

# Unmanned Aircraft System (UAS) Foreign Military Sales (FMS) Case Development Checklist

**Background / Purpose:** The enclosed checklist was developed by the US Army's Unmanned Aircraft Systems (UAS) International Program Office to support case development efforts focused on the procurement of UAS services and support.

The information requested below will assist in developing a Total Package Approach Letter of Offer and Acceptance (LOA). All equipment and capabilities are subject to approval for release, and does not confirm that any item(s) is or will be available. Not all of the capabilities listed below apply to every platform.

## Section I: General Program Characteristics

1. What is the source of funding for this effort [i.e. FMS Country funds, Building Partnership Capacity (BPC) funds, etc.]?
2. Has the country completed an internal assessment and identified a specific system they wish to procure?
3. What was the supporting rationale utilized to make this determination?
4. If the country has identified a specific system that they wish to procure, is it country's intent to source it from the Original Equipment Manufacturer (OEM) [**FMS Funded Cases Only**]? Below is a list of Systems / OEMs currently supported by the PM UAS IPO:

### U.S. Army Program of Record Systems:

- |                          |                     |
|--------------------------|---------------------|
| a. RQ-11B, Raven UAS-    | AeroVironment, Inc. |
| b. RQ-7B, Shadow v2 UAS  | Textron Systems     |
| c. MQ-1C, Gray Eagle UAS | General Atomics     |

### U.S. Army Non-Program of Record Systems.

- |   |                     |
|---|---------------------|
| d. RQ-12B, Wasp All Environment (AE) UAS -  | AeroVironment Inc.  |
| e. RQ-20B, Puma All Environment (AE) 3 UAS- | AeroVironment, Inc. |
| f. Puma Long Endurance UAS-                 | AeroVironment, Inc. |
| g. Aerosonde UAS                            | Textron Systems     |

5. How many systems is the country seeking?
6. Does country have a not to exceed (NTE) funding threshold for the UAS(s) services and support?
7. Does country have a Freight Forwarder that will be utilized to support equipment delivery?
8. Does country have a requirement for periodic Program Management Reviews (PMRs) Outside of the Continental United States (OCONUS)? If so, how many per year?

*Note: Recommend one (1) per year for the duration of the program if required.*

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## Section II: System Operational Characteristics

1. What type of mission set(s) is this system intended to support? Select one or more of the following:

- a. Reconnaissance
  - b. Surveillance
  - c. Target Acquisition
  - d. Attack
  - e. Other [Specify]
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2. What type of element will employ each system?

- a. Team [2 or Less Personnel]
- b. Platoon [~ 28 Personnel]
- c. Company [28+ Personnel]

3. What type of element will the system(s) be utilized to support? Select one of the following:

- a. Small Elements [Tactical Team - Battalion Size Element]
- b. Medium Element [Equivalent to a Brigade]
- c. Large Element [Division / Corp or Higher]

4. What are country's requirement(s) governing transportability of the system [i.e. man-portable or vehicle transported, etc.]?

5. What are country's takeoff and landing requirements?

- a. Is runway independence required [i.e. system must not be dependent on a runway for operations]?
  - b. What amount of support equipment is acceptable [i.e. minimal support equipment only, launcher only, or launcher and specialized landing systems is acceptable]?
  - c. Other [Specify]
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6. Does country have a requirement for Remote Video Terminals (RVTs) to support video dissemination?

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## Section III: System Technical Characteristics

1. What are country's performance requirements?
  - a. Endurance [Hours]
  - b. Operating Range [Kilometers (km)]
  - c. Max Operating Altitude [Mean Sea Level (MSL)]
  - d. Other [Specify]

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2. What are country's payload requirements?
  - a. Do payloads need to support Electro-Optical (EO) / Infrared (IR) Imagery
  - b. What country's zoom and resolution requirements [i.e. EO: 5-15MP x 50x Zoom, IR: 640 x 512 pixels x 4x Zoom]?
  - c. Do payloads need to support target marking utilizing a Class 3B laser pointer?
  - d. Does country have a requirement for payloads to designate targets for laser guided munitions?
  - e. Do payloads need to support Communications Relay?
  - f. Does country have a requirement for systems to carry munitions?
3. What are country's frequency and waveform requirements?
  - a. Does country have a requirement for systems to transmit information utilizing a specific frequency band?
  - b. Does country have a requirement for system to utilize a waveform that is interoperable with North Atlantic Treaty Organization (NATO) countries?
4. What are country's requirements for Datalink Encryption requirements?
5. What are country's system navigation requirements?
  - a. Does country have a requirement for the system to support autonomous flight utilizing preprogrammed mission parameters [i.e. flight plan navigation]?
  - b. Does country have a requirement for secure GPS?

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## Section IV: Services and Support

1. What are country's training requirements?
  - a. Where will training be conducted [CONUS / OCONUS]?
  - b. How many total system operators does country intend to train?
  - c. How many total system maintainers does country intend to train?

*Note: Maintenance training is part of the standard operator training course material for some systems.*

- d. How many classes is country seeking?
- e. Does country have a requirement to qualify system instructors / trainers? If so, How many?
- f. Does country have a requirement for simulators? If so, how many?

*Note: Instructor / Trainer training will require a separate course. .*

2. What are country's sustainment requirements?
  - a. How many years of sustainment support is country seeking?
  - b. What is countries anticipated Operational Tempo (OPTEMPO) in terms of number of flights or hours / system / year?
  - c. Is country seeking repair services?

*Note: Repair services generally requires a sustainment period of 2 years or greater. Repair services are not available for all systems.*

- d. How many operational sites does country have a requirement to conduct operations from? Where are these sites located?
- e. Does country have a requirement for in-country maintenance support via Field Service Representatives (FSRs)? How many sites require FSR support?