

Puma, RQ-20 DDL  
Customer Checklist

Here is a list of questions that will assist the customer in developing a Letter of Request (LOR) for the Puma, RQ-20, Unmanned Aircraft System (UAS). This checklist was developed in coordination with the US Army's UAS Project Manager's Office. Please have the customer include the responses to these questions in the LOR. This will assist us in developing a Total Package Approach Letter of Offer and Acceptance (LOA).

1. What type of Puma system does the country want to purchase?

- Standard Configuration Block II
- Standard Configuration Block II with any of the following options:  
Underwing Expansion Bay, Pocket DDL RVT

2. How many Puma systems does the country want to purchase?

Each Puma system consists of:

- 3 each Air Vehicles (AV) per system.
- 3 each Gimbal Payloads
- 1 each Ground Control Unit (GCU) per system/Remote Video Terminal (RVT) per system.
- 10 each rechargeable Lithium Batteries for AVs.
- 10 each rechargeable lithium batteries for GCU
- Universal Battery Recharger
- 1 System Field repair Kit/Spare Parts Kit.
- 1 Reconnaissance, Surveillance, Target and Acquisition (RSTA) Kit

3. The Puma, RQ-20 UAS is not organically supported by the US Army and requires no US support contractor personnel to be collocated in country. A Contractor Logistics Support (CLS) contract is required to provide depot maintenance, and spare/consumable parts. In order to price CLS in the LOA, request the customer identify the number of launches per year (OPTEMPO) and the desired period of performance. Please identify how many years of support is requested.

- High OPTEMPO - 300 missions per year
- Normal OPTEMPO - 200 missions per year
- Low OPTEMPO - 100 missions per year

4. How many persons will be trained? Two persons can be trained per system. English Comprehension Level of 80 is required.

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5. Where does country want training to take place?
  - OCONUS (specify city in country)
  - CONUS (Redstone Arsenal, Alabama, USA)
  
6. What type of funding is country planning to use (Country funds, FMS Credit, BPC, etc)?
  
7. Does the customer have National Geo-Spatial (NGA) agreement through the USG? If not, do they have digital mapping resources? If so, what map format? (for example: Digital Terrain Elevation Data (DTED), Compressed ARC Digitized Raster Graphics (CADRG) 1:5 M to 1:500 K, or controlled Image Base (CIB)? If a country does not have a bi-lateral mapping agreement with the National Geospatial Agency, it may be possible to procure the necessary mapping products under the FMS case.
  
8. Which specific location shall the Pumas deliver to?
  
9. Does the customer have a freight forwarder?
  
10. Does country require any Program Management Reviews? If so, how many per year?