Foreign Military Sales (FMS) Checklist for Developing Acquisition of Training Aircraft Letter of Request (LOR)

THIS 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.

Training Aircraft FMS Checklist

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Training Aircraft FMS Checklist

1. PARTNER GENERAL INFORMATION			
International Partner:			
Aircraft Type Requested (and how many):			
Is this a request for new training aircraft (aircraft not already in your inventory)?	Yes ☐	No ☐	
Is this a request for additional training aircraft (aircraft already in your inventory)?	Yes ☐	No ☐	
Is this a request for an upgrade to your existing training aircraft?	Yes ☐	No ☐	
If this request is for an upgrade, what type of upgrade is needed?			
Technical Point of Contact (POC):			
(Name) (Title) (Telephone)			
Request for Acquisition, Amendment, or Price and Availability (P&A)?			
Was P&A previously received for this sale?			
If P&A was requested, what is the P&A case designator?			
Foreign Military Sales (FMS) ☐ Direct Commercial Sale (DCS) ☐ or Combined ☐			
If requested effort is Combined FMS & DCS effort, please identify proposed schedule and other pertinent details:			
Projected Delivery Time: FIRST LAST			
Projected Flying Hours per Aircraft Per Year?			
Projected Number of Maintenance Shifts Required:			
Does LOR address a request for a Waiver of Nonrecurring Cost (NC) Charges?	Yes ☐	No ☐	
Does the LOR request a sole source?	Yes ☐	No ☐	

2. LETTER OF OFFER AND ACCEPTANCE (LOA) INFORMATION			

		FMS	DCS
2.1	What other types of equipment, support, or services are being considered and how do you plan on acquiring them?		
	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	☐	☐
		Yes	No
2.2	Are you considering a Pre-LOA Support Case	☐	☐
		Yes	No
2.3	Is the USG Program Office involved in this requirement and executing this checklist?	☐	☐
2.4	Is the International Partner experienced with FMS Acquisitions?	☐	☐
2.5	What are the projected dates for a Site Survey and Training Needs Analysis?		
	2.5.1 Date 1:		
	2.5.2 Date 2:		
	2.5.3 Date 3:		
		Yes	No
2.6	Do you require Defense Contract Management Agency (DCMA) support for:		
	2.6.1 In-plant quality oversight	☐	☐
	2.6.2 Production Flight Performance Manual (PFPM) support	☐	☐
	2.6.3 Will DCMA Support be required in US?	☐	☐
	2.6.4 Will DCMA Support be required in Partner Country?	☐	☐

		Yes	No
	2.6.5 Describe and/or identify how DCMA support will be funded:		
2.7	Are unique and/or controlled communication capabilities being requested?	☐	☐
	2.7.1 If 'YES', please discuss with SAF/IA Country Director or AFSAC's Command Country Manager (CCM) prior to adding item(s) to LOR or checklist.		
2.8	What mission profiles/capabilities are required?		
	2.8.1 Aerial Refueling	☐	☐
	2.8.2 Other (specify):	☐	☐
		☐	☐
		☐	☐
		☐	☐

		FMS	DCS
2.9	Initial Spares and Support Equipment		
	2.9.1 Initial Support		
	2.9.2 Support Equipment Spares and Servicing/Support		
	2.9.2.1 Equipment Spares		
	2.9.2.2 Support Equipment Spares		
	2.9.2.3 Support Equipment Support and/or Services		
	2.9.2.4		

		YES	NO
	2.9.3 Are there unique support requirements? If so, please list.		
2.10	Subsystems (What Subsystems are needed as part of the system acquisition?)		
	2.10.1 Engines: Are engines being requested as a part of this effort?	☐	☐
	2.10.1.1 If 'YES', what engines?		
	2.10.1.2 Are spare engines needed?	☐	☐
	2.10.1.3 If 'YES', how many spare engines are needed?		
	2.10.1.4 Will the engines be a separate commercial contract?	☐	☐
	2.10.1.5 Do you have any special requirements for storage and/or maintaining spare engines?	☐	☐
	2.10.2 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?	☐	☐
	2.10.2.1 If 'YES', what EW?		

