

Report CR-1095-01-79

# Foreign Military Sales (FMS) Manpower Projection Methodology

Study Documentation Report  
Revised SAMAS Instructions

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May 1979

OPERATIONS ANALYSIS GROUP

**GENERAL  
RESEARCH**



CORPORATION

A SUBSIDIARY OF FLOW GENERAL INC.

7655 Old Springhouse Road, McLean, Virginia 22102

Submitted To:

Office of The Assistant Secretary of Defense

(MRA & L) (PM)

Room 3D-970, The Pentagon  
Washington, D. C., 20301

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# **Foreign Military Sales (FMS) Manpower Projection Methodology**

**Study Documentation Report  
Revised SAMAS Instructions**

By:  
R. L. Somers  
J. Loome  
A. M. Rosie  
A. Uscher

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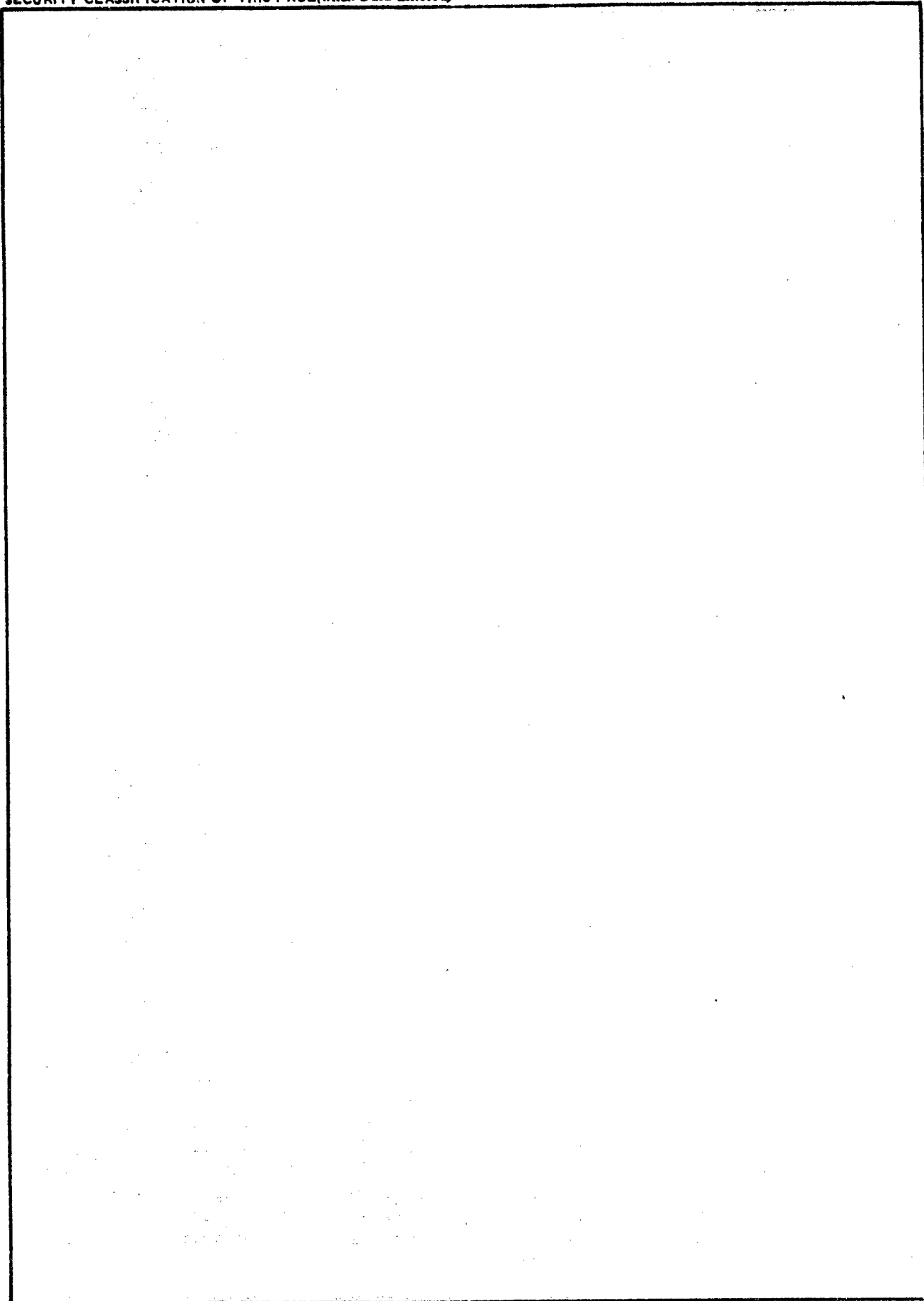
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SECTION 1  
INTRODUCTION

This is the first deliverable report of the General Research Corporation (GRC) on the "Foreign Military Sales (FMS) Manpower Projection Methodology" project. This project was undertaken for the Assistant Secretary of Defense (Manpower, Reserve Affairs, and Logistics) beginning in February 1979 as an outgrowth of earlier work in related areas.

OBJECTIVE

The objective of this project is to develop a standard methodology for forecasting the personnel requirements for foreign military sales. To accomplish this objective, the project encompasses three tasks:

1. Improvement of the current Security Assistance Manpower Accounting System (SAMAS), including the formulation and recommendation of necessary revisions to the SAMAS DoDI (1 Feb-31 May 1979).
2. Development of alternative strategies and methods for forecasting future-year manpower requirements to accomplish the FMS programs (1 Feb-30 Sep 1979).
3. Development of the detailed system for forecasting future-year FMS manpower requirements, including the testing of alternatives, the selection and development of a preferred methodology, and the preparation of implementing instructions for the Services (1 Oct 1979-31 Aug 1980).

ORGANIZATION OF THIS REPORT

This report is concerned primarily with Task 1, our review of the current SAMAS report and our recommendations for change/revision/improvement to the system and the DoDI. In Section 2, we describe our task plan and our methods of research and review. In Section 3, we describe

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our findings and related conclusions. In Section 4, we present our recommendations for both the system and the instructions. Finally, in Section 5, we outline required continuing actions to improve SAMAS instructions and the accounting system, and set forth our plan for the development of alternative strategies for forecasting, the selection of a preferred method, and the development and implementation of the forecasting system.

SECTION 2  
RESEARCH AND REVIEW

TASK PLAN

Our contractual plan for Task 1, Improvement of SAMAS, included the following:

- Provide guidance on the implementation of the DoDI
- Provide guidance on initial reports by the Services
- Review the initial SAMAS inputs, identify errors and anomalies, and refine the Service data
- Visit selected commands
- Prepare necessary revisions and clarifications to the SAMAS instructions (DoDI)

Two situations have influenced the logical flow of performance:

- The contract for this project was negotiated and ultimately awarded on 1 February. Thus, certain activities which were planned for initiation in December were deferred. The result has been a compression of time and effort to accommodate a later starting date and still meet an unmodified delivery date.
- The draft SAMAS DoDI was prepared under an earlier contractual effort and furnished to OASD(MRA&L) in July 1978. Although it was staffed and approved, formal publication is still pending. Thus, the Services are submitting data against an unofficial schedule and an equally unofficial set of procedures. As a result, the Services have not been able to prepare or issue formal implementing instructions to the field.

## RESEARCH METHODOLOGY

As soon as the project was confirmed, GRC prepared a memorandum to the Services for approval, signature, and dispatch by OASD(MRA&L)(PM) (see Appendix A). This memorandum announced the project and its purpose, solicited the cooperation of the Services and Defense agencies, and requested the designation of a Service point of contact. Immediately, the GRC study team established contact with each Service representative. These initial contacts set the stage for all that followed.

Our research into and review of the SAMAS reporting system (and specifically the Service submissions of January 1979) took two forms: face-to-face liaison and discussion with Service proponents, preparers, and coordinators of the SAMAS reports; and a detailed review and evaluation of the actual SAMAS reports submitted by the Services. These two efforts were accomplished concurrently.

