Foreign Military Sales (FMS) Checklist for Developing Acquisition of Rotary-Wing Aircraft Letter of Request (LOR)

This Rotary-Wing FMS checklist will be used in development of the letter of offer and acceptance (LOA). 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.

HH-60W Combat Rescue Helicopter (CRH) by Sikorsky
MH-139 by Boeing

Questions can be directed to the Helicopter Program Office (HPO) New Business Office
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Rotary-Wing FMS Checklist

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Rotary-Wing FMS Checklist

		YES	NO
1. PARTINER GENERAL INFORMATION			
1.1	International Partner:		
1.2	Rotary-wing aircraft type requested **HH-60W** or **MH-139** Number requested?		
1.3	Do you currently fly rotary-wing aircraft? (If yes, what Types/Models, Age, etc.?)	☐	☐
1.4	Technical Point of Contact (POC):		
	(Name) (Title) (Telephone)		
1.5	Request for Letter of Offer and Acceptance (LOA), Amendment, or Price and Availability (P&A)?		
1.6	Was P&A previously received for this sale? ☐ If so, what is the P&A case designator?		
1.7	Select Foreign Military Sale (FMS) ☐ and /or Direct Commercial Sale (DCS) ☐		
1.8	Projected Delivery Dates:		
1.9	Projected Flying Hours per Aircraft Per Year?		
1.10	Projected Number of Maintenance Shifts Required (1, 2, or 3 shifts):		
1.11	Does the LOR request a sole source?	☐	☐
1.12	Does LOR address a request for a Waiver of Nonrecurring Cost (NC) charges?	☐	☐

		FMS	DCS
2. LETTER OF OFFER AND ACCEPTANCE (LOA) INFORMATION			
2.1	What other types of procurements are being considered and how would you plan to acquire these services?	FMS	DCS
	2.1.1 Support/Sustainment	☐	☐
	2.1.2 Training/Simulation Modules	☐	☐
	2.1.3 Defense Contract Management Agency (DCMA)	☐	☐
	2.1.4 National Geospatial-Intelligence Agency (NGA)	☐	☐
	2.1.5 Site Survey	☐	☐
	2.1.6 National Security Agency (NSA)	☐	☐
	2.1.7 Other	☐	☐
2.2	What are the projected dates for a Site Survey and Training Needs Analysis?		
	2.2.1 Date 1:		
	2.2.2 Date 2:		
	2.2.3 Date 3:		
2.3	Do you require Defense Contract Management Agency (DCMA) support for:	YES	NO
	2.3.1 In-plant quality oversight	☐	☐
	2.3.2 Production Flight Performance Manual (PFPM) support	☐	☐
2.4	Are unique and/or controlled communication capabilities requested?	☐	☐
	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 (HH-60W)?	☐	☐
	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	What mission profiles/capabilities are required?		
	2.6.1 Airdrop Personnel (HH-60W)	☐	☐
	2.6.2 Aerial Refueling (HH-60W)	☐	☐
	2.6.3 Aeromedical Evacuation	☐	☐
	2.6.4 Humanitarian (HH-60W)	☐	☐
	2.6.5 Passengers	☐	☐
	2.6.6 Special Operations (HH-60W)	☐	☐