		Yes	No
		☐	☐

		Yes	No
	2.10.2.2 If 'YES', how many months/years are spares to be planned? (i.e., 5 years inventory, 24 months, etc.)		
	2.10.2.3 Do you have any special requirements for storage and/or maintaining spares?	Yes ☐	No ☐
	2.10.3 Describe your EW requirements or capabilities being requested (attach separate sheet if needed):		
		☐	☐
		☐	☐
	2.10.4 Other subsystems (e.g. Night Vision Goggles (NVG): Are other subsystems being requested as a part of this effort?	Yes ☐	No ☐
	2.10.4.1 Describe your other subsystems requirements (attach separate sheet if needed):		
	2.10.5 Other alternate/specialized equipment required? Please list.	Yes ☐	No ☐

		Yes	No
	2.10.6 Are any subsystems third-party, non-USAF (other USG) or non-US? If so, please identify.	☐	☐
		☐	☐
2.11	Government Furnished Requirements		
	2.11.1 Have Government Furnished Equipment (GFE) needs been identified?	Yes ☐	No ☐

		Yes	No
	2.11.2 Will the country provide any GFE items to support the effort?	☐	☐
	2.11.2.1 If 'YES', identify the country provided GFE items:		
	2.11.2.2 If 'YES', how will the country provide items to be shipped, stored, and repaired?		
	2.11.2.3 If Direct Commercial Sale, will GFE be required to support DCS production?	Yes ☐	No ☐

3. OPERATIONAL & MAINTENANCE STRATEGIES			
3.1	Operations Strategies		
	3.1.1 What is the Operational concept (e.g. number of flight hours, forward operation locations, and deployments)?		
	3.1.2 What is the employment concept? (e.g. initial flight training, basic fighter fundamentals, etc.)		
3.2	Maintenance Strategies		
	3.2.1 What is the maintenance (MX) concept (i.e. O-level, I-level, D-level) being considered for the system?		
	3.2.2 What are your Initial Support (ICS) requirements? (e.g. 1-3 years, 1-4 years, 1-5 years, etc.)		
	3.2.3 How do you plan to acquire initial (ICS) and recurring support (CLS or Organic)?		
	3.2.3.1 Is there a supply system in place to support this requirement?	Yes ☐	No ☐
	3.2.3.2 What are your recurring support requirements? (After Initial Support)		

	3.2.4 What is the Supply concept? (Repair & Return; Repair & Replace; how many years?)		
	3.2.5 Will you be using Third Country Nationals (TCN) to operate/maintain your aircraft?	Yes ☐	No ☐
	3.2.6 Are there any unique MX customer requirements/requests?	☐	☐
	3.2.6.1 If 'YES', describe these unique MX customer requirements/requests		
3.3	Supply (Spare Parts) and Support Equipment (SE)		
	3.3.1 Is procurement of initial, concurrent, and long-lead spares required?	YES ☐	NO ☐
	3.3.2 Describe how the customer will acquire initial & follow-on spares?		
	3.3.3 What are the support equipment (common & peculiar) requirements (Repair-Return; Repair-Replace; Performance Based Logistics (PBL); other?)		
	3.3.4 Are there any SE and/or Precision Measurement Equipment Laboratory (PMEL) currently in country that is planned to be used as part of this effort?	Yes ☐	No ☐
	3.3.4.1 If 'YES', list the SE and/or PMEL to be used:		
	3.3.4.2 What are the PMEL support equipment requirements (Repair-return; PBL; other)?		
	3.3.5 Are there any warranty requirements?	Yes ☐	No ☐

		Yes	No
	3.3.5.1 If 'YES', describe the warranty requirements:		
	3.3.6 Is there a supply system and are there any special existing or to be developed systems which will require supply information to be integrated into the existing or to be developed systems? (e.g. GOLD ESP)	Yes ☐	No ☐
	3.3.7 Are there any customer unique Support Equipment requirements?	☐	☐
	3.3.7.1 If 'YES', describe the customer unique Support Equipment requirements:		