Close liaison has been maintained with Service representatives throughout the project. This relationship has been exploited effectively to provide: necessary access to and copies of Service files, records, and reports; access to key staff personnel of the military Services in both the departmental headquarters and departmental field operating activities within the Washington metropolitan area; and, the identification, selection, and arrangements for visiting various field commands outside of the Washington metropolitan area. Appendix B provides a table of field organizations visited.

Overall, our contacts have been frequent and effective. Once a visit was arranged either locally or away, the Service representatives accompanied the GRC team on the interviews, briefings, and discussions. We have achieved a level of "cross Service" review with, for example, a Navy representative accompanying the GRC team on an Air Force visit and an Air Force representative accompanying the team on an Army trip. Each of our initial staff visits followed a similar pattern:

- Orientation of the Services on the FMS Manpower project
- Orientation of the study team on security assistance program activities within the organizations visited
- Detailed discussion on reporting methods, problems, guidance, assumptions, and Service recommendations for change or improvement to SAMAS
- Detailed discussion of forecasting (estimating) procedures (if any) for future year FMS manpower requirements

In many cases, follow-on contacts have been made--by phone, by mail, or in person--in order to clarify, amplify, or confirm information obtained or conclusions drawn from the visit. The Services have been both open and enthusiastic in their cooperation.

Meanwhile, the GRC has assembled a large volume of printed material for analysis, review, and understanding. Our staff has used the available documentation to make a number of detailed reviews involving comparative statistical data. The most productive of these analyses were:

- A line by line comparison of Service SAMAS reports for January 1979 with the Service FMS administrative and MAP administrative/logistical budgets.
- A detailed review of the program element (PE) codes reported in the Service SAMAS against the FYDP structure and PE definitions.
- A comparison of the reports submitted by Service training commands.

Numerous errors and inconsistencies were found and reported to the services.

For purposes of Task 2, GRC has also conducted an intensive review of the DSAA(AR) 1100 Report and the Letter of Request (LOR) Subsystem. Our purpose has been to discover methods for determining such data as the average time from receipt of an LOR by the implementing agency to the acceptance of a letter of offer by the customer, and the average time from the date of acceptance of a letter of offer to the date of case completion or closure. If obtainable, such data might be useful for the development of statistical manpower relationships by FMS case for use in the forecasting tasks.

A number of documents of potential use in the forecasting phase have been obtained during field visits. To date, these have been reviewed only as they influenced the revision of the SAMAS DoDI.

Upon completion of our staff interviews and field visits, and our detailed review of SAMAS reports:

- o GRC drafted an OASD(MRA&L) memo to OASD(C)(Appendix C) which requests changes to the FYDP structure for security assistance. It would initiate one PE, terminate one PE and redesignate/redefine two others. The draft memo has been furnished to the Services for informal coordination.
- o GRC drafted an OASD(MRA&L) memo which was signed and forwarded to the Services (Appendix D). It reported details of our finding of errors, inconsistencies, and anomalies in the SAMAS reports. Following publication of the memo, GRC met separately with staff members of each Service and the Defense Logistics Agency to review issues raised by our analysis, including Service recommendations for improvement to SAMAS and/or the DoDI.

The unpublished DoDI has been reviewed in detail to determine the exact nature and format of changes required to reflect the experience

gained by DoD and the Services in preparing the January SAMAS report. Required changes have been incorporated in the DoDI which is provided, in its currently drafted form, in Appendix E.

SECTION 3  
FINDINGS AND CONCLUSIONS

FINDINGS

Many of our specific findings have already been reported to and reviewed with the Services. In most cases, corrective action has been initiated.

Departmental staff proponents have provided little guidance to their field reporting activities beyond the contents of the draft DoDI.

- Until the DoDI is official, the requirement to publish implementing instructions is unofficial and uncertain.
- Until 30 March, there was disagreement within the Army over staff responsibility for SAMAS. This responsibility has now been assumed by DCSPER.

Many of the organizations specified in the draft DoDI were not reported in the January SAMAS: either their manpower requirements had been reported by the next higher headquarters or they had no FMS manpower to report. The failure of all organizations to report limits the amount and detail of information available to and required by the OASD.

None of the military Services reported the source or estimation method of their manpower figures. This requirement was exempted by OASD only for this reporting period. Failure to report the source of data is contrary to a GAO finding that OASD should know the methods used to forecast manpower requirements.

All MAAG manpower was reported as administrative instead of by specific function as required by the draft DoDI.

There were many disparities between the man-year figures in the MAP/FMS administrative budgets and those reported in the administrative

portion of SAMAS. These disparities included: higher figures in one report than the other and military personnel reported instead of civilian personnel or vice versa.

There is confusion and error in the selection of program elements (PEs) to be reported in SAMAS. The current PE structure does not adequately cover security assistance organizations.

For the most part, manpower projections are straightlined. This is, of course, the problem which development of a forecasting methodology (Phases II and III of this project) is intended to resolve.

There is a variety of methods used to determine future manpower needs, many of which are inadequate. These include: historical data plus known requirements; using numbers of requisitions as a basis for workload; training planning conferences, etc.

#### CONCLUSIONS

In general, the DoD components and DSAA have failed to recognize either the importance of SAMAS or the urgency for improved manpower forecasts. There has been little, if any, effort to provide detailed guidance beyond the draft DoDI or to hold training conferences. Both guidance and training seem to be required for a complex new system such as SAMAS. We anticipate that staff attitudes and the accuracy of data will improve only with continued OSD review, policing, and emphasis on SAMAS.

The errors, inconsistencies, and misinterpretations are the direct result of:

- Unpublished DoDI
- Unpublished Service implementing instructions

- Inadequate supervision/coordination at reporting levels
- Inadequate program element structure and definitions for security assistance

These errors, inconsistencies, and misinterpretations can be minimized by the publication of the revised draft DoDI; implementation of a revised FYDP PE structure for security assistance; and most importantly, by the continuing review and aggressive disciplining of Service SAMAS submissions.

SECTION 4  
RECOMMENDATIONS

Proposed revisions to the DoDI have been furnished to OASD(MRA&L) and incorporated in the coordinated draft DoDI to be published (Appendix E).

Proposed revisions to the program element structure for security assistance were included in the draft OASD(MRA&L) memo (Appendix C).

We recommend the following actions:

1. Publish the coordinated draft DoDI (as revised) without delay.
2. Transmit the recommended changes to the PE structure for security assistance for staffing and implementation.
3. Continue to subject future Service SAMAS reports to thorough review and analysis, and require corrective actions and, where appropriate, resubmissions.
4. Use Service SAMAS reports to verify and support DSAA budget inputs.

SECTION 5  
FUTURE PLANS

As pointed out in Section 2, we have concentrated our primary Task 1 efforts on the review of the SAMAS reporting system. In addition, we gathered both data and documentation pertinent to the development of alternative methods for forecasting foreign military sales manpower.

During the next phase, we will concentrate our primary Task 2 efforts on the development and articulation of alternative strategies and methods for projecting (forecasting) future year manpower requirements for the Foreign Military Sales program. In addition, we will continue to review the SAMAS reporting procedures and results in order to provide input to DoD guidance.

DEVELOPMENT OF ALTERNATIVE METHODS FOR PROJECTING FMS MANPOWER REQUIREMENTS

We will continue our functional research into methods currently used by the Services or Service field activities to project future year FMS manpower requirements. Our research will include:

- Detailed review of forecasting documentation already collected from the Services to establish the applicability of these procedures.
- Detailed review of reports, documents, and data available in DSAA and the Services for the isolation and identification of possible procedures.
- Additional staff and field visits to examine both data sources and current procedures.

