

## *Education and Training*

### **Defense Institute of Security Assistance Management Mobile Education Team to the NATO Maintenance and Supply Agency**

By

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A DISAM Mobile Education Team (MET) completed a one-week Foreign Purchaser Course (SAM-F) for the NATO Maintenance and Supply Agency (NAMSA) in Capellen, Luxembourg, between 27 September and 1 October 2004. The NATO Airborne Early Warning and Control (NAEW&C) Programme Office requested this training which was conducted by Mr. Eddie Smith, Lt Col Bill Rimpo, USAF and Mr. Don Mc Cormick. In all, 30 students completed the course.

This was the first ever MET performed at NAMSA, and the third for the NAEW&C community. The request originated from the NAEW&C Main Operating Base at Geilenkirchen, Germany and Force Command during a U.S. Air Force Security Assistance Center (AFSAC) Foreign Military Sales (FMS) program management review. The objectives were to review current FMS policies and procedures for the NAEW&C members. The NAEW&C program's primary concerns were in the area of planning and resource processes, requirements generation, budgeting, acquisition, and sustainment within a U.S.-host country security assistance relationship. DISAM also covered U.S. laws, policies, and procedures governing the security assistance program. The course was tailored to present significant aspects of the FMS program emphasizing logistics support and pricing of security assistance services such as manpower. Within the different blocks of instruction, it was clear

that there were significant enhancements to the students' understanding of the management of U.S. security assistance resources; knowledge of customer responsibilities as individual security assistance resource managers; and a greater understanding of the need and vehicles for communications between the purchaser country and U.S. supporting agencies.

The course was taught in the NAMSA Conference Facility. Although the course was primarily for military and civilian members of the NATO airborne warning and control system (AWACS) community, the course was also open to students from several other NAMSA programs as well as members of the Luxembourg Army.

Opening remarks were provided by the Chief of the Material Management Center, Mr. William Moravek who stressed the importance of FMS support to the various NAMSA programs and NATO weapons systems. For 45 years, NAMSA has been the principal NATO logistics agency. It is the largest of the NATO agencies, with an international workforce of some 950 logisticians, engineers, contracting officers, and administrative support personnel drawn from the NATO nations. NAMSA has additional logistics operations outside Luxembourg that include its Southern Operational Centre in Taranto, Italy, the HAWK Logistics Management Office located near Paris, France, and an in-place logistics support office at the Kabul International Airport in



**P. Woollard  
Team at NAMS's front gate.**

Afghanistan. Additionally, NAMS has staff co-located with the U.S. Army Aviation and Missile Command in Huntsville, Alabama, at the NAEW&C Force Command at SHAPE Headquarters in Mons, Belgium, at the NAEW&C Procurement Management Agency in Brunssum, The Netherlands, and at the NATO AWACS main operating base in Geilenkirchen, Germany. NAMS's business philosophy is simple and effective: by consolidating nations' requirements for maintenance, engineering and supply management services, it can leverage its buying power to purchase economic quantities of materiel generating significant cost avoidance. This may also avoid the potential of individual nations competing for resources coming from the same vendor. It also provides the ability to centrally stock materiel requirements and distribute economically for the participating nations.

Highlights of some of the topics presented to the students include the October, 2003

DSCA policy letter pertaining to Supply Discrepancy Reporting (SDR) transportation reimbursement policy. Part of Mr. Smith's SDR lesson addressed the policy letter and emphasized its significance in that it allows for some of the customer's transportation cost to be reimbursed. The training syllabus also covered the use of the MILSTRIP Supply Assistance Request (SAR), and management actions which must precede the submission of SARs. Several other topics generated excellent student/instructor discussion. Pricing manpower services and the different cost recovery categories were discussed in detail. Transportation issues focused on the challenges being encountered as a result of customs and export changes since September 11, 2001. Another topic which generated lively interaction was Lt Col Rimpo's lesson on the roles and responsibilities of the U.S. as it pertains to contracting and the role of the international purchaser.

Mr. Jim Wright, Chief of the Supply, Services, and FMS Support division for the NAMS AWACS Program, Mr. Phil Woollard, and Mr. Nico Armao, members of his section, were especially helpful during the visit. In preparation for the course, Mr. Wright and Mr. Woollard worked with DISAM to adjust the schedule and work out all support issues. The outstanding administrative support from Ms. Scheer and Mr. Ridosh in preparing diplomas, collecting and distributing the training materiel, and arranging all accommodations was also greatly appreciated.

Teaching at NAMS was a challenging and interesting opportunity. Based on DISAM observations and student feedback, the course met the educational requirements and objectives; providing students with an overview of the Security Assistance program. The members from the NAEW&C at NAMS, the main operating base and Force Command office

expressed their desire to establish a recurring training program.



**Group photo of NAMS students.**



**DISAM Instructor presents a Luxembourg Army student with the DISAM pin.**



**Members from Force Command and the Main Operating Base, during class session.**