



NAITA
North Alabama International Trade Association

building a globally competitive community



USASAC Foreign Military Sales & USPACOM

North Alabama International Trade Association (NAITA)

presents

The U.S. Army Security Assistance Command (USASAC) – Focus: FMS & USPACOM

Tuesday • February 5, 2013 • Registration & Networking 1:15 p.m.

Program 1:45 – 4:00 p.m. • Networking Reception 4:00 – 5:00 p.m.

at the Chamber of Commerce of Huntsville/Madison County • 225 Church Street • 35801

The North Alabama International Trade Association (NAITA) is pleased to announce that the U.S. Army Security Assistance Command (USASAC) will present a program focusing on *foreign military sales (FMS) in the Asia-Pacific region*. Presentations will focus on FMS case development utilizing the total-package approach, visibility into the Army's contracting process, and also address potential business opportunities for materiel and training systems and those foreseen specifically within the Pacific Command's (PACOM's) area of responsibility (AOR).

The program will provide an in-depth look at PACOM in terms of existing FMS programs and future business opportunities. PACOM's AOR covers about half the earth's surface, stretching from the waters off the west coast of the U.S.A. to the western border of India and from Antarctica to the Arctic. Two of the largest economies in the world are located in the Asia-Pacific along with ten of the smallest. The AOR includes the world's most populous nation, the largest democracy, and the largest Muslim-majority nation.

USASAC is responsible for administering the FMS of defense articles and services to eligible foreign governments. The command manages more than 4,600 FMS cases valued at \$135 billion of which Asia/Pacific accounts for almost \$20 billion through the implementation of approximately 900 FMS cases. USASAC is responsible for the complete life cycle management of FMS cases, from pre-letter of request to closure. Intrinsic to these efforts are activities synchronized with the AMCOM Security Assistance Management Directorate (SAMDM) and the Army Contracting Command (ACC). The AMCOM SAMDM will provide a presentation on how FMS cases are developed consisting of a "total package" and the ACC will discuss current initiatives to provide industry visibility into the contract proposal through award process. NAITA is offering these briefings to educate the business community on FMS.

USASAC FMS & USPACOM RESERVATION FORM

Feb 5 • 1:15-5:00 p.m. • at the Chamber of Commerce of Hsv/Madison Co. • 225 Church St. • 35801
There is no charge to attend; however, advance reservations are requested as seating is limited.

NAME _____ TITLE _____

COMPANY _____ PHONE _____

ADDRESS _____ email _____

CITY _____ STATE _____ ZIP _____

Please Fax Your Reservation to: 256.532.3704 or email rsvp@naita.org.

**NAITA • P.O. Box 2457 • Huntsville, AL 35804 – Questions? 256.532.3505 or naita@naita.org.
Reservations & Cancellations Must Be Received Prior to February 1, 2013. Substitutions Accepted.**