Based on our research findings and our evaluation of methods either available or feasible, we will develop a rationale for and describe the

general parameters of several alternative methods of projecting future year FMS manpower requirements. At this point, we anticipate the development of three basic methodologies for forecasting with a fourth option of using more than one of the three in combinations:

- Micro Method: case by case/installation by installation forecasts of manpower based on detailed historical data for each case (or all cases) using established time, dollar, function, commodity, or service criteria and standards.
- Macro Method: Forecasts of manpower to be based on the gross relationship of manpower to such factors as total number of cases or total dollar value of all cases.
- Discrete Method: Forecasts of manpower to be based on a specific workload standard for a functional support program. For example, the manpower requirement per student in a service training program or the manpower requirements per requisition in a service supply program.
- A combination of one or more discrete methods with either a micro method or a macro method to encompass the FMS universe.

Finally, we will prepare a report to OASD(MRA&L) which outlines:

- Our recommended improvements to current SAMAS (if any).
- Our presentation of a variety of feasible alternative methods for projecting future year FMS manpower requirements and a rationale for each.

APPENDIX A

(Program Management)

MEMORANDUM FOR THE ASSISTANT SECRETARY OF THE ARMY (MANPOWER AND RESERVE AFFAIRS)  
THE ASSISTANT SECRETARY OF THE NAVY (MANPOWER, RESERVE AFFAIRS AND LOGISTICS)  
THE ASSISTANT SECRETARY OF THE AIR FORCE (MANPOWER, RESERVE AFFAIRS AND INSTALLATIONS)

SUBJECT: Development of a Foreign Military Sales Manpower Projection Methodology

As an extension of the development of a Security Assistance Manpower Accounting System (SAMAS), OASD(MRA&L) has obtained the services of the General Research Corporation to develop a standardized system to forecast manpower usage in Foreign Military Sales. The study will encompass methods of taking into account pending sales agreements and completed cases, as well as current approved cases and backlogs. Also to be included will be an attempt to assess the impact of potential logistic support for and items previously delivered. The feasibility and desirability of developing statistical manpower estimating relationships by type of case, by function, and on a gross basis will be studied.

The objective of this project will be to develop a standard methodology for forecasting personnel requirements for Foreign Military Sales which OSD can prescribe for application by the military Services. It is anticipated that this methodology will be used in manpower programming, including SAMAS reporting; preparation of the security assistance part of Program Objective Memoranda; and for requesting adjustments in manpower ceilings. The product of this methodology would be improved statements and justification of manpower requirements as provided in the annual budget and the Defense Manpower Requirements Report.

Members of the General Research Corporation team working on this study are shown in Enclosure 1. Initially, the team will be examining current methods of forecasting future workloads and manpower requirements, and the availability and usefulness of case records.

In order to facilitate the study, please designate and advise this office by February 2, 1979 of an individual to act as the central point of contact. Call Mr. Douglas Farbrother (X-50626), the OSD project official for this study.

SIGNED

Enclosure

Robert A. Stone  
Acting Deputy Assistant Secretary

cc: OSD(C)  
DSAA  
DLA  
DCAA

GENERAL RESEARCH CORPORATION (GRC) CONTRACTOR PERSONNEL

<u>Name</u>	<u>Security Clearance</u>
Loome, James (Project Manager)	Secret
Uscher, Arthur (Principal Investigator)	Top Secret
Langberg, Mark	Secret
Chesley, Thelma	Top Secret

APPENDIX B

SAMAS Project Team Visits

Defense Security Assistance Agency, OASD(ISA), Pentagon  
Defense Logistics Agency, Cameron Station, VA

US Army

US Army Security Assistance Center, Alexandria, VA  
US Army Security Assistance Center, New Cumberland, PA  
US Army Depot Support Command, Chambersburg, PA  
US Army Training and Doctrine Command, Ft Monroe, VA  
Office, Chief of Engineers, Washington, D.C.

US Navy

Office, Chief of Naval Operations, Arlington, VA  
Office, Chief of Naval Materiel, Arlington, VA  
Naval Supply Systems Command, Arlington, VA  
Naval Training Command, Pensacola, FL  
HQ, US Marine Corps, Rosslyn, VA

USAF

Directorate of International Programs, USAF, Pentagon  
Air Force Logistics Command, Wright-Patterson AFB, OH  
International Logistics Center, Wright-Patterson AFB, OH  
Air Force Systems Command, Andrews AFB, MD  
Tactical Air Command, Langley AFB, VA

APPENDIX C

MEMO FOR DIRECTOR, PROGRAM AND FINANCIAL CONTROL, OASD(C)  
SUBJECT: FYDP Structure Revision for Security Assistance

Program Element (PE) 020020, Foreign Military Sales Support, Reimbursable, was revised several years ago to account for personnel supporting Foreign Military Sales (FMS) on a full time basis and reimbursed from direct case funds. That action was considered by both this office and DSAA to be a temporary expedient pending the development of a permanent system to account for all security assistance manpower. As a result, the Security Assistance Manpower Accounting System (SAMAS) was developed and is now in operation.

It is recommended that PE 020020 be discontinued. Manpower now included in this PE should be returned to the appropriate organizational or functional PE.

The military services may object to the discontinuance of PE 020020 since it provides a means for control of a portion of FMS manpower. However, it excludes the bulk of FMS manpower (part time personnel and personnel reimbursed from administrative and accessorial surcharges). The services have the means to account for all FMS manpower in partial program elements. The basic position of this office is that unless all FMS manpower can be identified within a distinct PE structure, it is impractical to identify only a small part. Also, it is evident from the SAMAS reports that PE 020020 has been used incorrectly by all services.

Two other program elements for security assistance, PE 010090, Service Support to OSD/DSAA, MAP (Reimbursable) and PE 010110, Services

MEMO FOR DIRECTOR, PROGRAM AND FINANCIAL CONTROL, OASD(C) Date:  
SUBJECT: FYDP Structure Revision for Security Assistance Page: 2

Support to OSD/DSAA, MAP (Non-Reimbursable), have also been a source of confusion and incorrect FYDP reporting. These program elements require redefinition and expansion to account for MAAG personnel reimbursed from FMS funds.

It is recommended that PE 010090 and PE 010110 be retitled and redefined as follows and Unified Command manpower now included in these PEs be reported under an appropriate PE in Program 2:

010090(A,F,M,N) - MAAGs

(Includes all manpower assigned to MAAGs. A separate PE for MAAGs is desirable because there is a congressionally imposed ceiling on MAAGs).

010110(A,F,N) - Service Support to DSAA

(Includes all military manpower assigned to DSAA. Separate PEs for manpower reimbursed from MAP and from FMS are not believed to be necessary.)

Revised program element definitions are attached.

It is recommended that a new program element for security assistance be established as follows. PE definition is attached:

010120(A,F,N) - Security Assistance

(Includes all manpower assigned to separate organizations and activities devoted to security assistance and not in MAAGs or management headquarters. There is no appropriate PE for these activities and they have been included in PEs which were inappropriate.)

MEMO FOR DIRECTOR, PROGRAM AND FINANCIAL CONTROL, OASD(C)      Date:  
SUBJECT: FYDP Structure Revision for Security Assistance      Page: 3

As a result of these changes, military Services should make and submit the necessary changes to affected PEs, e.g., PE 711120.

Doug Farbrother  
Director  
Manpower Management

Attachments

# PROGRAM ELEMENT DEFINITIONS

MAAGs

010090(A,F,M,N)

Includes military and civilian manpower in all DoD elements located in a foreign country with assigned responsibilities for carrying out security assistance management functions under Section 515 of the Foreign Assistance Act (FAA) (PL87-195). Includes such elements as Military Assistance Advisory Group, Defense Representative, Office of Defense Cooperation, Liaison Group, and Defense Attache personnel designated to perform security assistance functions under Section 515(f) of the FAA.

Excludes TOA (costs)

TAFTS

Manpower in unified commands.

Manpower on temporary duty such as mobile training teams.

# PROGRAM ELEMENT DEFINITIONS

Service Support to DSAA

010110(A,F,N)

Includes military manpower assigned to the Defense Security Assistance Agency (DSAA.)