4. TRAINING REQUIREMENTS			
4.1	Pre-Training Requirements		
	4.1.1 Language		
	4.1.1.1 Do you have a language lab or in-country language training?	Yes ☐	No ☐
	4.1.1.2 Will you require language training through the Defense Language Institute (DLI)?	☐	☐
	4.1.2 Medical/Physio/Centrifuge Training Requirements		
	4.1.2.1 Do you have a USAF-certified Altitude Chamber?	☐	☐
	4.1.2.2 Do you have USAF certified Physio Training?	☐	☐
	4.1.2.3 Do you have USAF-certified Flight Surgeons?	☐	☐
	4.1.2.4 If required, do you have valid proof of centrifuge training?	☐	☐
	4.1.2.5 Do you require certification on any of the above?	☐	☐
4.2	What are your training requirements?		
	4.2.1 Pilot Training	☐	☐
	4.2.1.1 Number of Pilots to be trained:		
	4.2.1.2 Is phased training required?	Yes ☐	No ☐
	4.2.1.3 Type of training (Initial Qualification; Difference; Undergraduate; Other/Specialized, etc.)		
	4.2.1.4 Frequency:		

		Yes	No
4.2.2 Weapon System Officer (WSO) Training		☐	☐
4.2.2.1 Number of WSOs to be trained:			
4.2.2.2 Is WSO previously qualified on another aircraft?		Yes ☐	No ☐
4.2.3 Provide Background/Experience for your students in each specialty (attach separate sheet if needed)			
4.2.3.1 Aircraft Type:			
4.2.3.2 International Civil Aviation Organization (ICAO) Instrument Ratings:			
4.2.4 Supply Training		Yes ☐	No ☐
4.2.4.1 How many supply personnel require training?			
4.2.5 Do you require basic skills training		Yes ☐	No ☐
4.2.6 What Life Support training is needed?			
4.2.6.1 Oxygen Masks		☐	☐
4.2.6.2 Life Rafts		☐	☐
4.2.6.3 Fire Extinguishers		☐	☐
4.2.6.4 NVG Equipment		☐	☐
4.2.6.5 Helmets		☐	☐
4.2.7 Organic Maintenance Training			
4.2.7.1 Are your maintainers organized (i.e., by skill sets, type of workload)?		☐	☐
4.2.7.2 How many of each skill set need to be trained?			
4.2.7.3 Do you require basic skills training?		☐	☐
4.2.7.4 Do you require Intermediate (I) and/or Organizational (O) level		☐	☐
4.2.8 What Maintenance training is needed:			
4.2.8.1 Aircraft Maintenance Systems		☐	☐
4.2.8.2 Mission Avionics Systems		☐	☐
4.2.8.3 Auxiliary Power Unit (APU)		☐	☐
4.2.8.4 Flight Avionics Systems		☐	☐
4.2.8.5 Engine		☐	☐
4.2.8.6 Flight Control System		☐	☐
4.2.8.7 Fuel Systems		☐	☐

		YES	NO
	4.2.8.8 Landing Gear	☐	☐
	4.2.8.9 Refueling Receptacle	☐	☐
	4.2.9 Contractor Logistics Support (CLS) Training:		
	4.2.9.1 Will CLS personnel require training?	☐	☐
	4.2.9.2 Will CLS personnel require basic skills training?	☐	☐
	4.2.9.3 Who will be funding the training requirements?		
	4.2.9.3.1 Aircraft Contractor via DCS Contract	☐	☐
	4.2.9.3.2 Country via a Support LOA	☐	☐
	4.2.9.4 Who will provide training?		
	4.2.9.4.1 Aircraft Contractor	☐	☐
	4.2.9.4.2 US Government Sources	☐	☐
	4.2.9.4.3 Commercial Sources	☐	☐
4.3	Do you require any certification certificates?	☐	☐
	4.3.1 Will there be any recurring training/certification requirements?	☐	☐
4.4	Will you be using Third Country Nationals (TCN) to operate/maintain your aircraft?*	☐	☐
	4.4.1 Have the TCNs been identified?	☐	☐
	4.4.2 Have the TCNs been vetted through the US Department of State?	☐	☐
	4.4.3 Have the TCNs signed a Non-Disclosure Statement?	☐	☐
	4.4.4 Will the TCNs require training?	☐	☐
	4.4.4.1 What skill sets will be used?		
	4.4.4.2 Will TCNs training be requested through AFSAT?	☐	☐
	4.4.4.3 What type of support will the TCNs provide?		
	4.4.4.3.1 Pilot	☐	☐
	4.4.4.3.2 Weapon System Officer	☐	☐
	4.4.4.3.3 Organizational Level Maintenance	☐	☐
	4.4.4.3.4 Intermediate Level Maintenance	☐	☐
	4.4.4.3.5 Supply	☐	☐
	4.4.5 Will you have an in-country training requirement? (MTTs, ETSSs)?	☐	☐
	4.4.6 Any other training required (please list)?	☐	☐
5. TRAINING DEVICES			
5.1	Will you be requesting any training devices? If 'YES', please identify which training devices you require below.	YES	NO
5.2	Aircrew Training Devices		
	5.2.1 Cockpit System Simulator		
	5.2.2 Desktop Simulator	☐	☐
	5.2.3 Computer Based Training	☐	☐
	5.2.4 Static (inactive) mockups	☐	☐