		FMS	DCS
	2.6.7 Distinguished Visitor	☐	☐
	2.6.8 Maritime Search and Rescue (HH-60W)	☐	☐
	2.6.9 Land Search and Rescue	☐	☐
	2.6.10 Other (specify):	☐	☐
	Spare/Support Equipment	**FMS**	**DCS**
	2.7.1 Initial support (three (3) years):	☐	☐
	2.7.2 Quantity of spare engines:	☐	☐
	2.7.3 Readiness Spare Parts (RSP) (HH-60W, 90 day deployment)	☐	☐
	2.7.4 Are there unique support requirements? If so please list.	☐	☐
2.8	Contractor Logistics Support (CLS) / Interim Contractor Support (ICS)	**YES**	**NO**
	2.8.1 What role will CLS/ICS provide in supporting aircraft operations?	☐	☐
	2.8.1.1 Organizational (i.e., flight line)	☐	☐
	2.8.1.2 Intermediate (i.e., back shop)	☐	☐
	2.8.1.3 Depot (i.e., air vehicle, subsystems)	☐	☐
	2.8.2 How long will CLS/ICS be required?		
	2.8.3 Will CLS/ICS personnel be responsible for Maintenance Recovery Team duties?	☐	☐
2.9	Subsystems	☐	☐
	2.9.1 Describe your Electronic Warfare (EW) requirements or capabilities being requested, including reprogramming (attach separate sheet if needed):	☐	☐
	2.9.2 Describe your Sensor/Pod requirements or capabilities being requested, including Processing, Exploitation, and Dissemination (attach separate sheet if needed):	☐	☐
3. TRAINING REQUIREMENTS			
		YES	**NO**
3.1	Pre-Training Requirements		
	3.1.1 Language		
	3.1.1.1 Is a language lab or language training available in-country?	☐	☐
	3.1.1.2 Is Defense Language Institute (DLI) required?	☐	☐
	3.1.2 Medical/Physiological Training Requirements		
	3.1.2.1 Is there a certified Altitude Chamber available in-country?	☐	☐
	3.1.2.2 Is there a certified Physiological Training available in-country?	☐	☐
	3.1.2.3 Is there a certified Flight Surgeon available in-country?	☐	☐
3.2	What are your training requirements?		
	3.2.1 Pilot Training	☐	☐
	3.2.1.1 Number of Pilots to be trained:		
	3.2.1.2 Is phased training required?	☐	☐
	3.2.1.2.1 Type of training (Air refueling HH-60W only), Airdrop, etc.):		
	3.2.1.2.2 Frequency:		
	3.2.2 Flight Engineer (FE) / Special Missions Aviator (SMA) Training	☐	☐
	3.2.2.1 Number of FE/SMA to be trained:		
	3.2.2.2 Is FE/SMA previously qualified on another aircraft?	☐	☐
	3.2.3 Crew Member Station Training (HH-60W)	☐	☐
	3.2.4 Provide Background/Experience for your students in each specialty (attach separate sheet if needed)		
	3.2.4.1 Aircraft Type		
	3.2.4.2 International Civil Aviation Organization (ICAO) Instrument Ratings (HH-60W)		
	3.2.5 Supply Training	☐	☐

	3.2.5.1 How many supply personnel require training?		
	3.2.5.2 Do you require basic skills training?	☐	☐
	3.2.6 What Life Support Training (Check all that applies)		
	3.2.6.1 Life Rafts (HH-60W)		☐
	3.2.6.2 Fire Extinguishers		☐
	3.2.6.3 Night Vision Goggles (NVG) Equipment		☐
	3.2.6.4 Helmets		☐
	3.2.7 Organic Maintenance Training		
	3.2.7.1 How are maintainers organized (skill sets)?		
	3.2.7.2 How many of each skill set need to be trained?		
	3.2.7.3 Do you require basic skills training?	☐	☐
	3.2.7.4 Do you require Intermediate (I) and/or Organizational (O) level training?	☐	☐
	3.2.8 Maintenance Training (Check all that applies) Aircraft Maintenance Systems ☐ Mission Avionics Systems ☐ Auxiliary Power Unit (APU) ☐ Flight Avionics Systems ☐ Engine Cowling ☐ Engine ☐ Flight Control System ☐ Fuel Systems ☐ Landing Gear ☐ Refueling Receptacle (HH-60W only) ☐ Communications/Navigation Systems ☐ Hydraulic Systems ☐ Propulsion Systems ☐ Hoist ☐ Guns Attached ☐ What kind make and model? _____		
	3.2.9 CLS /ICS Training		
	3.2.9.1 Will CLS/ICS personnel require training?	☐	☐

	3.2.9.1.1 Who will be funding the training requirements?
	            Aircraft Contractor via DCS Contract ☐
	            Country via a Support LOA ☐		