Excludes TOA (costs)

## PROGRAM ELEMENT DEFINITIONS

Security Assistance	010120(A,F,N)
<p>Includes military and civilian manpower in separate organizations and activities devoted to Security Assistance, but not in Management Headquarters or in MAAGs. Includes</p> <p>Army: US Army Security Assistance Center (USASAC) US Army Security Assistance Agency, Latin America (USASAALA) Project Manager, Saudi Arabia National Guard (PMSANG) Technical Assistance Field Teams (TAFTS)</p> <p>Navy: Naval International Control Office (NAVILCO) Saudi Naval Expansion Program (SNEP, PM-5) Technical Assistance Field Teams (TAFTS)</p> <p>Air Force: Security Assistance Accounting Center (SAAC) Defense Institute of Security Assistance Management (DISAM) International Logistics Center, AFLC Technical Assistance Field Teams (TAFTS)</p> <p>Excludes TOA (costs) Management Headquarters MAAGs</p>	

APPENDIX D

(Program Management)

27 April 1979

MEMORANDUM FOR THE ASSISTANT SECRETARY OF THE ARMY (MANPOWER AND RESERVE AFFAIRS)  
THE ASSISTANT SECRETARY OF THE NAVY (MANPOWER, RESERVE AFFAIRS AND LOGISTICS)  
THE ASSISTANT SECRETARY OF THE AIR FORCE (MANPOWER, RESERVE AFFAIRS AND INSTALLATIONS)

SUBJECT: Security Assistance Manpower Accounting System (SAMAS)

- References:
- a. Draft DoDI No. 1100.XI, subject as above.
  - b. Military Department Responses to OSD Budget Call Requiring Submission of FMS Administrative Budgets by 1 October 1978.
  - c. Military Department Responses to OSD Budget Call Requiring Submission of MAP Administrative/Logistics Budgets by 25 August 1978.
  - d. Security Assistance Manpower Accounting System (SAMAS) Report of January 1979.
  - e. FYDP Program Structure Codes and Titles Directory - All DoD Components (Handbook DoD 7045.7-H), dated October 1978.

A review has been completed of the SAMAS report submitted in January, and a number of errors and inconsistencies have been found. I am providing this information to help you improve the quality of both the SAMAS reports and the Security Assistance budgets.

Enclosure 1 shows the most significant differences between the man years reported in the FMS and MAP administrative budgets and the SAMAS report.

Enclosure 2 lists other errors, or apparent errors, found in examination of the SAMAS inputs.

Some organizations were not reported as required by reference a. If this results from a command having no security assistance manpower, please note that fact in transmitting future SAMAS reports. Also, if there will not be any future manpower for a particular command, submit a request to delete the reporting requirement.

OASD(ORASL) (PH) (MC) /Mr. Farbrother/hbb/X50626/27 Apr 79

AED(ORASL) File Copy  
AED(ORASL) Read Copy

DASD(PH) File Copy  
DASD(PH) (MC) Chron Copy  
DASD(PH) (MC) Mr. Farbrother Copy  
DASD(PH) (MC) Mr. Walsh Copy

It will not be necessary to make any corrections in accounting for manpower in program element 02002 at this time since action is being initiated to eliminate this program element.

Please try to correct as many errors and inconsistencies as possible in time for the next (May) SAMAS Report. Since separate Security Assistance Manpower tables are not required in the PCM submission, the May SAMAS report will serve as the PCM input.

Thank you for your cooperation.

2 Enclosures a/s

cc: DEAA Compt.  
OASD(PALE)  
OASD(C) Accounting Policy

*(S)*  
Douglas Farbrother  
Acting Director  
Manpower Management

AIR FORCE

Man Year Comparison of FMS Administrative Budget and SAMAS Report

COMMAND	1978		1979		1980		VARIANCE
	BUDGET	SAMAS	BUDGET	SAMAS	BUDGET	SAMAS	
Hq. USAF	MIL.	79	91				
	CIV.	47	57				
AFLC	MIL.	199	127	142	113	144	(31)
	CIV.	2,132	2,076	2,735	2,643	2,813	(74)
TAC	MIL.	24	40				
	CIV.	4	3				
AFAFSC	MIL.	13	4				
	CIV.	127	166				
AFSC	MIL.	184	231	199	238	203	23
	CIV.	627	983	831	982	833	68
MAC	MIL.	1	9	3	9	3	6
	CIV.	3	9	6	11	8	3
ATC	MIL.	54	35	58	36	58	(22)
	CIV.	53	41	66	47	66	(19)

Man Year Comparison of MAP Administrative Budget and SAMAS Report

Hq. USAF	MIL.	0	0	1	0	1	0	(1)
	CIV.	6	3	6	3	6	3	(3)
AFLC	MIL.	0	5	0	5	0	5	5
	CIV.	0	265	0	266	0	266	266
TAC	MIL.	0	3	0	3	0	3	3
	CIV.	0	10	0	10	0	10	10
ATC	MIL.	2	0	2	0	2	0	2
	CIV.	11	0	9	0	9	0	9
AFSC	CIV.	2	0	2	0	2	0	2

NAVY

Man Year Comparison of FMS Administrative Budget and SAMAS Report

COMMAND	BUDGET	1978			1979			1980		
		SAMAS	VARIANCE	BUDGET	SAMAS	VARIANCE	BUDGET	SAMAS	VARIANCE	
CNET	MIL.	0	(2)	2	0	(2)	2	0	(2)	
	Civ.	38	2	61	49	(12)	61	57	(4)	
Atlantic Fleet	MIL.	0	(1)	1	0	(1)	1	0	(1)	
	Civ.	0	(3)	4	0	(4)	4	0	(4)	
Pacific Fleet	MIL.	5	2							
<u>Man Year Comparison of MAP Administrative Budget and SAMAS Report</u>										
Nav. Sup. Sys. Cmd. Civ.	5	20	15	5	14	9	5	12	7	
NAVICOM	0	29	29	0	14	14	0	12	12	
PACOM	5	1	(4)	6	1	(5)	6	1	(5)	

ARMY

Man Year Comparison of MAP Administrative Budget and SAMAS Report

COMMAND	BUDGET	1978			1979			1980		
		SAMAS	VARIANCE	BUDGET	SAMAS	VARIANCE	BUDGET	SAMAS	VARIANCE	
TRADOC	MIL.			1	5	4	1	5	4	
	Civ.			4	6	2	4	7	3	
USACC	Civ.	5	5	0	5	5	0	5	5	
PACOM	MIL.	25	25	0	25	25	0	25	25	
SOUTHCOM	MIL.	6	(7)	11	6	(5)	11	6	(5)	
EUCOM	MIL.	9	(17)	26	9	(17)	26	9	(17)	
<u>Man Year Comparison of MAP Logistics Budget and SAMAS Report</u>										
ARRCOM	Civ.	30	17	32	37	5	32	37	5	

## SAMAS REPORT ERRORS

### Navy

Seven commands are incorrectly reporting FMS direct case manpower in seventeen program elements other than 02002 or management headquarters.

It does not appear that all accessorial manpower is being reported.

FMS administrative manpower is incorrectly listed under program element 02002 in Office, Chief of Naval Operations.

There are a few instances in which end strength figures exceed the man year figures reported.

### Army

Ten commands are incorrectly reporting FMS direct case manpower in eighteen program elements other than 02002 or management headquarters.

It does not appear that all accessorial manpower is being reported.

Both ARRCOM and DESCOM incorrectly report manpower under program element 71111.

MIRCOM reports end strength figures which are greater than the man year figures under program element 78017.

USASAALA, SOUTHCOM, EUCOM, MAAGS, DACS, USASAC, FORSCOM and USAFAC are incorrectly reporting manpower under program element 01011.

USASAALA is incorrectly reporting FMS manpower under program element 01009.

### Air Force

Both AFLC and ATC are incorrectly reporting MAP manpower under program element 02002.

