



Acquisition Directorate

Capacity Building and Commercial Opportunities in USCG Foreign Military Sales

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Sea, Air, Space

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Why Foreign Military Sales (FMS)?

- Build Partner Capacity
 - Gain Access and Influence
 - Deliver In-Theater Capability in Support of COCOMs
 - Achieve CG Regional Objectives
 - Strengthen Maritime Governance
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- Smooth / Stabilize / Extend Production
 - Share Overhead Costs
 - Sustain Vendor Base
 - Avoid Ship Disposal Cost



Why USCG FMS?

Broad mission set (11 statutory missions), like your maritime security forces

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Large AOR - 12th largest fleet worldwide, responsible for 95,000 nm of coastline



Acquisition of the most capable, cost effective assets

International focus on developing institutions and capabilities for maritime governance and building long-term partnerships

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Experience: USCG FMS has delivered over 540 assets with a value of over \$1.1 billion to 75 partners over the past 20 years



Partner of choice



Building Capacity – Recent Activities

- **Delivered 9th WHEC (Sri Lanka) following 7-mo maintenance/training period**
- **Transferred 7th/8th Island WPBs (Ukraine), entered 8-mo maintenance/training period**
- **Delivered 17 – 38ft response boats (Bangladesh, Dutch Caribbean CG)**
- **Tested/accepted 8 – 35/38ft response boats (Bangladesh, Latvia)**
- **Tested/accepted first 3 – FMS RB-Ms (Jordan, Bahrain)**
- **Awarded contracts for 9 – 38/45ft response boats (Costa Rica, Vietnam)**



Opportunities in New Procurement

- Bangladesh – Response Boats
- Vietnam – Response Boats
- Philippines – Riverine Boats
- Saudi Arabia – Response Boats
- Tunisia – Near-Shore Patrol Boats
- Yemen – Response Boats
- CENTCOM – Response Boat-Medium (RB-M)



Opportunities in EDA

- **High Endurance Cutters (WHECs)**
 - FY20-21: Last 3 WHECs
- **Island Class WPBs**
 - FY20-23: Last 20 WPBs
- **Medium Endurance Cutters (WMECs)**
 - Starting in FY23/24: 28 WMECs
- **Coastal Patrol Boats**
 - Starting in FY23/24: 69 CPBs