			YES	NO
5.3	Maintenance Training Devices			
	5.3.1 Aircraft Maintenance Trainer		☐	☐
	5.3.2 Air Conditioning Trainer		☐	☐
	5.3.3 Auxiliary Power Unit Trainer		☐	☐
	5.3.4 Engine Trainer		☐	☐
	5.3.5 Under Engine Trainer		☐	☐
	5.3.6 Fuel Systems Trainer		☐	☐
	5.3.7 Landing Gear Trainer		☐	☐
	5.3.8 Refueling Receptacle Trainer		☐	☐
	5.3.9 Training Evaluation Performance Aircraft Training Set		☐	☐
	5.3.10 Computer Based training		☐	☐
	5.3.11 Other		☐	☐
5.4	Will you need your weapon system trainer on a wide and/or local area network?		☐	☐
5.5	Will you need courseware to manage your students training?			
5.6	Will you need logistics or sustainment support for any of the above training devices?		☐	☐
5.7	Will you need a training facility?		☐	☐

6. FREIGHT FORWARDER REQUIREMENTS				
6.1	Do you have an identified Freight Forwarder who will be responsible for transportation of all goods and services of this case?		☐	☐
	6.1.1 Does your Freight Forwarder have all required Import/Export Licenses?		☐	☐
	6.1.2 Is your Freight Forwarder registered with the US Department of State?		☐	☐

7. PACKAGING, HANDLING, STORAGE, AND TRANSPORTATION (PHS&T)				
7.1	How will the item(s) be delivered?			
7.2	What unique PHS&T customer requirements exist?			
7.3	What are the delivery location(s)?			
			Yes	No
7.4	Have Classified Storage (including COMSEC) requirements been identified-data, equipment, software, and etc?		☐	☐
7.5	For delivery, will the customer require Ferry Services Support?		☐	☐
	7.5.1 If 'YES', will country, contractor, or USAF aircrew fly the ferry missions?		☐	☐
	7.5.2 If 'YES', will Aerial Tanker and Off-Loaded Fuel Support Air Mobility Command (AMC) be needed?		☐	☐
	7.5.3 If 'YES', will Ferry Mission Planning Support Air Combat Command (ACC) be needed?		☐	☐
	7.5.4 If 'YES', is ground support, servicing, ground fuel at intermediate stops planned?		☐	☐
	7.5.5 If system will need to be ferried, will someone other than the USG provide any enroute support?		☐	☐
	7.5.6 If 'YES', what enroute support will be provided, where will it be provided, and when will it be provided?			
7.6	Will aircraft or other items/equipment require short-term/long-term storage?		☐	☐

	7.6.1 If 'YES', please describe (what, when, and where) regarding the storage needs:		
7.7	Are there any Acquisition and Cross-Servicing Agreements (ACSAs) in place with the USG defining support requirements? If Yes, please identify other agreements.		

8. TESTING			
		YES	No
8.1	Will a formal flight test program be required?	☐	☐
	8.1.1 If 'YES', who will lead the formal flight test program?		
	8.1.2 If 'YES', what will the formal flight test program cover? (e.g. System/Subsystem/Upgrade)		
	8.1.3 Where will flight test be conducted?		
8.2	Does the customer require USG in-country Ops Test/Eval?	YES ☐	No ☐
8.3	Does the customer require USG Development Test & Evaluation (DT&E) for modification or integration testing?	☐	☐
8.4	Will USG support also be required?	☐	☐
8.5	Who will issue initial Flight Clearance/Airworthiness Certification (USG, FAA, Other)?		
	8.5.1 If other, what Airworthiness Certification (AWC) Process will be used?	YES ☐	No ☐
	8.5.2 What test data will be required to support the Clearance/Certification?		