Manpower data were not submitted for the following commands as required by reference a.:

Air University	Security Assistance Accounting Center
AF Data Automation Agency	Warner Robins Air Logistics Center
Pacific Command	San Antonio Air Logistics Center
European Command	Sacramento Air Logistics Center
Southern Command	Oklahoma City Air Logistics Center
Technical Assistance Field	Ogden Air Logistics Center
Team - Iran	AF Acquisition Logistics Division
Defense Institute of Security	
Assistance Management	




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## Department of Defense Instruction

**SUBJECT** Security Assistance Manpower Accounting System (SAMAS)

**References:**

- (a) Foreign Assistance Act of 1961, Public Law 87-195, as amended
- (b) Arms Export Control Act, Public Law 90-629
- (c) DoD Directive 7045.7, "The Planning, Programming, and Budgeting System," October 29, 1969
- (d) thru (f) see enclosure 4

### A. PURPOSE

1. This Instruction establishes and provides procedural guidance for the Security Assistance Manpower Accounting System (SAMAS). Security assistance activities are governed by references (a) and (b).

2. Manpower data provided through this system will support:

- a. Budget estimates and justification.
- b. The Defense Manpower Requirements Report.
- c. Program Objective Memoranda (POM) preparation and review.
- d. Congressional reports.
- e. Congressional and other inquiries.

### B. APPLICABILITY AND SCOPE

1. The provisions of this Instruction apply to the Office of the Secretary of Defense, the Military Departments, the Organization of the Joint Chiefs of Staff, and the Defense Agencies (hereinafter referred to collectively as DoD Components).

2. Initially, the only Defense Agencies required to provide reports under this Instruction are the Defense Security Assistance Agency, the Defense Logistics Agency, and the Defense Contract Audit Agency. In the event they provide services for security assistance, other Defense Agencies will likewise provide necessary reports.

3. The provisions of this Instruction encompass SAMAS reporting which includes all Defense manpower utilization (actuals and projected) in support of security assistance activities, comprising the Foreign Military Sales (FMS) program, the Military Assistance Program (MAP), and International Military Education and Training (IMET), (references (a) and (b)). For the purposes of SAMAS, IMET will be reported as part of MAP.

## C. POLICY

1. SAMAS is a manpower reporting system, an integral part of the information base supporting the DoD Planning, Programming, and Budgeting System (DoD Directive 7045.7, reference (c)), and serves as a subsystem of the Five Year Defense Program (FYDP). Although most SAMAS data will not be separately identifiable in the FYDP (i.e., SAMAS consists primarily of partial program elements), the data for past, current, and future fiscal years will essentially be consistent with manpower levels in the FYDP.

2. SAMAS includes all manpower in support of security assistance regardless of funding source. SAMAS data will equate to personnel data in the FMS and MAP administrative budgets and in the quarterly report required by Section 36 (a) (9) of the Arms Export Control Act, except for differences caused by time of preparation and by DoD guidance which assigns some of the cost of administering certain security assistance efforts to the DoD components. The latter relates, for example, to FMS training cases with NATO for which recoupment of the administrative surcharge is waived and to the MAP administrative budget which excludes certain military personnel costs.

3. Authorizations of both military and civilian manpower will be based on the best estimate of expected man-year utilization and of expected actual strength at the end of each fiscal year.

## D. PROCEDURES

1. Source of Data. Data for the SAMAS report will be based on actual installation/activity level workload and manpower expenditures rather than being produced by command/headquarters level projections. If the installation/activity does not now have a system for recording or computing workload and man-hour data for security assistance, such a system will be developed.

a. Manpower standards may be used in conjunction with workload reports to determine manpower expenditures. It is not necessary for detailed timekeeping to be used; estimates of time expended are acceptable provided these are made in or organizationally close to the unit where work occurs.

b. In all cases, auditable backup records supporting estimates will be retained for a period of three years.

c. The requirement to collect data at the activity/unit level does not preclude the accumulation of data at the command/headquarters level through work measurement systems that are responsive to SAMAS reporting requirements.

2. Guidance to the Field. The Military Departments and major subordinate headquarters shall improve and standardize methods for the collection of security assistance manpower data, recognizing that different methods may be required for different functional areas, and that the methods may be dependent upon the nature of manpower standards available. Information copies of all guidance or directives implementing this DoDI, or amendments thereto, will be routinely forwarded to OASD(MRA&L)(PM).

3. Programming Guidance. Headquarters of the Military Departments and intermediate headquarters, as appropriate, will provide programming guidance to installations and activities to establish a basis for estimating future manpower requirements for security assistance.

a. Guidance should include information on anticipated volume of activity for specific cases and the increase or decrease in overall security assistance activity levels.

b. Guidance is particularly required for those activities that do not act on security assistance cases directly, but do provide services for security assistance for other Department of Defense organizations, e.g., test and evaluation activities.

4. Case, Weapon System, and Country Identification. Occasionally, there will be a need for the Department of Defense to respond to questions regarding numbers of personnel or man-years devoted to or scheduled for certain cases or countries, or located within a particular country. The Military Departments should be able to respond readily to inquiries regarding how many estimated personnel/man-years are utilized (a) in support of each of the large dollar-volume FMS countries (e.g., Iran, Saudi Arabia, Israel), (b) in support of major weapon systems, and (c) in support of major cases.

5. MAAG and Unified Command Manpower. Military Departments will report on those manpower in Unified Commands and in Military Advisory Assistance Groups (MAAGs) for which they have budgeting and programming responsibility. The OJCS will arrange for identification of manpower (identified as full time or part time) used for FMS, MAP, and IMET support on Joint Tables of Distribution (JTD). The Military Departments will use these JTD to develop the manpower data required for Unified Commands, and to support MAAG manpower data. Accordingly, manpower allowances will be reported rather than actual on-board personnel.

#### E. RESPONSIBILITIES

1. The Assistant Secretary of Defense (Manpower, Reserve Affairs, and Logistics) is responsible for policies, procedures, and data collection and dissemination for SAMAS.

2. The Director, Defense Security Assistance Agency, is responsible for the policies, procedures, compilation of data, and the reporting to Congress for the Quarterly Analysis of FMS Manpower.

3. The DoD Components will implement and operate both of the reporting systems in accordance with the procedures contained in this Instruction, and will ensure that the information reported is reliable and responsible. In addition, points of contact will be designated and submitted to the ASD(MRA&L) and the Director, DSAA, within 30 days.

F. SECURITY ASSISTANCE MANPOWER ACCOUNTING SYSTEM (SAMAS)

1. Format. Inputs will be submitted in machine readable format in accordance with the instructions in enclosure 1. Defense Agencies (DSAA, DLA, DCAA) may use locally adapted forms for manually prepared inputs. A format for this purpose or for use as feeder reports is outlined in enclosure 2.

2. Coverage. Reports will cover total worldwide security assistance manpower utilization, separated into FMS (exclusive of MAAGs), MAP (exclusive of MAAGs), and MAAGs.

3. Reports by Organization. Military Department submissions will provide a separate breakdown for each major subordinate organization and each separate, full-time security assistance organization.

a. Separate reporting will also be required for each subordinate activity of the Army Materiel Development and Readiness Command, the Naval Material Command, and the Air Force Logistics Command. Separate consolidated reporting is also required for MAAGs.

b. A listing of organizations, with codes, for which reporting is required, is prescribed in enclosure 3. If additional organizational codes are required, a request should be made to the ASD(MRA&L).

4. Program Elements. In reporting program element (PE) codes, use only the six-digit OSD codes prescribed in the DoD FYDP Program Structure Handbook (reference (d)). Reporting Components must provide their field activities and subordinate commands with instructions which will enable them to conform with this requirement.

5. Report Frequency. SAMAS inputs will be submitted three times per year to coincide with each regularly scheduled update of the Five Year Defense Program (FYDP): in October, to reflect the budget submission; in January, to reflect budget decisions as shown in the President's budget; and in May, to reflect the POM input (at the basic level).

