

Presentation Title: Introduction to Security Cooperation Management

Abstract: This Introduction to Security Cooperation Management presentation is designed to provide an orientation-level understanding of security cooperation to U.S. defense industry personnel involved in international sales.

The purpose of this presentation is to familiarize the defense industry student with USG organizations, Security Cooperation (SC) and Security Assistance (SA) roles and responsibilities, and the legal and procedural policies that direct the execution of SC and SA programs.

The goal of the course is to provide the student with the appropriate SC management methodologies in order work effectively with the U.S. Department of Defense (DoD) in SC and SA program execution.

This presentation is U.S. Defense Industry centric covering Security Cooperation topics applicable to US companies that want to learn about the Foreign Military Sales (FMS) process. This course is intended for any company that seeks to enter into, or expand their work in, Foreign Military Sales. The students for this course should be industry personnel in the areas of marketing, sales, business development, FMS management, contracting, offsets, logistics support and/or finance.

Organization: Defense Institute of Security Cooperation Studies (DISCS)

Website: www.discs.dsca.mil

Instructor: Mr. Byron Hinrichsen

Mr. Hinrichsen is an instructor of Security Cooperation at Defense Institute of Security Cooperation Studies (DISCS), in Dayton OH, located on Wright-Patterson, AFB. Our parent organization is the Defense Security Cooperation Agency (DSCA). DSCA, as part of the United States Department of Defense (DoD), provides financial and technical assistance, transfer of defense matériel, training and services to allies, and promotes military-to-military contacts. We conduct educational courses designed to improve the knowledge and enhance the skills of a wide audience in the field of security cooperation. Our students include U.S. military personnel and DoD civilians, employees in the U.S. defense industry, and military and civilian counterparts of foreign governments, among others. Although located on a United States Air Force base, we are responsible to the Director of the Defense Security Cooperation Agency (DSCA) in Washington, D.C.

Mr. Hinrichsen entered the US Air Force in 1997 and is a 2001 graduate of Southern Illinois University Carbondale, he earned his commission in 2001 as a Logistics & Acquisition Officer. Some of his Security Cooperation/Assistance experience includes: Country Manager in foreign military sales at Wright-Patterson AFB, OH. First responsible for selling Aircraft and support to the African continent he was later promoted to lead the Iraq program and sell Iraq their first ever C-130 aircraft. Next he deployed to Qatar as a US Customs negotiator over the course of a year. His staff experience includes working theater security cooperation planning in S. Korea with PACOM as well as a program manager in the FMS branch at the MQ-9 Predator system program office performing system acquisition strategy as well as sustainment support to FMS customers, Wright Patterson AFB, OH.

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