9. LOGISTICS SUPPORT			
9.1	Which elements of Integrated Logistics Support do you require?	YES	NO
	9.1.1 Integrated Country Services	☐	☐
	9.1.2 Local Support Requirements *	☐	☐
	9.1.3 Logistics Supply Chain Management	☐	☐
	9.1.4 Supply Support Design	☐	☐
	9.1.5 Maintenance Planning/Concept *	☐	☐
	9.1.6 Maintenance Support Design **	☐	☐
	9.1.7 Operations Support **	☐	☐
	9.1.8 In-Plant Engineering Support	☐	☐

		YES	No
	9.1.9 Supportability Engineering	☐	☐
	9.1.10 Other Technical Services	☐	☐
	9.1.11 Software Support	☐	☐
9.2	Technical Order (T.O.) Support (for baseline and sustainment)		
	Please indicate preferred format of your publications (digital and/or paper)		
	9.2.1 Technical Publications Introduction/Activities	☐	☐
	9.2.2 Operational/Commercial Technical Publications (to include all flight manuals, USAF Standard Maintenance Technical Orders and the Tactics Manuals)	☐	☐
	9.2.3 USAF Technical Publications	☐	☐
	9.2.4 Country Standard Technical Orders (CSTO)	☐	☐
	9.2.5 Who will provide, deliver and/or maintain **(Classified and Unclassified)** Data, to include: Documentation, Technical Data, T.O.s (including TCTOs (Time Compliance Technical Orders), CSTOs, Tactical Manuals, Commercial manuals, and/or drawings)?		
	9.2.6 Do you want a Computer Program Identification Numbering System (CPINS)? (Unclassified & Classified)	☐	☐
	9.2.6.1 If 'YES', are CPINS needed for the system?	☐	☐
	9.2.6.2 If 'YES', are CPINS needed for the engines?	☐	☐
	9.2.6.3 If 'YES', are CPINS needed for the subsystems?	☐	☐
9.3	Logistics Infrastructure		
	9.3.1 Do you have any centralized Logistics Functions such as Tech Orders, Spares Ordering, etc.?	☐	☐
	9.3.2 Do you have a Supply Support System that communicates with AFSAC?	☐	☐
	9.3.2.1 STARR/PC		
	9.3.2.2 AFSAC Online		
	9.3.2.3 Country Unique System (if so, please specify)		
	9.3.2.4 Other (Please specify on separate piece of paper and attach)		
9.4	Life Support		
	9.4.1 Do you have facilities for supply and maintenance of:		
		YES	NO
	9.4.1.1 Oxygen masks	☐	☐
	9.4.1.2 Life rafts	☐	☐
	9.4.1.3 Fire extinguishers	☐	☐
	9.4.1.4 Parachutes/Seat packs	☐	☐
	9.4.1.5 Helmets	☐	☐
	9.4.1.6 Survival Gear	☐	☐
	9.4.1.7 Night Vision Goggles	☐	☐
		☐	☐