6. Fiscal Years. Each submission will be for 4 fiscal years: the prior year, the current year, and the 2 following years. For example, the report due in October 1979 will be for FY 1979 through FY 1982. Each May, the old prior year will be dropped and a future year added.

7. Manpower Estimates and Computations

a. General. Manpower computations and estimates will be based on actual and projected workload, manning standards, and man-hour accounting reports. Where there is no exact basis, estimates will be based on reasonable assumptions and the best data available. Auditable backup records will be maintained, including, as appropriate, descriptions of how data was developed and accumulated.

b. Overhead Manpower

(1) For the purposes of this instruction, overhead consists of base operating support and other manpower providing overall management and administration to an installation or separate activity. Where overhead supports both security assistance and other Defense activities, there is a need to determine what part of the overhead may be chargeable to security assistance.

(2) Overhead manpower may be Direct Case, Administrative, or Accessorial. Overhead allocations will be made only when the allocation computation results in more than one man-year of overhead effort being assigned to security assistance. In Management Headquarters (DoD Directive 5100.73, reference (e)), only manpower directly involved in security assistance will be reported and overhead allocations will not be made.

c. Direct Case Manpower

(1) This is time charged to the case as a line item. Man-hours charged, divided by the number of productive man-hours in a man-year (1733)<sup>1/</sup> determines number of man-years.

(2) At industrially-funded activities, both "direct" and "overhead" man-years need to be determined. Usually, the number of "direct" labor hours charged is available. If not, the average cost per hour can be determined and divided into the total security assistance personnel cost to determine man-hours expended.

<sup>1/</sup> Derivation:

Total hours		52 weeks x 40 hrs =	2080	
Less:				
	Leave	=	160 hrs	
	Sick	=	80 hrs	
	Holiday & other	=	<u>107 hrs</u>	<u>347</u>
Productive hours				1733 hrs

(3) Similar computations need to be made for personnel whose costs are included in tuition rates (see DoDI 2140.1, reference (f)).

(4) Overhead manpower in industrial fund activities and at training activities normally are Direct Case manpower and will be computed on the same basis as overhead costs included in the computation of industrial fund rates and tuition rates (see DoDI 2140.1, reference (f)). The personnel costs included in overhead can be determined, an average cost per man-year developed, and the resulting computation (overhead cost charged to the case: average cost of overhead man-years equals equivalent man-years) determines the overhead man-years to be added.

d. Administrative and Accessorial Overhead Manpower. To compute allocations of Administrative and Accessorial manpower in overhead activities, each installation and other reporting activity will make a determination as to what percentage of overhead is relatively fixed (i.e., tends not to vary with changes in volume of activity) and what percentage is relatively variable (i.e., tends to vary with changes in volume of activity). If not previously established, a one-time study may be required to make this determination. Allocation calculations of overhead manpower for security assistance will use only the variable portion of overhead as determined by the study.

(1) Variable manpower will be considered as synonymous with incremental manpower, i.e., those overhead manpower spaces that would be appropriate to be added or withdrawn as FMS Administrative and Accessorial activities are added or withdrawn.

(2) To illustrate, consider an installation with 200 overhead positions (including base operating support and manpower providing overall management and administration). A determination is made that 120 of the positions are relatively fixed and the remaining 80 are relatively variable. If 5% of the total productive (nonoverhead) man-years of the installation are for FMS Administrative activities, then 5% of the 80 variable overhead positions (or 4 man-years) will be added to the FMS Administrative man-year quantities. These man-years would usually be in a base operations program element.

(3) Base operating support (BOS) man-years should be included as FMS Administrative man-years only to the extent that BOS man-years have been or will be augmented to support non-BOS FMS Administrative activities and thus would be reduced if the number of FMS Administrative man-years are reduced. The same principle applies to Accessorial man-years.

e. Industrially-Funded Accessorial Manpower. At industrially-funded activities performing accessorial services, including Military

Airlift Command's Aerial Port Terminals and Military Traffic Management Command's Ocean Terminals, the computations of accessorial manpower will be made as described in paragraphs c. and d. above.

f. Overtime. Man-years may include overtime in those instances where security assistance man-hours are estimated by multiplying the number of security-assistance work units by a standard number of man-hours per work unit (since such estimates will not distinguish whether work was or is to be done on regular time or on overtime). However, in those instances where security assistance man-years are based on man-hour accounting data, or on the percentage of time personnel spend on FMS, overtime man-hours will not be included. In such cases, overtime constitutes a cost but not a component of man-years.

8. Source/Estimation Method Codes. The coding structure and record layout for SAMAS (enclosure 1) provide for code entries (field 4, position 12) to show the source or estimation method of each manpower quantity. In using these codes, it is understood that prior year quantities normally will reflect actuals and that future year manpower quantities are adjusted to reflect projections of current workload. In the event that code Ø, "Other", is used, an explanation of the source of data or method of estimation will be included with the submission.

9. Data to be Reported. Definitions of data elements and procedural guidance are contained in enclosure 1.

10. Reports Control Symbol. The SAMAS report is assigned Reports Control Symbol \_\_\_\_\_.

#### H. EFFECTIVE DATE AND IMPLEMENTATION

1. This instruction is effective immediately.

2. Forward two copies of the implementing instruction to the ASD (MRA&L) within 60 days.

Assistant Secretary of Defense  
(Manpower, Reserve Affairs and  
Logistics)

#### Enclosures - 4

1. Procedural Guidance for Submission of SAMAS Data
2. Format for SAMAS Report.
3. Reporting Organizations and Codes.
4. List of References



PROCEDURAL GUIDANCE FOR  
SUBMISSION OF THE  
SAMAS REPORT

A. GENERAL

1. The SAMAS Report will be delivered by DoD Components to the Director for Manpower Management, OASD(MRA&L), on conventional 80-column punched card, or arrangement may be made with the OASD(MRA&L) for submission on magnetic cards. The Defense Agencies may submit a manually prepared report on locally prepared forms.

2. The submission will be accompanied by a memorandum that includes the "as of" date of the data being submitted, the primary Action Officer's name and telephone number, and control totals for each category of manpower (officer, enlisted, US direct hire, foreign direct hire, and foreign indirect hire) for "full time" and "man-years" for each of the four fiscal years reported. Each DoD Component will also provide a direct print-image listing of the machine readable submission.

3. Each report input will be a complete new submission rather than changes from the previous submission.

B. PUNCHED CARD SPECIFICATIONS

When punched cards are used, card decks should be appropriately identified, i.e., SAMAS, Reports Control Symbol (RCS) number, submission date, number of cards, and submitting Component. Conventional 80-character punched cards will be used with format as specified below. Quantities need not be right-justified or zero-filled. However, if a zero entry applies, a zero must be entered in the field.

### C. DATA RECORD FORMAT

The record layout format is prescribed in attachment 1 to this enclosure.

<u>FIELD NO.</u>	<u>DESCRIPTION</u>	<u>CARD POSITION</u>	<u>NO. OF CHARACTERS</u>
1	Program Element	1-6	6 AN
2	Leave Blank (to be used for DPPC)	7-9	3
3	Organization	10-11	2 A
4	Source/Estimation Method	12	1 N
5	Type of Security Assistance	13	1 A
6	Method Paid or Reimbursed	14	1 A
7	Country (Optional)	15-16	2 A
8	Manpower Type	17	1 A
9	Full Time - Prior Year	18-22	5 N
10	Man-years - Prior Year	23-27	5 N
11	Full Time - Current Year	28-32	5 N
12	Man-years - Current Year	33-37	5 N
13	Full Time - Current Year +1	38-42	5 N
14	Man-years - Current Year +1	43-47	5 N
15	Full Time - Current Year +2	48-52	5 N
16	Man-years - Current Year +2	53-57	5 N
17	Blank field	58	

### D. DATA ELEMENT DESCRIPTION AND CODE STRUCTURE

**Field 1 - Program Element.** The program element codes prescribed by DoD Handbook 7045.7-H (reference (d)) will be used.

