



FMS Acquisition for the 21st Century

“Doing FMS Differently”

May 2024

Presented to: Combined Naval Event, Farnborough, UK

Presented by: Mr. Scott Kuhns, Naval Air Systems Command



Agenda

Utilize core principals to allow the creation of “Partner First” solutions to long standing FMS Country Concerns

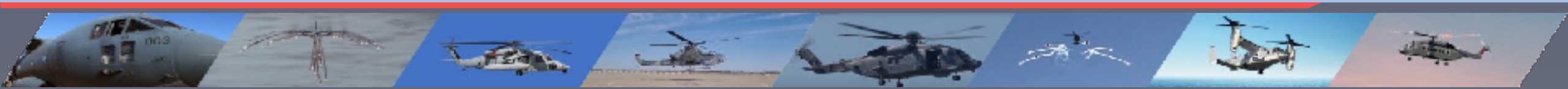
NAVAIR Overview

- FMS Mission / Capabilities
- FMS Team
- Accomplishments

NAVAIR FMS Business Model

- Priorities
- Support & Sustainment
- Business Process

Q&A



NAVAIR History

1911

First Navy aircraft purchased from the Glenn Curtiss company of Hammondsport, NY



Congress established Bureau of Aeronautics (BuAer) to create a single organizational home for naval aviation

Rear Admiral William A. Moffett named first Chief of BuAer

1921



At the start of World War II, the Navy had **1,800 combat aircraft**. By the end of the war, the Navy had **41,000 total aircraft**.



1959

BuAer merged with Bureau of Ordnance to form Bureau of Naval Weapons



Naval Air Systems Command (NAVAIRSYSCOM) established

1966

1985

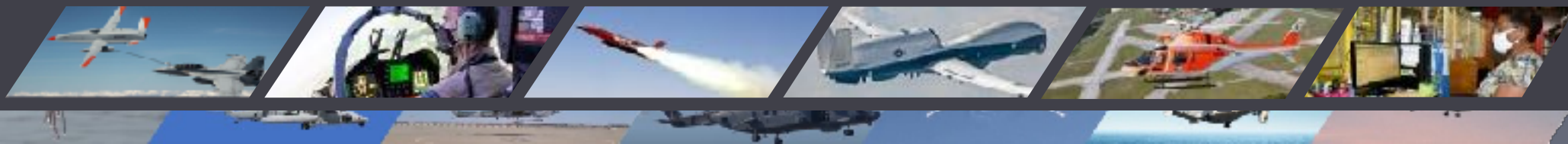
NAVAIR now reports directly to Chief of Naval Operations