10. AIRCRAFT LOCATION INFORMATION		YES	NO
10.1	Will the aircraft be located at an existing Main Operating Base (MOB)?	YES	NO
	10.1.1 If 'YES', what other aircraft are currently at this location?		
	10.1.1.1 Will existing facilities need to be modified?	☐	☐
	10.1.1.2 Will there be any special facility environmental requirements?	☐	☐
	10.1.1.3 Does the customer have adequate facilities (e.g. buildings, hangars, runways, ramps, and etc.)?	☐	☐
	10.1.2 If 'NO', do you have an alternate operating location?	☐	☐
	10.1.2.1 Will there be a Forward Operating Base (FOB)	☐	☐
	10.1.2.2 Does alternate operating location require any special requirements to support aircraft operations?	☐	☐
	10.1.2.3 Does alternate location have any special requirements? (Identify any additional requirements on separate paper and attach to checklist)	☐	☐
10.2	Do you anticipate US Government involvement in facility development or construction?	☐	☐
10.3	Is a Site Survey required?	☐	☐
	10.3.1 If 'YES', when and where would a site survey be required?	☐	☐
10.4	Do new facilities need to be constructed/modified?	☐	☐
	10.4.1 If 'YES', how are the facilities to be constructed/modified? (e.g. FMS, DCS, by country, and etc.)		
	10.4.2 Does the customer require a facility requirements plan?	☐	☐
	10.4.3 When will required facilities be available?		
10.5	Will CONUS basing for training be required?	☐	☐
10.6	Are there special support equipment requirements expected due to basing/deployment?	☐	☐
10.7	Is information technology infrastructure established for this new system at the selected location?	☐	☐
10.8	Is there an adequate aircraft parking ramp?	☐	☐
10.9	Are you prepared to ensure that USG requirements for handling and storage of Sensitive and Classified items are met?	☐	☐
10.10	What frequency, duration, and quantity of aircraft do you anticipate being deployed during an average calendar year?		
10.11	Will maintenance capability and spares be taken to the deployment location?	☐	☐
10.12	Are there any country unique environmental laws/requirements? If 'YES', what are they?	☐	☐
10.13	Is site activation task force (SATAF) assistance required to properly activate sites?	☐	☐

11.	US GOVERNMENT (USG) AND OTHER SERVICES		
11.1	USG Engineering Services		
	11.1.1 Initial Airworthiness	YES	NO
	11.1.1.1 Will you be requesting a USG (FMS) or Commercial (DCS) Airworthiness Certification?	FMS ☐	DCS ☐
	11.1.1.2 If USG, will the USG Airworthiness Certification be acceptable to meet your national military and/or civil airworthiness requirements?	☐	☐
	11.1.1.3 If USG, will you perform country-unique Certification Processes?	☐	☐
	11.1.1.4 If USG, will you use a combined USG and country-unique Certification Process?		
	11.1.2 Continued Airworthiness Certification	☐	☐
	11.1.2.1 Will the USG Airworthiness Certification be acceptable to meet your national military and/or civil airworthiness requirements?	☐	☐

	11.1.2.2 Will you perform country unique Certification Processes?	☐	☐
	11.1.2.3 Will you use a combined USG and country unique Certification Process?	☐	☐
	11.1.3 Who is responsible for planning of cataloging and provisioning (partner, contractor, USG)?	☐	
	11.1.4 Modification Engineering Support	☐	☐
	11.1.5 Airworthiness Certification Support for new capabilities	☐	☐
	11.1.6 Radio Frequency (RF) Spectrum Support	☐	☐
	11.1.7 Are there any inter-service/agency agreements anticipated/needed?	☐	☐
	11.1.7.1 If 'YES', what inter-service/agency agreements are anticipated/needed?		
	11.1.8 Does the system include capabilities and/or equipment not previously integrated on the platform?	☐	☐
	11.1.9 Does the system include capabilities and/or equipment not common to the USAF platform?	☐	☐
	11.1.10 Does the system include Buyer Furnished Equipment or country directed equipment?	☐	☐
11.2	Geospatial Intelligence (GEOINT)		
	11.2.1 Does the aircraft or simulator require a precise navigation capability?	☐	☐
	11.2.1.1 If yes, how precise are the navigation accuracy requirements (ft or meters)?		
	11.2.2 What are the minimum and maximum altitudes in which the aircraft or simulator will operate?		
	11.2.3 Will the aircraft be using maps/charts made by different countries?	☐	☐
	11.2.3.1 Will the aircraft or simulator require employ a terrain data aided navigation system?	☐	☐

