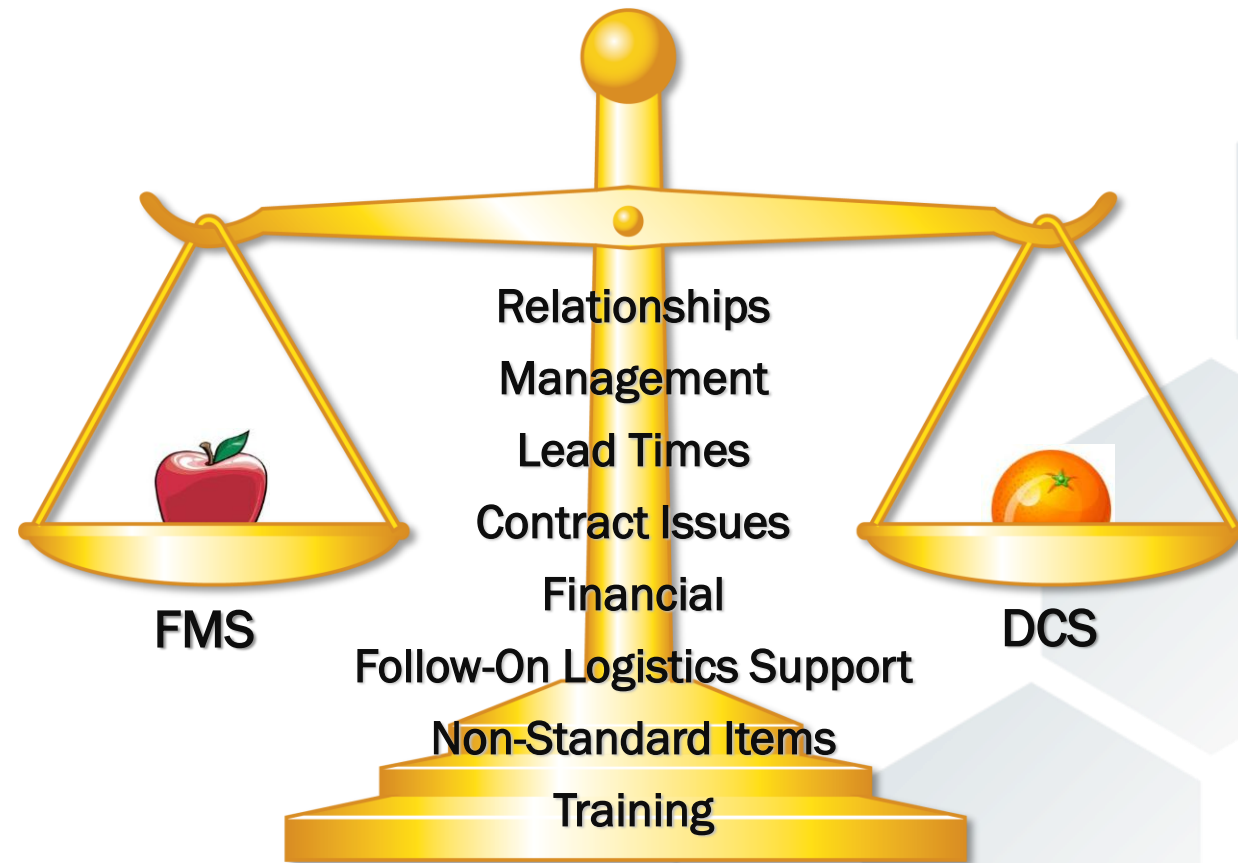
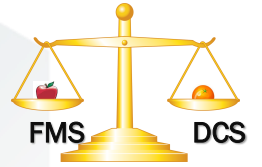


What's the Best Choice?



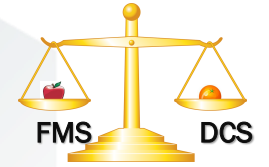
Comparison Factor: Relationships



| | | | |
|--|-----|--|-----|
| Relationship with the USG | FMS | | DCS |
| Relationship with the contractors | FMS | | DCS |
| USG support and involvement to resolve issues | FMS | | DCS |
| Partner Nation personnel can acquire professional skills, contacts, etc. | FMS | | DCS |
| Country has sense of ownership, control, & independence | FMS | | DCS |
| Interaction with undesirable parties | FMS | | DCS |



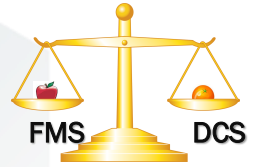
Comparison Factor: Management



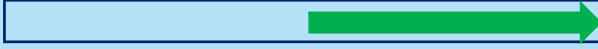









| | | | |
|---|-----|--|-----|
| Program Management | FMS | | DCS |
| Financial Management | FMS | | DCS |
| Knowledge of prior procurements | FMS | | DCS |
| Technical knowledge | FMS | | DCS |
| Level of Control | FMS | | DCS |
| Establishing priorities | FMS | | DCS |
| Export License | FMS | | DCS |
| Dispute Resolution | FMS | | DCS |
| Time Zone issues – travel costs | FMS | | DCS |
| Establishing host nation acquisition capabilities | FMS | | DCS |



