14. BASING & SUPPORT REQUIREMENTS	6
15. TECHNICAL ORDERS (TO)	6
16. OTHER REQUIREMENTS	7
19. ABBREVIATIONS & ACRONYMS	8

1.	PARTNER GENERAL INFORMATION		
1.1	Purchasing Country:		
1.2	Name of Primary Country Contact for JASSM Requirements:		
1.3	Country Contact's Position:		
1.4	Country Contact's Title/Rank/Grade:		
1.5	Country Contact Can be Reached at: (telephone)		
	(email)		
	(post)		
1.6	SAPM for LOA:		
1.7	Case Designator (if established):		
1.8	Name of SAPM Primary Contact for JASSM Requirements:		
1.9	SAPM Contact's Position:		
1.1	SAPM Contact's Title/Rank/Grade:		
1.11	SAPM Contact Can be Reached at: (telephone)		
	(email)		
	(post)		
1.12	Does LOR address a request for a Waiver of Nonrecurring Cost (NC) Charges? (Circle One) Yes or No		
1.13	Is this a request for Acquisition, Amendment, or Price and Availability (P&A)? (Circle One) Yes or No		
	1.13.1 Was P&A previously received?		
	1.13.2 What is the P&A case designator?		
1.14	Who are the Technical Point(s) of Contact (POC) in Country:		
	Name:	Title:	Telephone:
2.	Letter of Offer and Acceptance (LOA) Information (Check one)	Yes	No
2.1	Are you considering a Pre-LOA Support Case?		
	2.1.1 Are you considering a Technical Services Support Case?		
2.2	Is the International Partner experienced with FMS Acquisitions?		
2.3	What are the projected dates for a Site Survey?		
	2.3.1 Date 1:		
	2.3.2 Date 2:		
	2.3.3 Date 3:		
2.4	Does Purchaser have a Freight Forwarder?		
	2.4.1 Is the freight forwarder registered with the US Department of State?		
	2.4.2 Have you addressed the need for Special Assignment Airlift Missions (SAAMs) utilizing USAF Cargo aircraft, or a commercial carrier?		
2.5	Are unique and/or controlled communication capabilities being requested?		
	2.5.1 If 'YES', please discuss with SAF/IA Country Director or AFSAC's Command Country Manager (CCM) <u>prior</u> to adding item(s) to LOR or checklist.		

3.	Weaponeering/Targeting/Collateral Damage Estimation Capabilities & Training (Check one)	Yes	No
3.1	Does Purchaser know and understand the requirements levied in the Security Assistance Management Manual (SAMM), E-Change 461 Targeting Infrastructure Policy?		
3.2	Is there a National Geospatial-Intelligence Agency (NGA) capability currently in place?		
3.3	Is there a National Security Agency (NSA) capability currently in place?		
3.4	Is there a Defense Intelligence Agency (DIA) capability in place?		
3.5	Will Unit Level Intelligence (ULI) personnel support this munition?		
3.6	Does the country have an existing targeting infrastructure in place?		
3.7	Does Purchaser have capabilities to perform targeting?		
3.8	Does the Purchaser have an existing Intelligence infrastructure in place?		
3.9	Has the Purchaser acquired intelligence support for the US in the past?		
3.10	Does Purchaser have capabilities to perform pre-/post-mission briefings?		
3.11	Does Purchaser have capabilities to perform post-mission data exfiltration?		
3.12	Does Purchaser have capabilities to perform Mission Planning for the JASSM?		
3.13	Will the Purchaser receive Order of Battle (OB) from the US for targeting?		
3.14	Will the Purchaser produce OB information for mission planning?		
3.15	Will the Purchaser receive OB from the US for mission planning?		
3.16	Is OB maintained on a secure Information Technology system?		
3.17	Is OB accessible by the mission planning facility?		
3.18	Does Purchaser have capabilities to perform Target Coordinate Mensuration capabilities either through the USG, another Partner Nation, or indigenous?		
3.19	Does Purchaser have capabilities to perform Collateral Damage Estimation capabilities either through the USG, another Partner Nation, or indigenous?		
3.20	Does Purchaser have a Weaponeering Estimation capability either through the USG, another partner nation, or indigenous?		
3.21	Does the Purchaser have the capabilities to construct Terminal Area Models for JASSM employment?		
3.22	Has Purchaser, to include Mobile Training Teams (MTTs), previously received USG training (FMS, FMF, IMET, BPS, etc.), Target Coordinate Mensuration, Collateral Damage Estimation, or other related training to address the skills necessary to properly, and safely employ A/G weapons?		
4.	Equipment Requirements (Other than Common & Peculiar Support Equipment) (Check one)	Yes	No
4.1	Does the LOR identify the quantity of War-stock All-Up Rounds (AUR) of JASSM required?		
4.2	Does the LOR identify the quantity of Training assets required (e.g. Dummy Air Training Missiles (DATMs), Mass Simulation Vehicles (MSV), etc.)?		
4.3	Does the LOR identify the number of Test units required? * Note that all required testing for the JASSM will be conducted in the US*		
4.4	Does the LOR identify a request for a missile warranty?		
4.5	Are you able to deploy your aircraft and personnel to the US for testing?		
4.6	Have you addressed support equipment that you already have on site to support JASSM?		