	3.2.9.1.2 Will CLS/ICS personnel require basic skills training?	☐	☐

	3.2.9.1.3 Training Source(s) (Check all that applies)
	            Aircraft Contractor ☐
	            US Government Sources ☐
	            Commercial Sources ☐		

	3.2.9.2 Certifications required for CLS personnel?	☐	☐
	3.2.9.3 Recurring training/certification required?	☐	☐
	3.2.10 Will you be using Third Country Nationals (TCNs) to operate/maintain your aircraft?[1]	☐	☐
	3.2.10.1 Have the TCNs been identified?	☐	☐
	3.2.10.2 Have the TCNs been vetted through the US Department of State?	☐	☐
	3.2.10.3 Have the TCNs signed a Non-Disclosure Statement?	☐	☐
	3.2.10.4 Will the TCNs require training	☐	☐
	3.2.10.4.1 What skill sets will be used?		
	3.2.10.4.2 Will TCNs training be requested through AFSAT?	☐	☐

[1] "YES" the partner will need to begin a third party transfer discussion with SAF/IA and DSCA

			YES	NO
	3.2.10.4.3 What type of support will the TCNs provide? (Check all that applies) Pilot ☐ FE/SMA ☐ Supply ☐ Organizational Level Maintenance ☐ Intermediate Level Maintenance ☐			
	3.2.11 Will you have an in-country training requirement? (MTTs, ETSSs)		☐	☐
	3.2.12 Will contractor provide training through Contract Logistics Support (CLS) Contract?		☐	☐
	3.2.13 Any other training required? Example: Para-jumper (PJ) recovery team		☐	☐
4. TRAINING DEVICES				
			YES	NO
4.1	Will you be requesting any training devices? If 'YES', please identify which training devices you require below.		☐	☐

4.2	Aircrew Training Devices
	    Avionics Desk Top Trainer (AVDTT) Cockpit System Simulator (HH-60W) ☐
	    Special Mission Aviation (SMA) Station (HH-60W) ☐
	    Weapon Systems Trainer (WST) (HH-60W) ☐
	    Hoist Procedural Trainer (HPT) ☐
	    Operational Flight Trainer (OFT) ☐
	    Computer Based Training (CBT) ☐
	    Cockpit Procedural Trainer (CPT) (MH-139) ☐
	    Integrated Aircrew Systems Trainer (IAST) (MH-139) ☐
	    Weapons Procedural Trainer (WPT) (MH-139) ☐
	    Alternate Insertion Extraction Part Task trainer (AIE PTT) (MH-139) ☐			

4.3	Maintenance Training Devices (HH-60W ONLY)
	    Aircraft Maintenance Trainer ☐
	    Hoist Part Task Trainer (HPTT) ☐
	    Auxiliary Power Unit Trainer ☐
	    Landing Gear Part Task Trainer (LGPTT) ☐
	    Computer Based Training (CBT) ☐			

4.4	Will the weapon system trainer be used on a wide and/or local area network (HH-60W)?		☐	☐
4.5	Will you need courseware to manage the students' training?		☐	☐
4.6	Will logistics or sustainment support be required for training devices?		☐	☐
4.7	Will you need a training facility for above devices? If not, is there a facility available?		☐	☐
5. FREIGHT FORWARDER REQUIREMENTS				
			YES	NO
5.1	Has a Freight Forwarder been identified?		☐	☐
	5.1.1 Does your Freight Forwarder have all required Import/Export Licenses for unclassified and classified handling?		☐	☐
	5.1.2 Is your Freight Forwarder registered with the US Department of State?		☐	☐