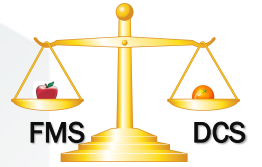
Comparison Factor: Lead Times



| | |
|---------------------------------------|---|
| FAR/DFAR Impact | FMS  DCS |
| Pay Extra for Faster Delivery | FMS  DCS |
| Potential for Fixed Prices / Delivery | FMS  DCS |
| Time to Deliver Item | FMS  DCS |
| Procurement New Contract | FMS  DCS |
| Procurement Existing Contract | FMS  DCS |
| Stock - New Requisition Blanket Order | FMS  DCS |
| Stock - New Requisition CLSSA | FMS  DCS |
| Stock - Drawdown | FMS  DCS |
| Stock - Excess | FMS  DCS |
| Stock - SDAF | FMS  DCS |



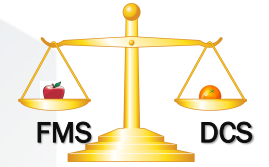
Comparison Factor: Contract Issues



| | | | |
|--|-----|--|-----|
| DoD specifications & quality standards | FMS | | DCS |
| US Warranted contracting officer | FMS | | DCS |
| Customer involvement | FMS | | DCS |
| Legal support | FMS | | DCS |
| Quality assurance | FMS | | DCS |
| Engineering support | FMS | | DCS |
| Weapon system knowledge | FMS | | DCS |
| Discrepancies | FMS | | DCS |
| Contractor performance | FMS | | DCS |
| Customized specifications | FMS | | DCS |



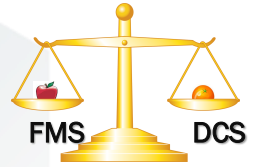
Comparison Factor: Financial



| | | | |
|---|-----|--|-----|
| Estimated price | FMS | | DCS |
| Actual price | FMS | | DCS |
| USG involved w/ financial negotiations | FMS | | DCS |
| Economies of scale | FMS | | DCS |
| FAR/DFARS | FMS | | DCS |
| Payment in various currencies | FMS | | DCS |
| Fast billing and contract closure | FMS | | DCS |
| Flexibility w/ interest bearing accounts | FMS | | DCS |
| Contractor risk – larger initial deposits | FMS | | DCS |
| Knowledge of previous negotiations | FMS | | DCS |



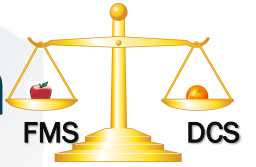
Comparison Factor: Follow-On Support



| | | | |
|---------------------------------------|-----|--|-----|
| Government expertise | FMS | | DCS |
| Contractor ability to support | FMS | | DCS |
| Government inventories | FMS | | DCS |
| Government training facilities | FMS | | DCS |
| SCO support | FMS | | DCS |
| DCS procured end item | FMS | | DCS |
| Configuration difference w/ US system | FMS | | DCS |
| Purchaser knowledge logistics systems | FMS | | DCS |
| Non-standard items | FMS | | DCS |
| Connections with suppliers | FMS | | DCS |



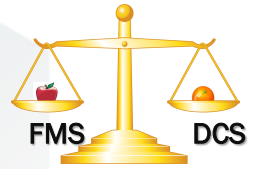
Comparison Factor: Non-Standard Item Acquisition



| | | | |
|----------------------------------|-----|--|-----|
| USG inventory | FMS | | DCS |
| PROS, SNAP, etc | FMS | | DCS |
| Identify source | FMS | | DCS |
| Lead time | FMS | | DCS |
| Control of negotiations | FMS | | DCS |
| USG experience in future support | FMS | | DCS |
| Flexibility in service options | FMS | | DCS |



Comparison Factor: Training Support/Acquisition



| | | | |
|--|-----|--|-----|
| Access to unique training facilities | FMS | | DCS |
| Real world recent expertise | FMS | | DCS |
| Flexibility in quotas | FMS | | DCS |
| Flexible schedules | FMS | | DCS |
| Flexible locations | FMS | | DCS |
| Ability to tailor training | FMS | | DCS |
| Ability to provide training in languages | FMS | | DCS |
| Low cost training | FMS | | DCS |
| Grant funded training | FMS | | DCS |



Range of Customer Participation Options

- Traditional FMS
- FMS funded with FMF
- FMS - sole sourcing
- FMS with customer participation in contracting
- FMS with industry offsets
- Hybrid FMS/DCS
- DCS with FMF
- DCS with USG contract administration
- DCS with industry offsets
- Traditional DCS



Which is Better: DCS or FMS?

