



2024 Foreign Military Sales Symposium:

Professionalization of the Workforce and the Promise of Security Cooperation

This is the first Foreign Military Sales (FMS) Symposium hosted by the Defense Security Cooperation University's School of Security Cooperation Studies and the Office of the Under Secretary of Defense for Acquisition and Sustainment (OUSD(A&S)). It examines ways to build a stronger foundation for innovation in executing the FMS mission and informs policymakers, implementers, and researchers involved in this key aspect of U.S. foreign policy. This symposium gathers scholars and practitioners from across the Department of Defense (DoD), Department of State, interagency, academia, industry, and foreign partners, and is intended to build on the collaboration and analysis generated through DSCU's annual SC Conference.

The symposium also raises awareness and understanding among officials of foreign governments, U.S. embassy personnel, and representatives of the defense industrial base with respect to the role of DoD in implementing the FMS process. The first day of the symposium observes the Chatham House Rule. The second day, hosted by OUSD (A&S), includes a virtual component to enable maximum participation from across the FMS stakeholder community.

This one-and-a-half-day FMS Symposium features a series of plenary sessions including leaders and experts engaged in all aspects of the FMS process. Each panel, organized around facets of the FMS system, explores the challenges and opportunities that FMS presents in advancing the National Defense Strategy. The symposium will be held at the Gaylord National Resort & Convention Center in National Harbor, Maryland.

Thursday, May 23, 2024

0800 – 0830 **Registration & Check-in**

0830 – 0840 **Administrative Remarks**
Dr. Hadd Jones, Dean, DSCU's SSCS

0840 – 0900 **Welcome & Opening Remarks**
Topic: Institutionalizing Excellence in FMS
Dr. Celeste Gventer, President, DSCU

0900 – 0930 **Keynote Address – FMS and the Strategic Environment**
The Honorable Christopher Mewett, Deputy Assistant Secretary of Defense for Global Partnerships

0930 – 0945 BREAK

0945 – 1115 **FMS Planning: Understanding Partner Nation Needs**
Moderator: Mr. Ian Wexler, Director, DSCU's ISG

Panel: Mr. David Ferrari, Assistant Director for SPP, DSCA
Mr. Scott Boyd, Deputy PEO, Air Force Mobility Directorate
Dr. Julie Chalfin, Deputy Director and Chief SFCBD Department of State

Major Antony Munyeti, FMS Program Officer, Kenya Defense Force

This panel examines the challenges and opportunities of using FMS as a tool of statecraft intended to influence a partner's national security policy and defense decisions in strategically contested spaces. This panel examines approaches for collaboration with partners across the planning and implementation continuum, offering insights and evidence to help address challenges and leverage opportunities.

1115 – 1200 **Hosted Lunch**

1200 – 1230 **DSCA Workforce Initiative Update**

Mr. James Hursch, Director, DSCA

1230 – 1400 **FMS Case Development: A System of Systems**

Moderator: Mrs. Michèle H. Hizon, Deputy Director, DTSA

Panel: Ms. Laura Cressey, Director, Office of Regional Security and Arms Transfers, Department of State

BG Brad Nicholson, Commanding General, USASAC

Mr. Mario Miranda, Director of Technology, Security and Cooperative Programs, NIPO

Mr. Shawn P. Lyman, Deputy Director, AFSAC

This panel examines approaches to using FMS to advance national security objectives. Arms transfers can enhance the ability of reliable partners to develop critical capabilities but must consider issues of technology security and foreign disclosure. Concerns about the efficiency and effectiveness of FMS processes persist and take on new dimensions in an era of strategic competition. The 2023 Conventional Arms Transfer Policy, recent reviews of the FMS system, and ongoing research highlight the need for processes that effectively and responsibly develop and transfer arms, while also addressing Technology Security and Foreign Disclosure requirements.

1400 – 1415 BREAK

1415 – 1545 **Delivering Solutions to Partners: FMS Improvement Opportunities through Financing, Process Efficiency, and Prioritization**

Moderator: Mr. Alan Gorowitz, Senior Strategy Advisor, DSCA

Panel: Mr. Aaron Harding, COO and CFO, DSCA

Mr. Glenn Anderson, Deputy Assistant Director FRPE, DSCA

COL Jason Kim, Chief SCO, American Institute in Taiwan

Dr. Jennifer Kavanagh, Senior Fellow Carnegie Endowment for International Peace

This panel addresses ways to improve the ability of the U.S. government to provide defense articles and services to allies and partners and increase speed when there is a U.S. government imperative. Areas to consider include prioritizing SC community efforts, gaining efficiencies in the FMS system, and making U.S. solutions more accessible through competitive financing opportunities. How policymakers prioritize limited resources has been an enduring challenge, and developing a better understanding of how to align FMS execution efforts with foreign policy objectives and identify innovative ways to support partner acquisitions may help the United States become a more effective partner.

1545 – 1600 BREAK

1600 – 1730 **FMS Infrastructure: Industrial Base**

Moderator: Dr. Hadd Jones, Dean, DSCU's SSCS

Panel: Dr. Douglas Ollivant, Managing Partner, Mantid International

Ms. Sara Bryant, Chief of Weapons, DSCA

Mr. Peter Venoit, Senior Logistics Analyst, DSCU

Mr. Paul Cormarie, Policy Analyst, RAND

This panel explores the foreign military sales infrastructure based on the industrial base necessary to meet the demands of foreign partners. It will help to create a shared understanding of challenges, and opportunities that enhance timely delivery of capabilities while maintaining quality control that enhance the efficiency and effectiveness of FMS infrastructure within the industrial base.

1730 – 1845 Reception

Friday, May 24, 2024

0830 – 0845 **Admin Remarks**

Dr. Hadd Jones, Dean, DSCU's SSCS

0845 – 0930 A Conversation with the Honorable Cara Abercrombie, Assistant Secretary of Defense for Acquisition, and Ms. Madeline Mortelmans, Acting Assistant Secretary of Defense for Strategy, Plans and Capabilities
Moderator: Mr. Michael F. Miller, Deputy Director, DSCA

0930 – 0945 BREAK

0945 – 1130 **Defense Industry Perspectives**

0945 – 1030 **Industry Challenges with the FMS Process**

Moderator: Ms. Stephanie Kostro, EVP of Policy, Professional Services Council

Panel: Ms. Melissa Benkert, Director, International Cooperation, OUSD(A&S)

Mr. Mark Webber, VP Global Programs & Policy, Lockheed Martin

Mr. Eric Hamlin, Director of Business Development, ACT1 Federal Industry is critical to the success of the FMS program. This panel would focus on industry-identified challenges to efficient, effective implementation of FMS contracting. Issues include, but are not limited to, technology security and foreign disclosure, impacts of protracted timelines, and support for nonstandard programs.

1030 – 1045 BREAK

1045 – 1130 **Ramping the Industrial Base to Meet Global Demand**

Moderator: Mr. Dak Hardwick, VP International Affairs, Aerospace Industries Association (AIA)

Panel: Mr. Josh Bowers, Deputy Director Weapons Division, DSCA

Mr. Ray Meinhart, International Agreements Policy, OUSD (A&S)

Ms. Jen Hanley, VP International Government Relations, L3Harris Technologies

Mr. Christopher King, Anduril Industries

The ability of U.S. government and industry to work collaboratively to support allies and partners is under increasing scrutiny amidst surging global demand for defense capabilities. This panel will discuss the strategic imperative of ramping up the defense industrial base and facilitating opportunities for co-production and co-sustainment.

1130 – 1145 Conclusion