5.	Initial Spares and Support Equipment (Check one)	Yes	No
5.1	Does the LOR identify any Initial Spares (e.g. Container Parts) requirements?		
5.2	Does the LOR identify any Initial Support Equipment (Common & Peculiar) requirements?		
5.3	Does the LOR identify any Follow-on Spares or Follow-on Support for Support Equipment (Common & Peculiar) requirements?		
5.4	Does the LOR identify any other types of equipment, support, or service requirements?		
5.5	Does the LOR identify any Support Equipment (e.g. Jammers, IT equipment, JMPS, etc.)?		
6.	Interim Contractor Support/Services (Check one)	Yes	No
6.1	Does the LOR identify any Interim Contractor Support or Services requirements?		
7.	Government Furnished Equipment Requirements (Check one)	Yes	No
7.1	Does the LOR identify any Government Furnished Equipment (GFE)?		
	7.1.1 Will the Purchaser provide any GFE items to support the effort?		
	7.1.1.1 If 'YES', identify the Purchaser provided GFE items (Please list below):		
	7.1.1.2 If 'YES', how will the Purchaser provide items to be shipped, stored, and repaired? (Please explain below)		
8.	Maintenance Strategies -- The Maintenance (MX) concept is Operational Level ONLY . (Check one)	Yes	No
8.1	Does the LOR identify any Initial MX Support Requirements?		
8.2	Does the LOR identify any recurring support requirements? (After Initial Support)		
8.3	Does the LOR identify any unique MX customer requirements/requests?		
9.	Maintenance -- Training Requirements (Check one)	Yes	No
9.1	Does the LOR identify any Organizational (O) Level Training requirements for the Munition being purchased?		
9.2	Does the LOR identify any in-country training requirement(s)?		
9.3	Does the LOR identify any certification documents?		
	9.3.1 Does the LOR identify any recurring training/certification requirements?		
9.4	Does the LOR identify any other training requirements?		
10.	Logistics Strategies / Follow-on Support (Check one)	Yes	No
10.1	Does the LOR identify a requirement for Contractor Logistics Support (CLS)?		
	10.1.1 How Many years do you need this support?		
	10.1.2 What type of CLS do you want to purchase, on-site, on-call, or other?		
	10.1.2.1 If on-site, how many locations will require CLS?		
10.2	Would you like to purchase replenishment spares? Note: At the end of the CLS period, replenishment spares replace any of the initial spares that are used during the CLS period.		
11.	Facilities – JASSM Specific (Check one)	Yes	No
11.1	Does the LOR identify any Facility requirements?		
	11.1.1 Does the LOR identify any need for new or upgrading of current facilities?		