Rotary-Wing FMS Checklist

	6. TESTING		
		YES	**NO**
6.1	Will a formal flight test program be required?	☐	☐
	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/Evaluation?	☐	☐
6.3	Does the customer require USG Development Test & Evaluation (DT&E) for modification or integration testing?	☐	☐
6.4	Will USG *Seek Eagle* support also be required?	☐	☐
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?		
	7. LOGISTICS SUPPORT		
7.1	Which elements of Integrated Logistics Support do you require? Integrated Country Services ☐ Local Support Requirements[2] ☐ Logistics Supply Chain Management ☐ Supply Support Design ☐ Maintenance Planning/Concept[2] ☐ Maintenance Support Design[3] ☐ Operations Support[3] ☐ In-Plant Engineering Support ☐ Supportability Engineering ☐ Other Technical Services ☐ Software Support ☐		
7.2	Technical Order Support (for baseline and sustainment)	**YES**	**NO**
	Please indicate preferred format of your publications (Digital: XML, SGML, S1000D, etc. and/or paper)?		
	7.2.1 Technical Publications Introduction/Activities	☐	☐
	7.2.2 Operational/Commercial Technical Publications (to include all flight manuals, USAF Standard Maintenance Technical Orders.	☐	☐
	7.2.3 USAF Technical Publications	☐	☐
	7.2.4 Country Standard Technical Orders (CSTO)	☐	☐
7.3	Logistics Infrastructure		
	7.3.1 Are there any centralized Logistics Functions such as Tech Orders, Spares Ordering, etc.?	☐	☐
	7.3.2 Is there a current, approved Supply Support System that communicates with AFSAC?	☐	☐
	7.3.2.1 STARR/PC	☐	☐
	7.3.2.2 AFSAC Online	☐	☐
	7.3.2.3 Country Unique System (If so, please specify)	☐	☐

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[2] "YES" the partner will need to begin a third party transfer discussion with SAF/IA and DSCA
[3] Will be reviewed during Site Visit

		7.3.2.4 Other (Please specify on separate piece of paper and attach)	☐	☐
7.4		Home Station Checks (HSC) or Programmed Depot Maintenance (PDM)		
	7.4.1	Where will HSC/PDM be performed during the first year?		
		7.4.1.1 Aircraft Manufacturer:		
		7.4.1.2 On Site	☐	☐
		7.4.1.3 Main Operating Base? Where?	☐	☐
		7.4.1.4 Other (Specify):	☐	☐
	7.4.2	If "Other" [7.4.1.4] is selected:[4]		
		7.4.2.1 Will a Site Survey be required to evaluate facilities and facilities' requirements?	☐	☐
		7.4.2.2 Are there any additional support equipment requirements?	☐	☐
		7.4.2.3 Are there any additional spares requirements (engines/rotary blades?	☐	☐
		7.4.2.4 Will additional hand tools be required?	☐	☐
		7.4.2.5 Will a Host/Tenant Agreement be required?	☐	☐
		7.4.2.6 Are there any information technology requirements needing to be resolved; e.g. AFSAC Online, STARR/PC access, etc.?	☐	☐
		7.4.2.7 Will there be additional office/work space requirements?	☐	☐
7.5		Aircraft Equipment		
	7.5.1	Do you have facilities for supply and maintenance of:		
		7.5.1.1 Fire Extinguishers	☐	☐
	7.5.2	Alternate Insertion/Extraction (AIE) (OPTIONAL)		
		7.5.2.1 Fast Rope (FR)	☐	☐
		7.5.2.2 Basket Stretcher – Metal	☐	☐
		7.5.2.3 Isolated Personnel Stacking Litter (Platform) (HH-60W)	☐	☐
		7.5.2.4 Stokes Litter – Aluminum/Titanium (HH-60W)	☐	☐
		7.5.2.5 Forest Penetrator (HH-60W)	☐	☐
		7.5.2.6 Rope Ladder (RL) (HH-60W)	☐	☐
7.6		Aircrew Flight Equipment Helmet ☐ NVGs ☐ Survival Kit (First Aid, Compass, Day/Night Signaling Device, GPS, etc.) ☐ Eye Protection ☐ Ear Protection ☐ Personal Radio ☐ Boots ☐ Knife ☐ Gloves ☐ Litter Collapsible ☐ Life Rafts ☐ Personal Floating Device ☐ Chemical Biological, Radiological, Nuclear and Explosives (CBRNE) (HH-60W) ☐ Restraint Devices ☐		

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[4] "YES" the partner will need to begin a third party transfer discussion with SAF/IA and DSCA

Rotary-Wing FMS Checklist

8. AIR TRANSPORTABILITY		
	YES	**NO**
8.1 Will your air transportability be other than a C5 or C17 aircraft?	☐	☐
8.1.1 If "Yes", what is your air transportability aircraft?		

