



Marine Corps Systems Command



Brian Kummer, Division Chief
Cooperative Engagement
International Programs Directorate





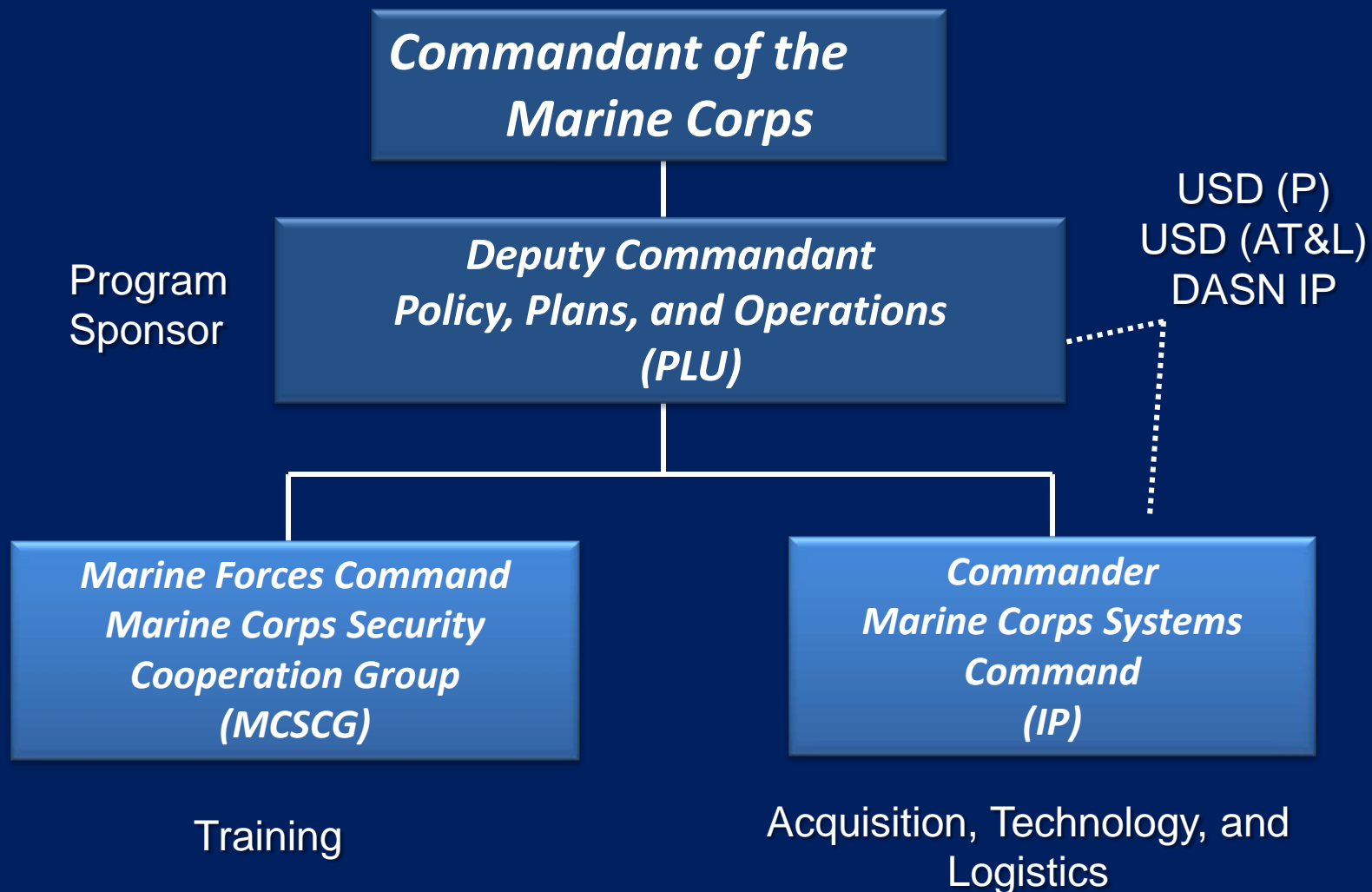
Agenda



- United States Marine Corps Overview
- Marine Corps Systems Command Organizational Chart
- International Programs Directorate Organizational Chart
- Area of Responsibility
- Case Execution
- Typical Sales
- Challenges
- Points of Contact