**Field 2 - OSD** will enter data in this field to identify the Defense Planning and Programming Category to which the program element is assigned.

**Field 3 - Organization.** The organization codes listed in enclosure 3 will be used.

**Field 4 - Source/Estimation Method.** These codes are designed to show the source of data or the method of estimation for each manpower quantity. It is understood that prior year quantities are supposed to be actual and that future year quantities are projections. If more than one method is involved, use the code for the primary method. When "Other", code  $\emptyset$  is used, provide an explanation.

<u>Code</u>	<u>Description</u>
1	Financial records/reports
2	Operations or work order reporting system

3	Engineered standards
4	Other manning standards
5	Timekeeping records
6	Projection from historical/ current data.
7	Statistical allocation/proration
8	Approximation/staff estimate
9	Joint Tables of Distribution
Ø	Other

**Field 5 - Type of Security Assistance.** There are three types of security assistance.

<u>Code</u>	<u>Description</u>
A =	<u>Foreign Military Sales (FMS)</u> US Government sales of Defense articles and services to foreign governments under the Arms Export Control Act (AECA). Such sales are financed either with cash or with loans extended or guaranteed under the AECA. (MAAGs excluded.)
B =	<u>Military Assistance Program (MAP) (also called Grant Aid)</u> Transfers of Defense articles and services to foreign governments as grant aid and loans under the authority of the Foreign Assistance Act of 1961 as amended. Includes International Military Education and Training (IMET). (MAAGs excluded.)
C =	<u>MAAGs</u> Encompasses all DoD elements located in a foreign country with assigned responsibilities for carrying out security assistance management functions under Section 515 of the Foreign Assistance Act (FAA) (reference (a)). Used generally, it applies to all such activities regardless of the actual title assigned, e.g., Military Assistance Advisory Group, Defense Representative, Office of Defense Cooperation, Liaison Group, and Defense Attache Personnel designated to perform security assistance functions under Section 515(f), of the FAA.

**Field 6 - Method Paid or Reimbursed.** FMS and MAP structures are different in order to relate to the budget system. For FMS activities, all manpower (man-years) will be distributed to Direct Case, Administrative, and Accessorial. All manpower categories include a share of both administrative and support personnel who work directly on FMS and MAP activities (on a full- or part-time basis) and an appropriate share of management and support personnel at installation level. For MAAGs, a series of functional codes are prescribed.

<u>Code</u>	<u>Description</u>
<u>Foreign Military Sales</u>	
D =	<u>Direct Case</u> Manpower, including overhead manpower, whose expenses are directly charged to an FMS case, such as technical assistance advisors, mobile training teams, program activation task forces, management cases, and manpower whose costs are included in the computation of training tuition rates or industrial fund rates. This is applicable only when a defined line for these charges is included in the case or when DoDI 2140.1 (reference (f)) provides for applicable costs to be included and billed as part of hardware and procurement costs.
E =	<u>Administrative</u> Manpower whose costs are reimbursed or are subject to reimbursement from the administrative surcharge added to the price of contractual services and material sold to foreign governments for the purpose of recovering DoD costs. Includes military and civilian end strengths and man-years related to the administration of the FMS program, including sales negotiation, case implementation, procurement, administering item discrepancy reports, contract administration, program control, accounting and budgeting, (other than those functions identified for direct charge to an FMS case in accordance with DoDI 2140.1, reference (f)). Includes administration of the FMS training program at major command headquarters. Equates with manpower reported in FMS administrative budget except for differences caused by date of preparation. Includes allocation of overhead manpower. Excludes manpower whose costs are included in computation of tuition rates.
F =	<u>Accessorial</u> DoD military and civilian manpower engaged in packing, crating, and handling at storage depots; port loading and unloading in CONUS and overseas; transportation (such as ferrying of manpower or materiel); and prepositioning (placing items in stock in overseas locations); except when the costs of such manpower are directly charged to an FMS case. Includes overhead manpower.
<u>Military Assistance Program</u>	
G =	<u>Training and Technical Assistance Direct</u> Civilian manpower whose costs are reimbursed from training tuition charges or otherwise directly provided for in a MAP order. Military personnel performing comparable duties (such as training instructors) will also be included in this category.

**H = Administrative**

Civilian manpower engaged in "worldwide" administration of MAP (including program planning and development and management in Washington, at major field command headquarters, and at overseas posts) and included in Generic Code (Budget Project) T-10. Military personnel performing comparable duties will also be included in this category. (MAAG personnel will not be included in this category but will be reported separately.)

**I = Logistics Management**

Civilian manpower involved in "worldwide" MAP material support and logistics management such as supervision, records control, editing, requisition control, ADP, maintenance, and related services. This equates to Generic Code (Budget Project) L-60. Military manpower performing comparable duties will also be included in this category.

**J = Accessorial**

DoD military and civilian manpower engaged in packing, crating, and handling at storage depots; port loading and unloading in CONUS and overseas; transportation (such as ferrying of manpower or materiel); and prepositioning (placing items in stock in overseas locations).

**MAAGS =** For MAAGS (Generic Code T 20), the following functional codes are prescribed:

<u>Code</u>	<u>Function</u>
L	Administration
M	Logistics Management
N	Transportation
O	Fiscal Management
P	Contract Administration
Q	Advisory/Training

**Field 7 - Country** - This is reserved for optional use by DoD Components.

**Field 8 - Manpower Type**

<u>Code</u>	<u>Destination</u>
	<b>Military</b>
1	<b><u>Officer</u></b> An active officer of the US Military Services - Army, Navy, Marine Corps, and Air Force. Definition is precisely consistent with FYDP resource identification codes (RICs) 0001 through 0004. Includes warrant officers.

2        Enlisted  
 An active member of the US Military Services -  
 Army, Navy, Marine Corps, and Air Force.  
 Definition is precisely consistent with  
 RICs 0101 thru 0104.

Civilian

3        US Direct Hire (USDH)  
 US civilians hired directly by the Military  
 Departments or Defense Agencies. Definition  
 is precisely consistent with RIC 0160.

4        Foreign Direct Hire (FDH)  
 Non-US civilians hired abroad directly,  
 under a local wage system. Definition is  
 precisely consistent with RIC 0161.

5        Foreign Indirect Hire (FIH)  
 Foreign employees hired abroad through an  
 arrangement with the host government.  
 Definition is precisely consistent with  
 RIC 0162.

Fields 9, 11, 13, 15 - Full time personnel - end strength  
 These fields cover full-time personnel for  
 4 fiscal years (prior, current, current +1,  
 and current +2).  
 No codes are needed for these fields because  
 they are positionally designated on the input  
 format.  
 Full time means engaged 90% or more of the time  
 performing security assistance functions,  
 FMS or MAP, as the sole basis for existence  
 of the position. Full time FMS positions may  
 be funded by reimbursement from FMS case  
 funds or the FMS Administrative Trust Fund.  
 For the prior year (field 9), full time end  
 strength actually on board will be reported  
 in the January submission and estimated  
 number on board will be reported in October.  
 For the current and future years authorized  
 full time end strength (which should be the  
 same as projected to be on board) will be  
 reported.

Fields 10, 12, 14, 16 - Man-years  
 These fields cover man-years for the 4  
 fiscal years reported.  
 No codes are needed for these fields because  
 they are positionally designated on the input  
 format.  
 A man-year consists of the number of man-hours  
 equivalent to one person working full time  
 for 1 year. Man-years means the same as

man-year equivalents or annual average strength. Man-years include both full-time (Fields 9, 11, 13, 15) and part-time personnel engaged in security assistance. (Part time means engaged in FMS or MAP less than 90% of the time.) For the prior year (field 10), actual man-years expended will be reported in January and estimated actuals in October. For current and future years, projected man-year utilization will be reported regardless of authorizations. Man-years will be developed on an incremental basis, but will be rounded to the nearest whole number when reported to OSD. Less than one-half a man-year will be reported as zero.