9. AIRCRAFT LOCATION INFORMATION		
	YES	**NO**
9.1 Will the aircraft be located at an existing Main Operating Base (MOB)?	☐	☐
9.1.1 If 'YES', what other aircraft are currently at this location?		
9.1.2 Will existing facilities need to be modified?	☐	☐
9.1.3 Will there be any special facility environmental requirements?	☐	☐
9.1.4 If 'NO', do you have an alternate operating location?	☐	☐
9.1.4.1 Will there be a Forward Operating Base (FOB)?	☐	☐
9.1.4.2 Does alternate operating location require any special requirements to support aircraft operations?	☐	☐
9.1.4.3 Does alternate location have any special requirements? (Identify any additional requirements on separate paper and attach to checklist)	☐	☐
9.2 Do you anticipate US Government involvement in facility development or construction?	☐	☐
9.3 Are there special support equipment requirements expected due to basing/deployment?	☐	☐
9.4 Is information technology infrastructure established for this new system at the selected location?	☐	☐
9.5 Is there an adequate aircraft parking ramp?	☐	☐
9.6 Will CONUS basing for training be required?	☐	☐
9.7 Are you prepared to ensure that USG requirements for handling and storage of Sensitive and Classified items are met?	☐	☐
9.8 What frequency, duration, and quantity of aircraft do you anticipate being deployed during an average calendar year?		
9.9 Will maintenance capability and spares be taken to the deployment location?	☐	☐
9.10 Are there any country unique environmental laws/requirements? If 'YES', what are they?	☐	☐

10. US GOVERNMENT (USG) AND OTHER SERVICES		
	YES	**NO**
10.1 USG Engineering Services		
10.1.1 Initial Airworthiness		
10.1.1.1 Will the USG Airworthiness Certification be acceptable to meet the country's national military and/or civil airworthiness requirements?	☐	☐
10.1.1.2 Will country unique Certification Processes be performed?	☐	☐
10.1.1.3 Will a combined USG and country unique Certification Process be used?	☐	☐
10.1.2 Continued Airworthiness Certification		
10.1.2.1 Will the USG Airworthiness Certification be acceptable to meet your national military and/or civil airworthiness requirements?	☐	☐
10.1.2.2 Will country unique Certification Processes be performed?	☐	☐

	10.1.2.3 Will a combined USG and country unique-Certification Process be used?	☐	☐
	10.1.3 Modification Engineering Support		
	10.1.4 Airworthiness Certification Support for new capabilities	☐	☐
	10.1.5 Radio Frequency (RF) Spectrum Support	☐	☐
	10.1.6 In-country Field Service Representative (FSR)	☐	☐
	10.1.7 Mission Planning	☐	☐
	10.1.8 Organizational/Intermediate Maintenance Support	☐	☐
	10.1.9 In-country Training Support	☐	☐
	10.1.10 In-country Weapon System Liaison Officer (WSLO)	☐	☐
	10.1.11 In-country Contractor Engineering Technical Services (CETS) Representative?	☐	☐
	10.1.12 Foreign Liaison Officer (FLO) in the US	☐	☐
10.2	Do you require support to ferry aircraft?	☐	☐
10.3	Geospatial Intelligence (GEOINT)		
	10.3.1 Does the aircraft or simulator require a precise navigation capability?	☐	☐
	10.3.2 For what countries/areas are map/chart products being requested?	☐	☐
	10.3.3 How old can maps/charts and imagery be before they are of limited use?	☐	☐
	10.3.4.1 Does the aircraft or simulator require regular updates to the aeronautical information on the maps/charts?	☐	☐