	11.2.3.2 For what countries/areas are map/chart products being requested?		
	11.2.4 Will the aircraft be operating/communicating with US military aircraft?	☐	☐
	11.2.5 Will the aircraft be operating over US Airspace?	☐	☐
	11.2.6 Will the aircraft or simulator require have an onboard map display in the Cockpit	☐	☐
	11.2.6.1 What map scales are required? 1:2M; 1:1M; 1:500K; 1:250K; 1:50K, Other(s)		
	11.2.6.2 Will the onboard map display use maps/charts produced by your country?	☐	☐
		☐	☐
	11.2.7 Does the aircraft have sufficient storage space for digital maps and imagery?	☐	☐
	11.2.8 Does the aircraft interface with a mission planning system?	☐	☐
	11.2.8.1 If so, with which mission planning system does the aircraft interface?		
	11.2.8.2 Will mission planning be pre-planned on the ground or real time in the aircraft?		
	11.2.9 How old can maps/charts and imagery be before they are of limited use?		
☐	11.2.9.1 Does the aircraft or simulator require regular updates to the aeronautical information on the maps/charts?		
	11.2.9.2 Will the aircraft or simulator need to process NGA Digital Aeronautical Flight Information File (DAFIF)?	Yes ☐	No ☐
11.3	Other Requirements		
	11.3.1 In-country Field Service Representatives (FSR)	☐	☐
	11.3.2 Mission Planning	☐	☐
	11.3.3 Organizational/Intermediate Maintenance Support	☐	☐
	11.3.4 In-country Training Support	☐	☐
	11.3.5 In-country Weapon System Liaison Officer (WSLO)	☐	☐
	11.3.6 In-country Contractor Engineering Technical Services (CETS) Representative	☐	☐
	11.3.6.1 If 'YES', where?		
	11.3.7 Foreign Liaison Officer in the US	☐	☐
	11.3.7.1 If 'YES', how many reps of each type is the customer anticipating to assign?		
	11.3.8 Does the customer require an in-country program office representative?	☐	☐
	11.3.8.1 If 'YES', where?		

ABBREVIATIONS AND ACRONYMS

ACSA	ACQUISITION AND CROSS SERVICING AGREEMENTS
AFSAC	AIR FORCE SECURITY ASSISTANCE AND COOPERATION DIRECTORATE
AFSAT	AIR FORCE SECURITY ASSISTANCE TRAINING SQUADRON
AMC	AIR MOBILITY COMMAND
APU	AUXILIARY POWER UNIT
CCM	COMMAND COUNTRY MANAGER
CETS	CONTRACTOR ENGINEERING TECHNICAL SERVICES
CLS	CONTRACTOR LOGISTICS SUPPORT
CONUS	CONTINENTAL UNITED STATES
CPINS	COMPUTER PROGRAM IDENTIFICATION NUMBERING SYSTEM
CSTO	COUNTRY STANDARD TECHNICAL ORDER
DCMA	DEFENSE CONTRACT MANAGEMENT AGENCY
DCS	DIRECT COMMERCIAL SALE
DT&E	DEVELOPMENT TEST & EVALUATION
DLI	DEFENSE LANGUAGE INSTITUTE
ECISAP	ELECTRONIC COMBAT INTERNATIONAL SECURITY ASSISTANCE PROGRAM
ECM	ELECTRONIC COUNTERMEASURES
ETSS	EXTENDED TRAINING SERVICES SPECIALIST
EW	ELECTRONIC WARFARE
FLO	FOREIGN LIAISON OFFICER

FMS	FOREIGN MILITARY SALES
FOB	FORWARD OPERATING BASE
FSR	FIELD SERVICE REPRESENTATIVE
GFE	GOVERNMENT FURNISHED EQUIPMENT
ICAO	INTERNATIONAL CIVIL AVIATION ORGANIZATION
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
P&A	PRICE AND AVAILABILITY
PBL	PERFORMANCE BASED LOGISTICS
PFPM	PRODUCTION FLIGHT PERFORMANCE MANUAL
PHS&T	PACKAGING, HANDLING, STORAGE AND TRANSPORTATION
PMEL	PRECISION MEASUREMENT EQUIPMENT LABORATORY
POC	POINT OF CONTACT
RF	RADIO FREQUENCY
STARR/PC	SUPPLY TRACKING AND REPAIRABLE RETURN/PERSONAL COMPUTER
TCN	THIRD COUNTRY NATIONALS

TCTO   TIME COMPLIANCE TECHNICAL ORDER

USAF   UNITED STATES AIR FORCE

USG   UNITED STATES GOVERNMENT

WSLO   WEAPON SYSTEM LIAISON OFFICER

WSO   WEAPON SYSTEM OFFICER