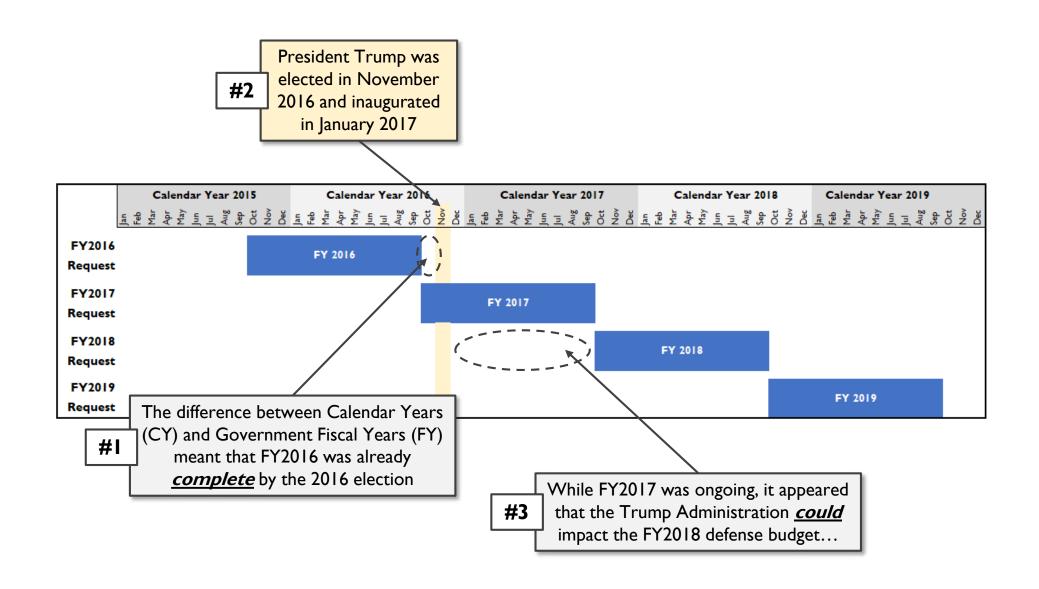
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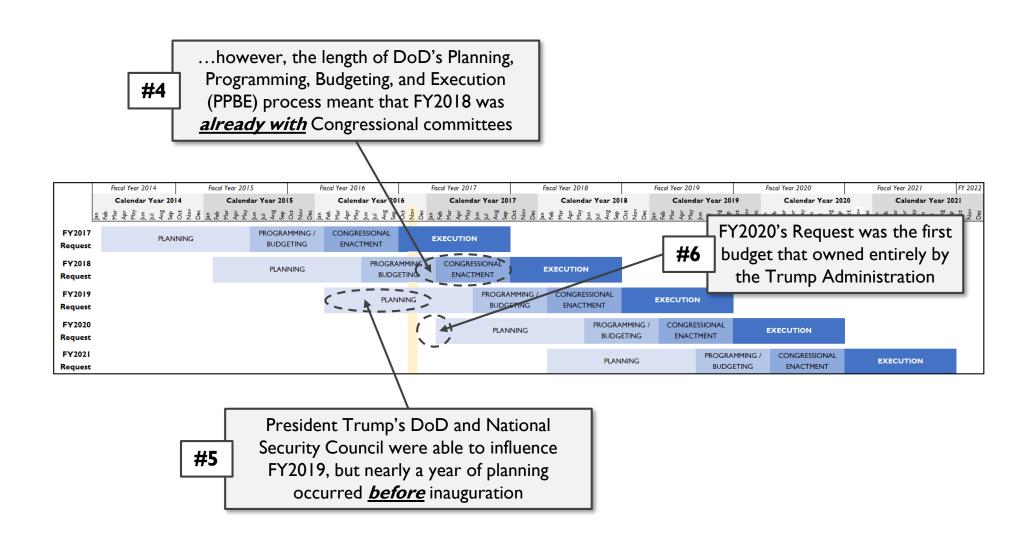


There is a Notable Lag between Changes in Presidential Administrations and Subsequent Changes in DoD Spending





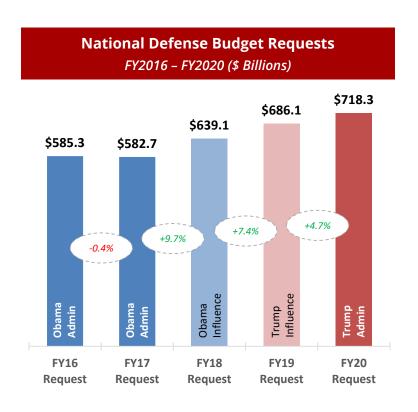
DoD's Budget Process is Purposefully Lengthy to Allow Time for Program, Personnel, and Strategic Planning