NAVAIRSYSCOM moves to Patuxent River Naval Air Station

1996

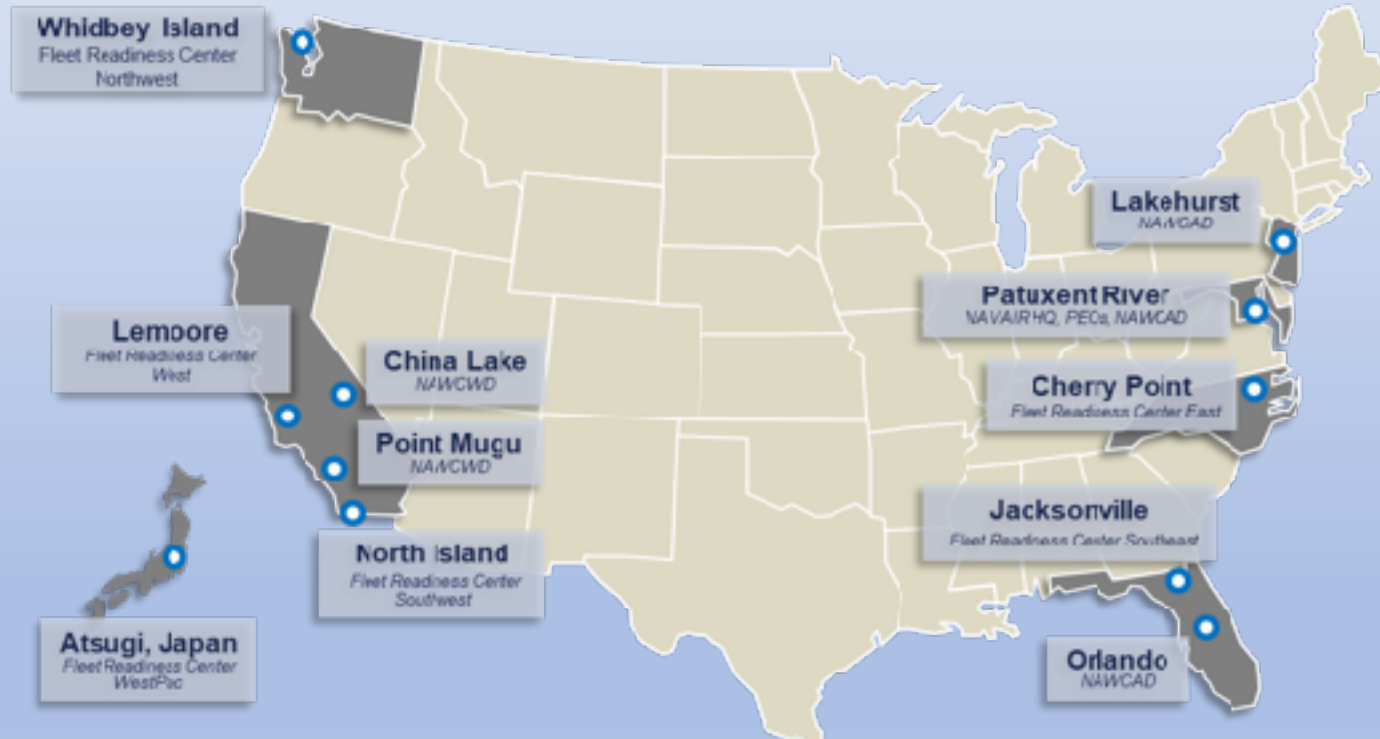
today





NAVAIR FULL Life Cycle Program Support

Support Requests from Partner Nations	Offer Country Specific Solutions	Acquisition and Delivery of Products	Operator and Maintainer Training	Product Installation	Sustainment & Long Term Support
---------------------------------------	----------------------------------	--------------------------------------	----------------------------------	----------------------	---------------------------------



Over 43,000 Team Members Located Across the US

(many member support both domestic and FMS programs)

Products



Tactical Aircraft



Air ASW, Assault & Special Mission



Unmanned Aircraft & Strike Weapons



Common Systems, Mission Systems, Training, ALRE

PEOs





NAVAIR International Programs

A group of approximately 1,250 professional team members supporting international work at eight geographic sites within nine commands, eight competencies, and 32 program offices; managing a portfolio of more than 1,193 open cases for +87 countries with an overall value of \$92.7B in open cases





Recent Accomplishments



★ FMS Team

Established a stellar FMS team across all program departments, then challenged them to do things differently (Better / Faster / Cheaper)



Acquisition

Allowing various FMS Offices to assume direct management of acquisition contracts for systems entering the sustainment phase of product life



Dedicated FMS Labs

Established labs to timely address FMS unique requirements. Saved customers years of waiting for access to shared resources



Resource Pooling

Maintaining FMS spares pool with excess defense article assets, saving customers \$\$\$ and time



VIP Solutions

Rapid acquisition and installation of complete EW solutions for high priority customers



Aircraft Integration

Saved FMS customers \$25M+ by providing aircraft modification and installation services



User Groups

Currently just held the 6th annual User Group for the APR-39 system. Participants have saved >\$25M in sustainment and software development costs alone



Streamline Cases

Encouraging FMS teams to leverage current cases and streamline case load work to benefit FMS customers and funding lines



Delivering Results

+135 FMS Customers

>45 Variants of Strike / Assault / Transport Aircraft

Responsible for Multiple Equipment & Products / Variants

Managing 1196 Active FMS Cases*

Overseeing \$92B of Total Cases



NAVAIR International Business Model

DEVELOP FMS case(s) that cover cradle to grave full life cycle support of the program

PROVIDE readily available products at economy of scale pricing from full rate production procurement contracts

IMPROVE product “box” value by employing the capability across multiple platforms

CRITICAL THINKING customer driven solutions for the future / present / and correcting the past

Provide customers the ability to procure products / capabilities at economy pricing while establishing forums where all partner nations specific requirements / concerns, past / present / future can be addressed





Priorities and Focus Areas



- Deliver what partner nations need now
- Improve how we deliver, integrate, test, field and sustain products and capabilities
- Affordability and sustainability across three-time frames – today, tomorrow and in the future
- Measure success based on partner nations' ability to engage the threats