ABBREVIATIONS AND ACRONYMS

AFSAC   AIR FORCE SECURITY ASSISTANCE AND COOPERATION DIRECTORATE AFSAT AIR FORCE
                 SECURITY ASSISTANCE TRAINING SQUADRON

AIE PTT   ALTERNATE INSERTION EXTRACTION PART TASK TRAINER (MH-139)

AME   ALTERNATE MISSION EQUIPMENT

AIE   ALTERNATE INSERTION/EXTRACTION

APS   AERIAL PORT SQUADRON

APU   AUXILIARY POWER UNIT

AVDTT   AVIONICS DESK TOP TRAINER (HH-60W)

AWC   AIRWORTHINESS CERTIFICATION

CBRNE   CHEMICAL BIOLOGICAL, RADIOLOGICAL, NUCLEAN AND EXPLOSIVES

CBT   COMPUTER BASED TRAINING

CCM   COMMAND COUNTRY MANAGER

CETS   CONTRACTOR ENGINEERING TECHNICAL SERVICES

CLS   CONTRACTOR LOGISTICS SUPPORT

CONUS   CONTINENTAL UNITED STATES

CSTO   COUNTRY STANDARD TECHNICAL ORDER

CPT   COCKPIT PROCEDURAL TRAINER (MH-139)

DCMA   DEFENSE CONTRACT MANAGEMENT AGENCY

DCS   DIRECT COMMERCIAL SALE

DLI   DEFENSE LANGUAGE INSTITUTE

EW   ELECTRONIC WARFARE

ETSS   EXTENDED TRAINING SERVICES SPECIALIST FE FLIGHT ENGINEER

FAA   FEDERAL AVIATION AUTHORITY

FLO   FOREIGN LIAISON OFFICER

FMS	FOREIGN MILITARY SALES
FOB	FORWARD OPERATING BASE
FR	FAST ROPE
FSR	FIELD SERVICE REPRESENTATIVE
GEOINT	GEOSPATIAL INTELLIGENCE
GSP	GLOBEMASTER III INTEGRATED SUSTAINMENT PARTNERSHIP
HPO	HELICOPTER PROGRAM OFFICE
HPTT	HOIST PART TASK TRAINER (HH-60W)
HSC	HOME STATION CHECK
IAST	INTEGRATED AIRCREW SYSTEMS TRAINER (MH-139)
ICS	Interim Contractor Support
ICAO	INTERNATIONAL CIVIL AVIATION ORGANIZATION
LGPTT	LANDING GEAR PART TASK TRAINER (HH-60W)
LOA	LETTER OF OFFER AND ACCEPTANCE
LOR	LETTER OF REQUEST
MOB	MAIN OPERATING BASE
MTT	MOBILE TRAINING TEAM
NGA	NATIONAL GEOSPATIAL-INTELLIGENCE AGENCY
NC	NONRECURRING COST
NSA	NATIONAL SECURITY AGENCY
NVG	NIGHT VISION GOGGLES
OFT	OPERATIONAL FLIGHT TRAINER
P&A	PRICE AND AVAILABILITY
PDM	PERIODIC DEPOT MAINTENANCE
PFPM	PRODUCTION FLIGHT PERFORMANCE MANUAL
POC	POINT OF CONTACT
RF	RADIO FREQUENCY

RL   ROPE LADDER (HH-60W)

RSP   READINESS SPARE PARTS

SMA   SPECIAL MISSION AVIATION

STARR/PC   SUPPLY TRACKING AND REPAIRABLE RETURN/PERSONAL COMPUTER

TCN   THIRD COUNTRY NATIONALS

USAF   UNITED STATES AIR FORCE

USG   UNITED STATES GOVERNMENT

WPT   WEAPONS PROCEDURAL TRAINER (MH-139)

WST   WEAPON SYSTEMS TRAINER (HH-60W)

WSLO   WEAPON SYSTEM LIAISON OFFICER