

## Precision Guided Munitions FMS Checklist

# Foreign Military Sales (FMS) Checklist for Preparing a Letter of Request (LOR) for Precision Guided Munitions (PGM)

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**THIS PRECISION GUIDED MUNITIONS FMS CHECKLIST WILL BE USED TO CAPTURE REQUIREMENTS AND DEVELOP A LETTER OF REQUEST (LOR). PGMs COVERED BY THIS CHECKLIST INCLUDE PAVEWAY II AND III, ENHANCED PAVEWAY II AND III, GRIFFIN, THE JDAM FAMILY OF MUNITIONS, AND SMALL DIAMETER BOMB I. AS SUCH, IT SHOULD NOT BE CHANGED WITHOUT REVIEW AND AGREEMENT BY ALL STAKEHOLDERS BEFORE A LETTER OF OFFER AND ACCEPTANCE (LOA) IS SIGNED.**

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.

# Precision Guided Munitions FMS Checklist

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1. PARTNER GENERAL INFORMATION			
1.1	Technical Point of Contact (POC):		
	(Name)	(Title)	(Address)
1.2	LOR Reference Number:		
1.3	Are there any special budgetary allocation or constraints?	YES	NO
		<input type="checkbox"/>	<input type="checkbox"/>
1.4	Does the LOR contain requested payment schedule?	<input type="checkbox"/>	<input type="checkbox"/>
1.5	Are you procuring the PGMs as part of an Aircraft Case?	<input type="checkbox"/>	<input type="checkbox"/>
1.6	Are you procuring the PGMs as part of a multi-weapons case?	<input type="checkbox"/>	<input type="checkbox"/>
1.7	Have you scheduled a pre-LOA meeting with the Implementing Agency?	<input type="checkbox"/>	<input type="checkbox"/>
1.8	Does LOR address a request for a Waiver of Nonrecurring Cost (NC) Charges?	<input type="checkbox"/>	<input type="checkbox"/>
1.9	Do you anticipate Offsets and/or Commissions?	<input type="checkbox"/>	<input type="checkbox"/>
1.10	Request for <u>Acquisition</u> , <u>Amendment</u> , or <u>Price and Availability (P&amp;A)</u> ? (Circle one)		
1.11	Requested Delivery Time Date:		
1.12	If P&A was requested, what is the P&A case designator?		
1.13	What aircraft will carry the PGMs?		
1.14	LOA Acceptance Time Frame:		
1.15	How many operational locations?		
2. TRAINING REQUIREMENTS			
2.1	Does the LOR contain training requirements? Please specify which training is desired:	<input type="checkbox"/>	<input type="checkbox"/>
	2.1.1 Specific Training: Explosive Ordnance Disposal (EOD) – Eglin AFB, FL. Phase 1 is nine weeks, Phase II is fifteen weeks.	<input type="checkbox"/>	<input type="checkbox"/>
	2.1.2 Will you have an in-country training requirement?	<input type="checkbox"/>	<input type="checkbox"/>
	2.1.3 Any other training required?	<input type="checkbox"/>	<input type="checkbox"/>
2.2	Are you requesting training under a separate LOR?	<input type="checkbox"/>	<input type="checkbox"/>
2.3	What other types of equipment, support, or services are being considered and how do you plan on acquiring them?		
	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"/>	
	2.1.5 Site Survey	<input type="checkbox"/>	<input type="checkbox"/>
	2.1.6 National Security Agency (NSA)	<input type="checkbox"/>	
	2.1.7 Defense Intelligence Agency (DIA)	<input type="checkbox"/>	
	2.1.8 Weaponneering/Targeting/Collateral Damage	<input type="checkbox"/>	
3. FREIGHT FORWARDER REQUIREMENTS			
3.1	Does the LOR identify any special transportation instructions?	<input type="checkbox"/>	<input type="checkbox"/>
	3.1.1 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"/>
	3.1.2 Does your Freight Forwarder have all required Import/Export Licenses?	<input type="checkbox"/>	<input type="checkbox"/>
	3.1.3 Is your Freight Forwarder registered with the US Department of State?	<input type="checkbox"/>	<input type="checkbox"/>
4. PROCUREMENT REQUIREMENTS			
4.1	Have you addressed the total number and type of PGMs?	<input type="checkbox"/>	<input type="checkbox"/>
4.2	Have you addressed the warheads and fuzes (if separately acquired)?	<input type="checkbox"/>	<input type="checkbox"/>