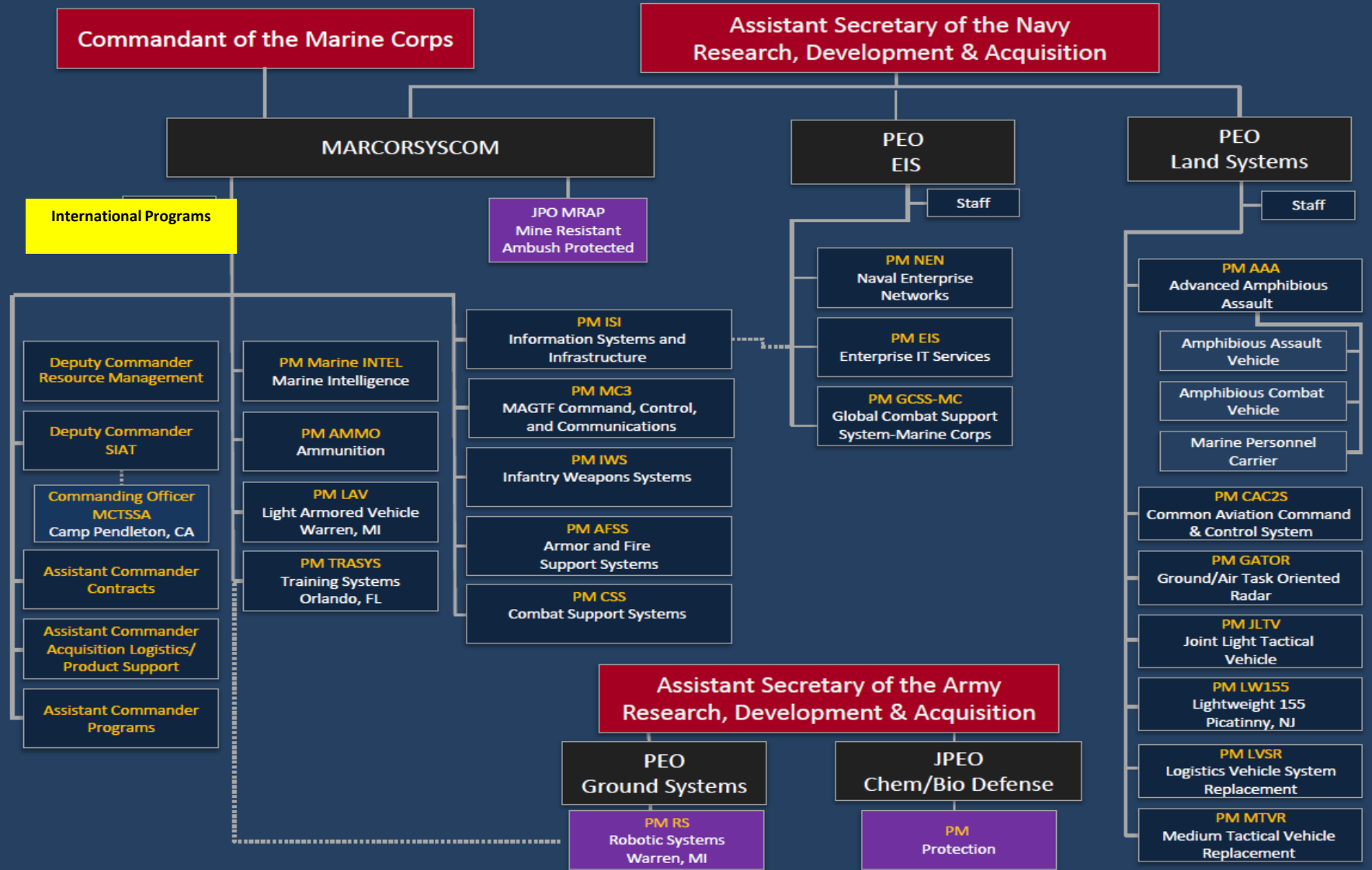
United States Marine Corps





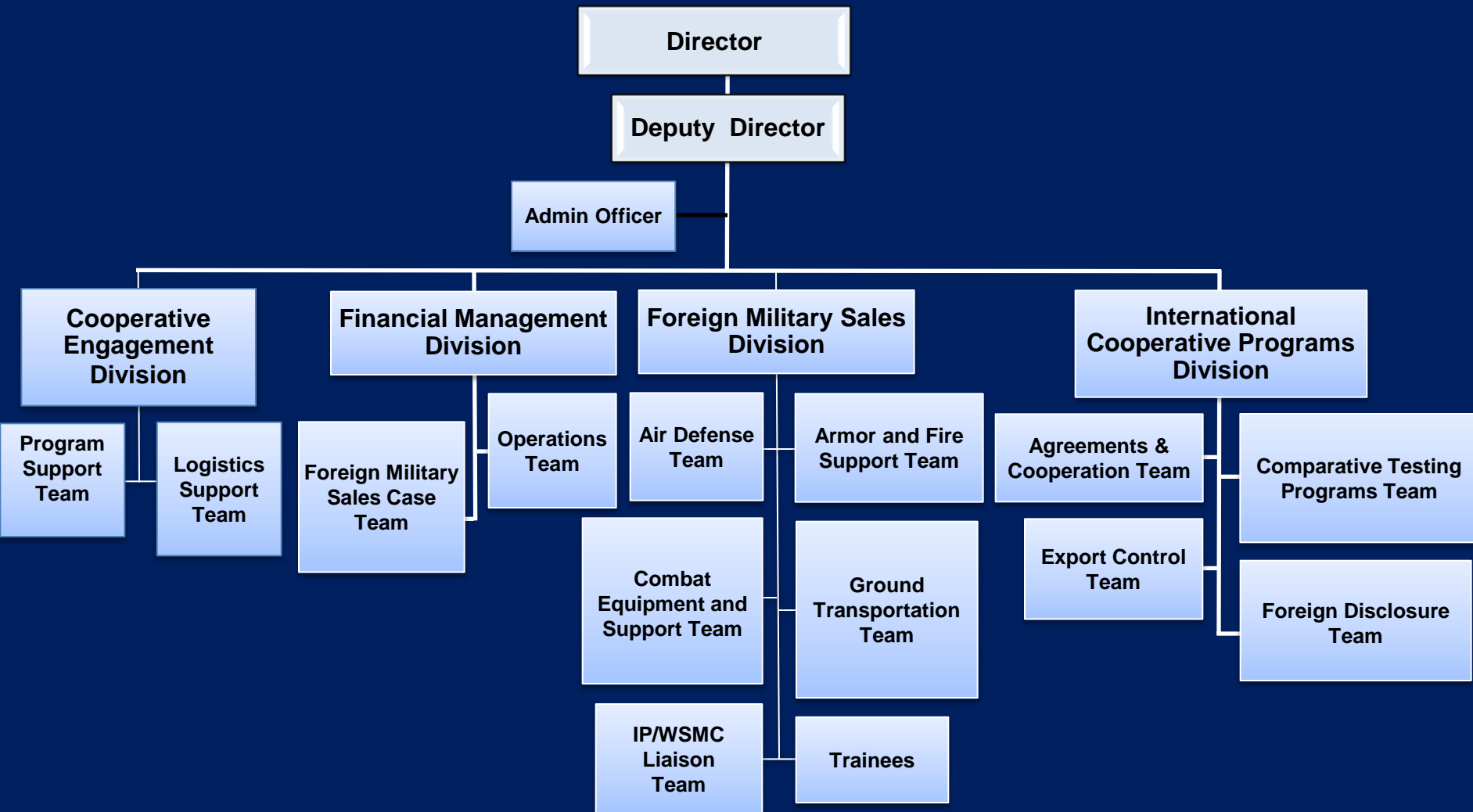
Marine Corps Systems Command

MCSC ORGANIZATION