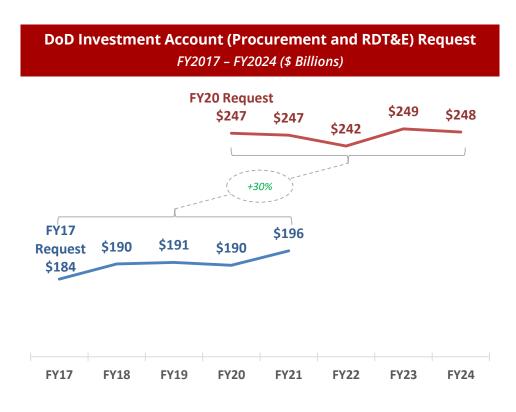




The "All-Trump" FY2020 DoD Request Provides a 30% Increase in DoD Investment Over the Last Obama Budget

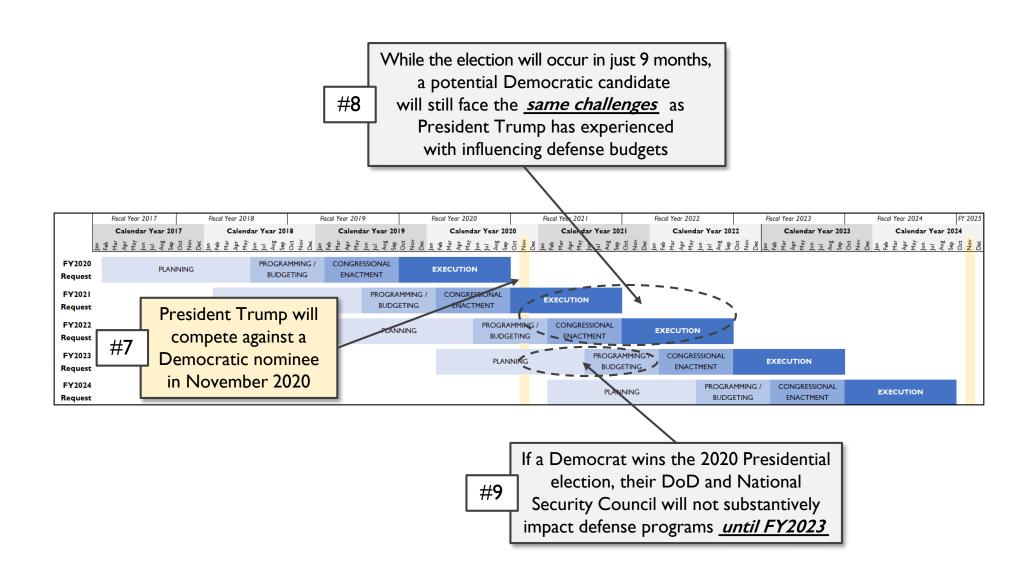
- After 3 years of being in office, the Trump Administration has grown defense spending considerably
 - The immediate focus was **restoring readiness** these requirements ensure that soldiers, sailors, airmen, and Marines receive necessary training and well-maintained equipment that enable success, no matter the mission
 - In January 2018, a new National Defense Strategy was issued identified the reemergence of long-term, strategic competition by revisionist powers (China and Russia), generating a requirement for **modernization**
- FY20's Future Year Defense Plan included 30% more funding for the Investment account vs. FY17's







While Political Risk Exists Every Year, Any Potential Implications from the November Election Will Likely Not Be 'Felt' by Industry Until FY2023





Fairmont's Quantitative Budget Analysis Helps Ensure Success For Strategic Planning & Business Development

- Earlier this month, POLITICO announced that President Trump plans to send his FY2021 budget request to Congress on February 10 and, for the first time since taking office, Administration officials were able to craft this request with certainty of spending levels
 - Last summer's two-year bipartisan budget deal set total defense spending for FY2021 \$741B
- After the FY2021 budget request is released, Fairmont will help clients understand what has changed, identify new R&D initiatives, quantify planned funding for specific programs, and assess whether strategic plans align with DoD missions and priorities

Several other questions that will be assessed following the release of the budget include:

- What programs were deprioritized and by how much – following the Army Night Court's identification of additional funding for its 'Big Six' Modernization priorities?
- 2. How was the DoD's 'Fourth Estate' impacted by Secretary Esper's focus on excess bureaucracy?
- 3. What programs were created, or 'pulled to the left,' to focus on strategic competition with revisionist powers after two decades of counterterrorism-focused missions?
- 4. What new opportunities will emerge from additional platforms (e.g., USAF F-15EX, Navy USVs)?

If Fairmont can support your Corporate Strategy or Business Development team understand and utilize the FY2021 budget, please contact us:

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6 of 7 January 2020



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