12. Flight Test & Airworthiness Certification (Check one)		Yes	No
12.1	Will a formal flight test program be required?		
	12.1.1 If 'YES', who will lead the formal flight test program? (Provide below)		
	12.1.2 If 'YES', what will the formal flight test program cover? (e.g. System/Subsystem/Upgrade) (Explain below)		
12.2	Will USG <i>Seek Eagle</i> support also be required?		
12.3	Does the LOR identify the Purchaser requirements for Airworthiness Certification requirements?		
	12.3.1 What Airworthiness Certification Process will be used? (Explain separately)		
12.4	For all the munitions being integrated onto the aircraft, please provide separately a list of the known assets required for integration development, stores certification, and differing Load Out Configurations.		
12.5	Does the LOR identify the need for Engineering and Technical support from the munition(s) vendor(s)?		
13. SCHEDULE REQUIREMENTS			
13.1	LOA acceptance time frame:		
13.2	Month/Year of Initial or Full Operational Capability at Primary Operating Base:		
13.3	Month/Year of Full Operational Capability at All Locations:		
13.4	Other Schedule Needs:		
14. BASING AND SUPPORT REQUIREMENTS			
14.1	Identify all Basing locations.		
14.2	Base or Location:		
14.3	Base or Location:		
14.4	Base or Location:		
14.5	Base or Location:		
14.6	Does the LOR contain information for the Mission Planning facility?		
14.7	Base or Location:		
14.8	Please indicate a timeframe for conducting a site survey at each location.		
14.9	Familiarization Training of Purchaser Personnel - (# personnel)		
14.10	Does the LOR address a software sustainment plan?		
14.11	Other Support Requirements:		
15. TECHNICAL ORDERS (TO)		Yes	No
15.1	Has a Technical Orders (TO) account been previously established?		
15.2	Please indicate preferred format of your TO publications (paper/digital) (Circle One)		
15.3	Does the LOR address the number of hard and soft copies of the Country Specific Technical Orders (CSTO)?		
15.4	Does the LOR address the number and type of the standard USAF technical orders?		

16.	OTHER REQUIREMENTS
16.1	*** Aircraft Variant, Block, and Configuration (e.g., F-16C/D, Block 52)***
16.2	First A/C, Block, Config: (OFP Suite/Tape)
16.3	Second A/C, Block, Config: (OFP Suite/Tape)
16.4	Third A/C, Block, Config: (OFP Suite/Tape)
16.5	Additional US or Non-US A/C, Blocks, or Config's? (If so, create addendum.)
16.6	Does the LOR identify any required services Above Standard Levels of Service (specify):

17. ABBREVIATIONS AND ACRONYMS

A/C	Aircraft
AFLCMC	Air Force Life Cycle Management Center
AUR	All-Up Round
BIT	Built-In Test
CLS	Contractor Logistics Support
CMBRE	Common Munitions BIT and Reprogramming Equipment
Config	Configuration
CSTO	Country Specific Technical Orders
DoD	Department of Defense (US)
EB	Armament Directorate of AFLCMC (AFLCMC/EB)
EBJ	Long Range Systems Division of AFLCMC/EB (AFLCMC/EBJ)
EBJI	Long Range Systems International Branch (AFLCMC/EBJI)
GFE	Government Furnished Equipment
GPS	Global Positioning System
IT	Information Technology
JASSM	Joint Air-to-Surface Standoff Missile
JMPS	Joint Mission Planning System
LOA	Letter of Offer and Acceptance
LOR	Letter of Request
OB	Order of Battle
OFP	Operational Flight Program
P&A	Price (Pricing) and Availability
SAAM	Special Assignment Airlift Mission
SAPM	Security Assistance Program Manager
TO	Technical Order
US	United States
USG	United States Government
USAF	United States Air Force
USN	United States Navy