International Programs Directorate





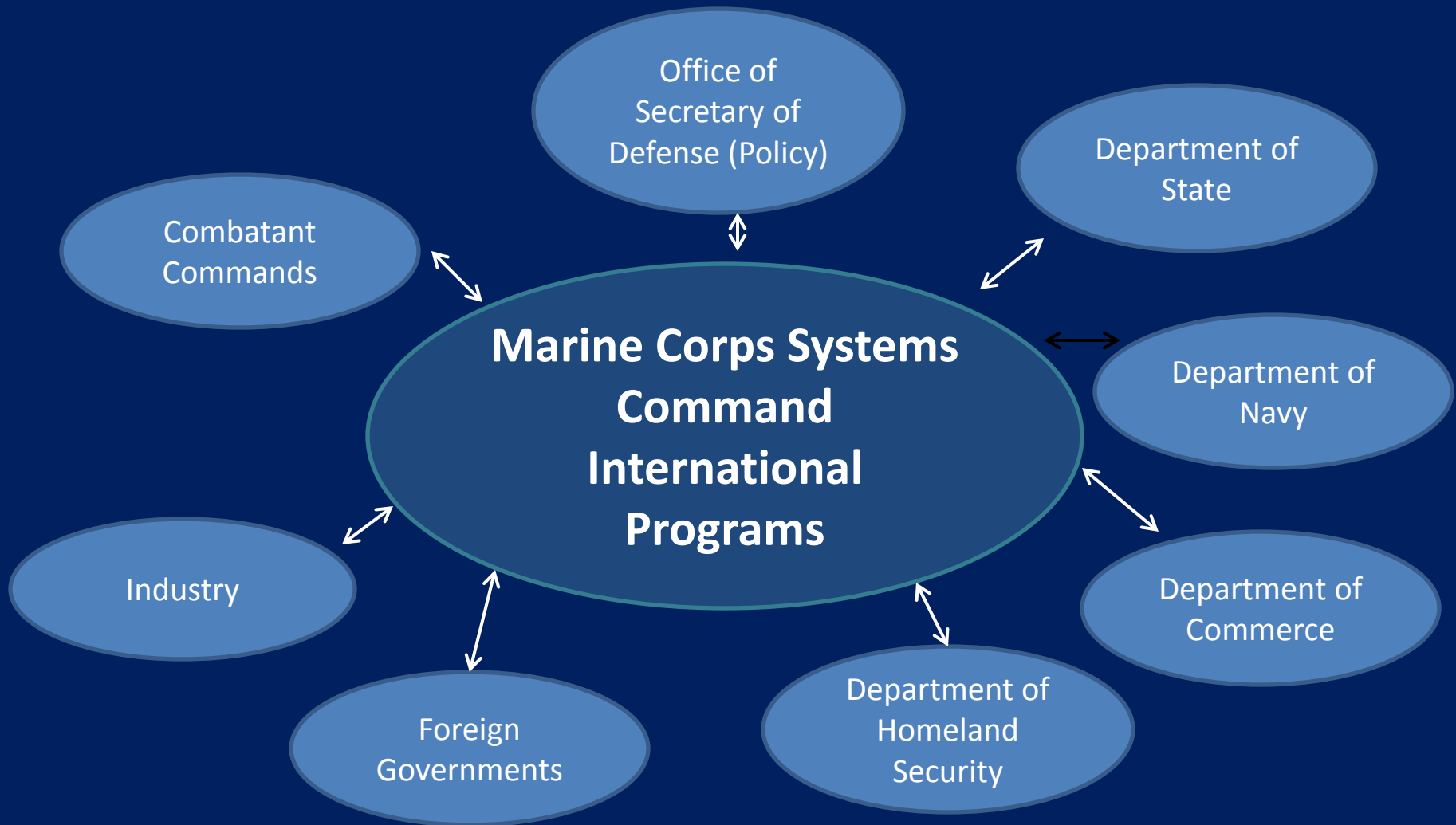
Areas of Responsibility



- Serves as Advisor to the Commander on all USMC International Programs
- Executes all Security Cooperation Programs effectively and efficiently while meeting foreign and domestic war fighter needs