Field 17 - Blank field.  
Attachment - 1  
Record Layout - SAMAS







## SECURITY ASSISTANCE MANPOWER REPORT

MIL DEPT/DEF AGENCY \_\_\_\_\_

PE CODE	PRIOR YEAR		CURRENT YEAR		CURR YR +1		CURR YR +2	
	FY	FY	FY	FY	FY	FY	FY	FY
ORGANIZATION _____	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS
<u>FOREIGN MIL SALES</u>  <u>DIRECT CASE</u> OFFICER ENLISTED CIVILIAN USDH FOREIGN DH FOREIGN IH  <u>ADMINISTRATIVE</u> OFFICER ENLISTED CIVILIAN USDH FOREIGN DH FOREIGN IH  <u>ACCESSORIAL</u> OFFICER ENLISTED CIVILIAN USDH FOREIGN DH FOREIGN IH  <u>TOTAL FMS</u> OFFICER ENLISTED CIVILIAN USDH FOREIGN DH FOREIGN IH								

**SECURITY ASSISTANCE MANPOWER REPORT (Cont)**

PE CODE _____	PRIOR YEAR		CURRENT YEAR		CURR YR +1		CURR YR +2	
	FY	FY	FY	FY	FY	FY	FY	FY
ORGANIZATION _____	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS	FULL TIME- END STRENGTH	TOTAL MAN YEARS
<b>MILITARY ASST PGM</b>								
<b><u>TNG &amp; TECH ASST</u></b>								
OFFICER								
ENLISTED								
CIVILIAN								
USDH								
FOREIGN DH								
FOREIGN IH								
<b><u>ADMINISTRATIVE</u></b>								
OFFICER								
ENLISTED								
CIVILIAN								
USDH								
FOREIGN DH								
FOREIGN IH								
<b><u>LOGISTICS MGMT</u></b>								
OFFICER								
ENLISTED								
CIVILIAN								
USDH								
FOREIGN DH								
FOREIGN IH								
<b><u>ACCESSORIAL</u></b>								
OFFICER								
ENLISTED								
CIVILIAN								
USDH								
FOREIGN DH								
FOREIGN IH								
<b><u>TOTAL MAP</u></b>								
OFFICER								
ENLISTED								
CIVILIAN								
USDH								
FOREIGN DH								
FOREIGN IH								

REPORTING ORGANIZATIONS

The following organizations in the Military Departments will have submissions for both the SAMAS report and the Quarterly Analysis of FMS Manpower. Use the codes as shown for machine readable inputs. If additional codes are required, contact OASD(MRA&L).

<u>ABBREVIATIONS</u>	<u>ORGANIZATION</u>	<u>CODE</u>
<u>Army</u>		
Hqs, DARCOM	Hqs, US Army Material Development and Readiness Command	AA
ARRCOM	Armament Materiel Readiness Command	AB
AVRADCOM	Aviation Research and Development Command	AC
CERCOM	Communications/Electronics Materiel Readiness Command	AD
CORADCOM	Communications Research & Development Command	AE
DESCOM	Depot System Command	AF
MIRADCOM	Missile Research and Development Command	AH
MIRCOM	Missile Materiel Readiness Command	AI
NARADCOM	Natick Research and Development Command	AJ
PMSANG	Project Manager, Saudi Arabia National Guard	AK
TARCOM	Tank-Automotive Materiel Readiness Command	AL
TARADCOM	Tank-Automotive Research & Development Command	AM
TECOM	Test and Evaluation Command	AN
TSARCOM	Troop Support and Aviation Materiel Readiness Command	AO
USASAC	US Army Security Assistance Center	AP
ALMC	Army Logistics Management Center	AQ
ALMSA	Automated Logistics Management Systems Agency	AR
AMETA	Army Management Engineering Training Activity	AS
PSA	Personnel Support Activity-DARCOM	AT
OCE	Office, Chief of Engineers (include field activities)	BA
TRADOC	Training and Doctrine Command	BB
FORSCOM	Forces Command	BC
8 USARMY	Eighth US Army	BD
HSC	Health Services Command	BE
ACC	Army Communications Command	BF
Hqs, DA	Hqs, Dept of Army (other than specified)	BG
PACOM	Pacific Command	BH
MAAGs	Military Assistance Advisory Groups	BI
USARJ	US Army - Japan	BJ
USAREUR	US Army - Europe & Seventh Army	BK
USASAALA	US Army Security Assistance Agency - Latin America	BN
MTMC	Military Traffic Management Command	BL
MDW	Military District of Washington	BM

<u>ABBREVIATIONS</u>	<u>ORGANIZATION</u>	<u>CODE</u>
SOUTHCOM	Southern Command	BR
EUCOM	European Command	BS
OSA	Office, Secretary of Army	BT
DACS	Office of Chief of Staff	BU
DASG	Surgeon General	BV
DAAG	Adjutant General	BW
AAA	Army Audit Agency	BX
USAFAC	Army Finance & Accounting Center	BY
TAFT	Technical Assistance Field Teams	BZ
<u>Navy</u>		
DEPUNSECNAV	Office of the Secretary of Navy	NA
OPNAV	Office of the Chief of Naval Operations	NB
NMPC	Naval Military Personnel Command	NC
MC	Marine Corps (include Marines in MAAGs)	ND
CHNAVMAT HQs	Hqs, Naval Materiel Command	NE
Navy Labs	Director of Naval Laboratories	NF
CNM SSPO (PM-1)	Proj. Mgr., Strategic Systems Proj. Office	NG
CNM SNEP (PM-5)	Proj. Mgr., Saudi Naval Expansion Prog.	NH
NAVELEXSYSCOM	Naval Electronics Systems Command	NI
NAVSEASYSYSCOM	Naval Sea Systems Command	NJ
NAVAIRSYSCOM	Naval Air Systems Command	NK
NAVFACENGCOS	Naval Facilities Engineering Command	NL
NAVSUPSYSCOM	Naval Supply Systems Command (less NAVILCO)	NM
NAVILCO	Naval International Logistics Command	NN
CINCLANTFLT	Atlantic Fleet	NO
CINCPACFLT	Pacific Fleet	NP
CNET	Chief of Naval Education and Training	NQ
MAAGs	Military Assistance Advisory Groups	NR
TAFT	Technical Assistance Field Teams	NS
PACOM	Pacific Command	NT
EUCOM	European Command	NU
SOUTHCOM	Southern Command	NV
<u>Air Force</u>		
Hqs, USAF	Hqs, US Air Force	FA
AFLC	Air Force Logistics Command	FB
TAC	Tactical Air Command	FC
AFAA	Air Force Audit Agency	FD
AFSS	Air Force Security Service	FE
AFOSI	Air Force Office of Special Investigation	FF
AFMPC	Air Force Military Personnel Center	FG
USAFE	US Air Forces - Europe	FH
AFAFC	Air Force Accounting and Finance Center	FI
AFSC	Air Force Systems Command	FJ
AFDAA	Air Force Data Automation Agency	FL
MAC	Military Airlift Command	FM

<u>ABBREVIATIONS</u>	<u>ORGANIZATION</u>	<u>CODE</u>
ATC	Air Training Command	FN
PACAF	Pacific Air Forces	FO
AFCS	Air Force Communications Service	FP
ADCO	Aerospace Defense Command	FS
PACOM	Pacific Command	FT
EUCOM	European Command	FU
MAAGs	Military Assistance Advisory Groups	FV
SOUTHCOM	Southern Command	FW
3G	Air Force Elements, Europe	GH
3V	Air Force Elements	GI
2J	1947th Administrative Support Group	GJ



REFERENCES (cont.)

- (d) DoD Handbook 7045.7-H, FYDP Program Structure, latest edition
- (e) DoD Directive 5100.73, "Department of Defense Management Headquarters," April 11, 1975
- (f) DoD Instruction 2140.1, "Pricing of Sales of Defense Articles and Defense Services to Foreign Countries and International Organizations," March 9, 1977