

Figure C5.F13. Case Development Extenuating Factor Operational Definitions

#	Section
1	First Time Purchase of Defense Article or Service
2	First Time FMS Purchase
3	Special Acquisition
4	System Different than US System
5	Detailed Release/Disclosure Coordination Required a. Technology Release b. Policy Release
6	Complex Pricing Effort Required a. Contractor pricing delays
7	Extraordinary Coordination Required inside and outside IA b. Congressional notifications c. Waivers required d. Excess Defense Articles
8	Incomplete LOR a. Changing Requirements
9	Funding Issue
10	Other—Unique Circumstances

Case Development Extenuating Factors

1. **First-time purchase of a defense article or service** - Initial sale of a specific major defense item to a country. Requires assessment/planning/acquisition of infrastructure/facilities/supply chain/technical training/organizational training/force restructure/force realignment and/or employment/doctrinal development support.

AF - Introduction of major system sale (i.e. F-16, F-15, F-35, MQ9, etc.).

2. **First-time FMS purchase by a country or international organization with limited experience In FMS** - Sales to countries or international organizations with limited or no experience with USG FMS. The experience and culture of the customer is the focus of this CDEF.

(Normally, working with relatively new countries or international organizations requires more time to educate the customers on how FMS works and the time required to walk them through the process.)

3. **Case requires engineering, system Integration, or special acquisition** - Any case requiring developmental engineering, systems integration or special acquisition to replace, augment or improve end item baseline subsystems, components and/or parts.

This could include major system cases pulling numerous systems together for integration into a major weapon system platform. Efforts Include systems where tactical data links are required such as Link 16. Special acquisition, or integration requirements for Installation of non-US subsystems on

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US weapons platform could fall into this category.

4. **Requested use of the system is different from its use by US military forces** - Any customer intending to use USG developed materiel to meet requirements or function in a manner different from that which was the material item was originally designed.
5. **Detailed release/disclosure coordination required** - This would include working with other MILDEPs to get approvals for release.
 - a. Technology Release Processes (i.e.; LO/CLO, Tri-Service)
 - b. Exception to National Disclosure Policy (ENDP)
6. **Complex pricing effort required** - This would include efforts on a major weapons platform which pulls many MDE/SME components in from various sources. The PMs have to ensure that the pricing efforts include the capability to meet all US financial requirements and that they directly correlate with the customer requirements for delivery.
 - a. **Contractor Pricing delays** -Contractor validated pricing that is required for completed LOA. Many major contractors cannot provide pricing to fit our tight time-frames.
7. **Extraordinary coordination required inside or outside the IA** - This would include working with other MILDEPs to get approvals for release of required items, multi-country consortium approvals, as well as hybrid sales which contain both FMS and DCS elements.
 - a. **Congressional Notifications** -Any case that will meet the congressional notification threshold and will require congressional notification.
 - b. **Waiver(s) Required**- Any required waivers, accomplished simultaneously, that will extend the case development time; these could include: MTCR, Non-Recurring Cost, NVD, or other waivers
 - c. **Excess Defense Articles (EDA)** –cases including resourcing through the EDA process, most particularly those EDA cases required Congressional notification.
8. **Purchaser Incomplete LOR/additional information required** - Any LOR received that is considered incomplete or not actionable. This is usually discovered during the technical review. Instances where additional customer Information is required prior to beginning the LOAD segment such as fielding requirements, etc. would also be Included.
 - a. **Changing Requirements/new LORs**-Any significant changing requirements or new LORs received after the beginning of the LOAD segment, which requires readdressing data development impacting case development time.
9. **Funding issues** - Instances where the customer does not have funding readily available to cover case requirements (such as when the customer has to wait for their yearly allotment of FMF to be allocated) could be included in this category.
 - a. Billing issues, OA adjustments, over-commitment conditions on modifications and amendments where interface with DIFs Is required can also be Included In this category.
10. **Other** - Explanation required. Any extenuating factor that presents a unique circumstance not fitting above categories. E.g. Tri-Service meeting/decision required, critical technology protection, unordinary policy guidance, political hold, and/or waiver, etc.).