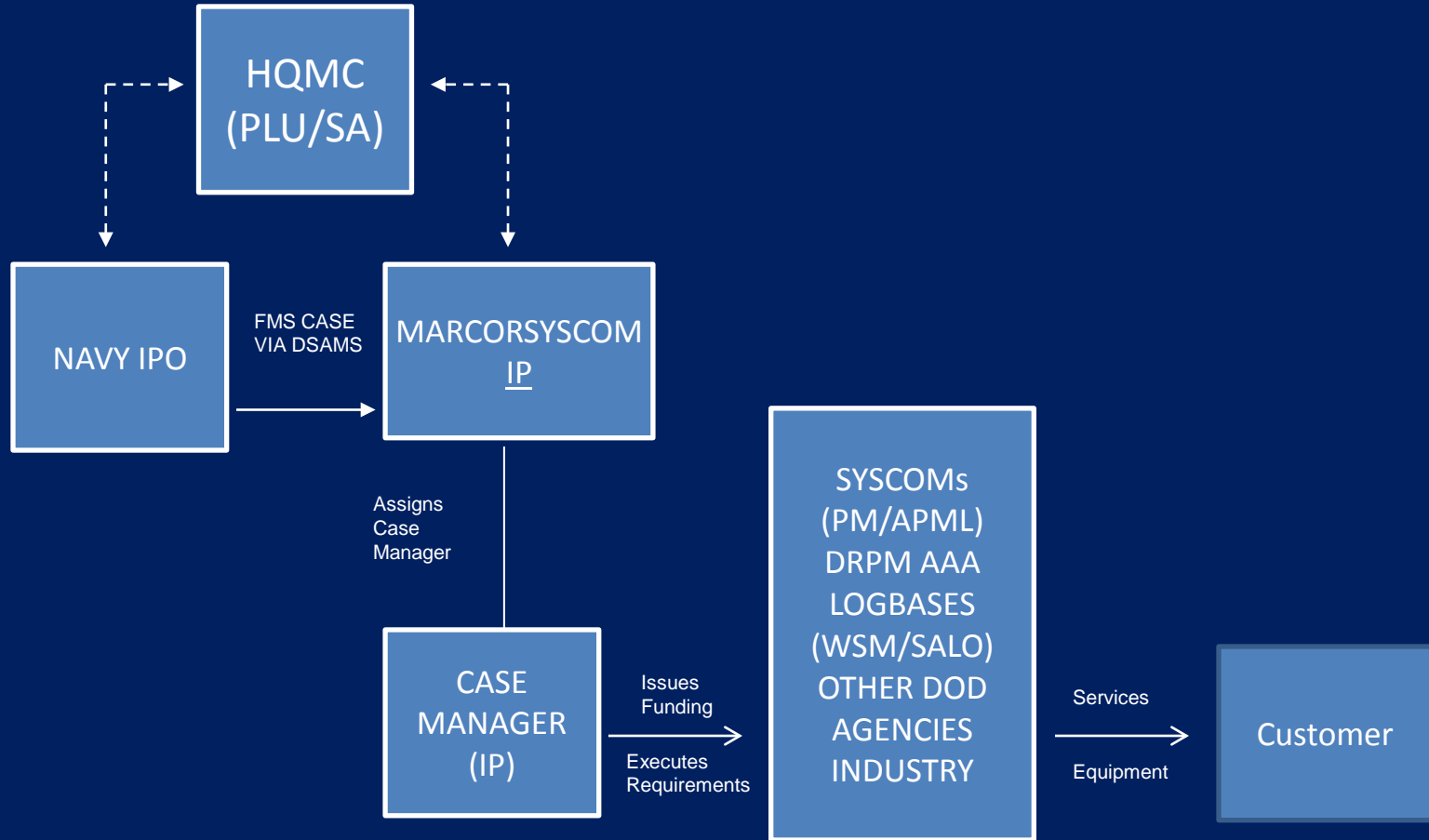


Case Execution Circle





Case Execution Process





Typical Sales



- FMS Division develops FMS cases using a total package approach by providing customers equipment, spare parts, publications, training and support.
 - USMC FMS Cases provide:
 - USMC Primary Inventory Control Activity equipment
 - USMC Executive Agent equipment
 - Sale of Defense Articles
 - New production
 - Incorporate FMS requirements into USMC production lines
 - Sale from stock/inventory
 - Replacement-in-Kind
 - Replacement with an improved item (USMC Return on Investment)
 - No replacement inventory (US Treasury)
 - Excess Defense Articles



Major Equipment



- Armor and Fire Support
 - Assault Amphibious Vehicles
 - Light Armored Vehicles
- Air Defense
 - AN-TPS 59/63/65 Radars
 - SPS-48E Land Base Radars
- Ground Transportation
 - Mine Resistant Ambush Protected Vehicles
 - MTRVs
- Combat Equipment Support
 - IDDs
 - Mine Rollers
 - Small Arms



International Business Portfolio



\$2.1B



136 total open cases

37 countries



Challenges



- Doing more with less



Points of Contact

Mr. Steve Manchester
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Mr. Rick Wienert
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Ms. Vickie Mitchell
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