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4.3	Have you addressed support equipment you already have on site to support the PGMs?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4.4	Are you requesting section removal and reinstallation (SDB I only)?	<input type="checkbox"/>	<input type="checkbox"/>
4.5	Have you addressed the number of out-year spares?	<input type="checkbox"/>	<input type="checkbox"/>
4.6	Has the use of SDAF materiel been considered for this procurement?	<input type="checkbox"/>	<input type="checkbox"/>
<b>5. SITE SURVEY</b>			
5.1	Has a prior site survey been conducted for this weapon system?	<input type="checkbox"/>	<input type="checkbox"/>
<b>6. TECHNICAL ORDERS (T.O.)</b>			
6.1	Please indicate preferred format of your publications (digital and/or paper):	<input type="checkbox"/>	<input type="checkbox"/>
	6.1.1 Does the LOR address the number of hard and soft copies of the	<input type="checkbox"/>	<input type="checkbox"/>
	6.1.2 Does the LOR address the number and type of standard USAF	<input type="checkbox"/>	<input type="checkbox"/>
<b>7. PRECISION GUIDED MUNITIONS INTEGRATION AND FLIGHT TESTING</b>			
7.1	Will integration and test of PGMs or any other munitions be required as part of the LOA?	<input type="checkbox"/>	<input type="checkbox"/>
	7.1.1 Will the integration and test take place <u>CONUS</u> or <u>OCONUS</u> ? (Circle one)		
	7.1.2 Have you addressed the number and type of test assets that will be required for airworthiness certification, integration and test? (Telemetry collection, inert warheads, fuzes, guided test vehicles)	<input type="checkbox"/>	<input type="checkbox"/>
	7.1.3 Have you addressed any data requirements required to certify the Operational Safety, Suitability and Effectiveness of the PGMs?	<input type="checkbox"/>	<input type="checkbox"/>
	7.1.4 Have you addressed the support that you will need in order to conduct the integration and test? (USG/Weapon Contractor/Aircraft Contractor/Range Support)	<input type="checkbox"/>	<input type="checkbox"/>
<b>8. INTELLIGENCE PERSONNEL TRAINING</b>			
8.1	Will Unit Level Intelligence (ULI) personnel support this aircraft?	<input type="checkbox"/>	<input type="checkbox"/>
8.2	Does the country have an intelligence architecture?	<input type="checkbox"/>	<input type="checkbox"/>
8.3	Do they currently have capabilities to perform targeting?	<input type="checkbox"/>	<input type="checkbox"/>
8.4	Do they currently have capabilities to perform pre-mission or post-mission briefing?	<input type="checkbox"/>	<input type="checkbox"/>
8.5	Do they currently have capabilities to perform mission planning support?	<input type="checkbox"/>	<input type="checkbox"/>
8.6	Has the country acquired intelligence support from the US in the past?	<input type="checkbox"/>	<input type="checkbox"/>
<b>9. GENERAL MILITARY INTELLIGENCE SUPPORT</b>			
9.1	Will the country produce OB information for mission planning?	<input type="checkbox"/>	<input type="checkbox"/>
9.2	Do they currently have capabilities to perform mission planning support?	<input type="checkbox"/>	<input type="checkbox"/>
9.3	Will the country receive OB from the US for mission planning and/or targeting?	<input type="checkbox"/>	<input type="checkbox"/>
9.4	Is OB maintained on a secure Information Technology system?	<input type="checkbox"/>	<input type="checkbox"/>
9.5	Is OB accessible by the mission planning facility?	<input type="checkbox"/>	<input type="checkbox"/>
<b>10. TARGETING</b>			
10.1	Does the country have an existing intelligence and targeting infrastructure in place?	<input type="checkbox"/>	<input type="checkbox"/>
10.2	Does the country have a Weaponing Estimation capability either through the USG, another partner nation, or indigenous?	<input type="checkbox"/>	<input type="checkbox"/>
10.3	Does the country have Target Coordinate Mensuration capability either through the USG, another partner nation, or indigenous?	<input type="checkbox"/>	<input type="checkbox"/>
10.4	Does the country have Collateral Damage Estimation capability either through the USG, another partner nation, or indigenous?	<input type="checkbox"/>	<input type="checkbox"/>
10.5	Does the country have the capabilities to conduct mission planning for JASSM?	<input type="checkbox"/>	<input type="checkbox"/>

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10.6	Does the country have the capabilities to construct Terminal Area Models for JASSM employment?	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10.7	Has the country, 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?	<input type="checkbox"/>	<input type="checkbox"/>
10.8	Will Unit Level Intelligence (ULI) personnel support this weapon?	<input type="checkbox"/>	<input type="checkbox"/>

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# ABBREVIATIONS AND ACRONYMS

AFSAC	AIR FORCE SECURITY ASSISTANCE AND COOPERATION DIRECTORATE
AFSAT	AIR FORCE SECURITY ASSISTANCE TRAINING SQUADRON
AUR	ALL UP ROUND
CONUS	CONTINENTAL UNITED STATES
CSTO	COUNTRY STANDARD TECHNICAL ORDER
CTA	COUNTRY TEAM ASSESSMENT
DCS	DIRECT COMMERCIAL SALE
DTS	DEFENSE TRANSPORTATION SYSTEM
EOD	EXPLOSIVE ORDNANCE DISPOSAL
FMS	FOREIGN MILITARY SALES
JSAT	JOINT SECURITY ASSISTANCE TRAINING
LOA	LETTER OF OFFER AND ACCEPTANCE
LOR	LETTER OF REQUEST
MOU	MEMORANDUM OF UNDERSTANDING
MTT	MOBILE TRAINING TEAM
NC	NONRECURRING COST
OCONUS	OUTSIDE CONTINENTAL UNITED STATES
P&A	PRICE AND AVAILABILITY
PGM	PRECISION GUIDED MUNITION
POC	POINT OF CONTACT
PoP	PERIOD OF PERFORMANCE
SAF/IA	SECRETARY OF THE AIR FORCE, INTERNATIONAL AFFAIRS
SAMM	SECURITY ASSISTANCE MANAGEMENT MANUAL
SAO	SECURITY ASSISTANCE OFFICE
SAPM	SECURITY ASSISTANCE PROGRAM MANAGER
SDAF	Special Defense Acquisition Fund
SLR	SECTION LEVEL REPAIR
SRR	SECTION REMOVAL AND REINSTALLATION
TPA	TOTAL PACKAGE APPROACH

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USAF

UNITED STATES AIR FORCE

USG

UNITED STATES GOVERNMENT