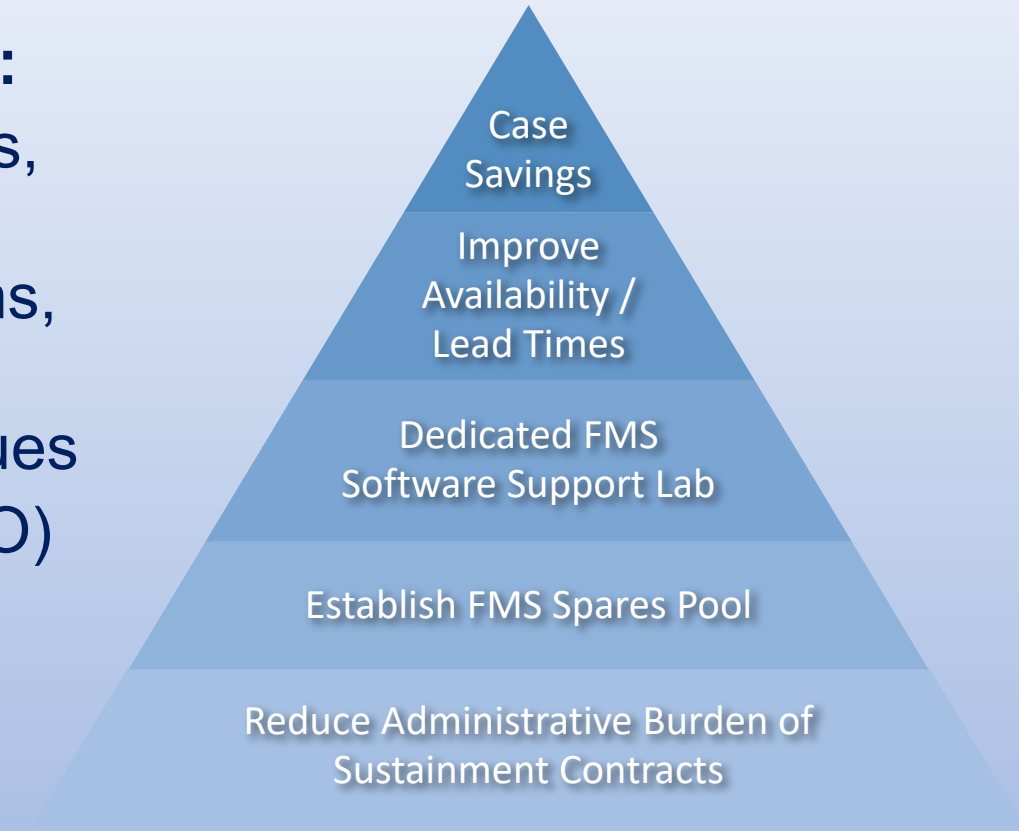
Deliver the warfighting capability our customers need to win, at a cost they can afford, while focusing on long term sustainment



Logistics Support and Sustainment

Examples of NAVAIR International Focus Areas:

- Consolidate customer requirements for spares, repairs and sustainment
- Shared development cost of FMS unique items, such as pubs and training material
- Monitor, identify and correct maintenance issues
- Defense Reutilization Marketing Office (DRMO) provides equipment resources for a fraction of the cost



Government Agencies need to be thinking outside the box of “acquisition” for Repair



FMS New Business Process



Building a versatile FMS Case with the flexibility to adapt to program needs is critical to executing a successful program:

- Understand the customers specific needs and operations
- Incorporate Lessons Learned
Policy Process Improvements
- Maximize Cost Sharing
- Encourage Group Cooperation / Development
- Full Program Life Cycle Support

Creating a success program starts with pulling together the right team with the experience of putting all the program pieces together while focusing on our partner nation specific needs



Closing Remarks

*“Utilize basic concepts that are the foundations of the what separates NAVAIR PMA272 FMS from all other services and contractors:
BETTER / FASTER / CHEAPER”*

CORE PRINCIPALS



Start with the User

Focus on outcomes that matter to the customer



Change the Game

Be bold. Think outside the box.
Innovate, learn and improve



Win Respect

Build a strong, successful team through respect, encouragement and appreciation

Partner Driven:

- **Have an abundance vs. scarcity mindset.** How we will succeed vs. why we can't succeed
- **Time is money.** How can we reduce delivery schedule, improve availability and achieve long term sustainability goals
- **Strength through partnerships.** Increase collaboration and trust

Partner / NAVAIR Driven:

- **Include everyone on the team.** Invite inquiry and healthy debate
- **Affect change.** Create solutions that will benefit the greater “group” of partner nations rather than individual solutions

- **Practice “Appreciative Inquiry.”** Find what’s working, then teach others, expand upon success

NAVAIR Team Driven:

- **Be cost conscious.** Every dollar counts
- **Be bold.** Challenge costly practices, look for a better / more efficient way to meet the requirement
- **Be goal oriented.** Status quo is not acceptable. Always





Questions

Scott Kuhns

NAVAIR SSCO

mobile: +1 240-496-5693

Email: scott.l.kuhns.civ@us.navy.mil

Utilize core principals to allow the creation of “Partner First” solutions to long standing FMS Country Concerns

