



DEFENSE SECURITY COOPERATION AGENCY

WASHINGTON, DC 20301-2800

SEP 15 2008

In reply refer to:  
USP014425-08

MEMORANDUM FOR SEE DISTRIBUTION LIST

SUBJECT: Clarification Regarding the Offer Expiration Date (OED) for Letters of Offer and Acceptance (LOAs), DSCA Policy 08-30 [SAMM E-Change 117]

This memorandum updates Chapter 5 of the Security Assistance Management Manual (SAMM) by providing additional clarification regarding OEDs for Basic LOAs and Amendments.

The attached guidance is effective 30 days from the date of signature. If you have any questions or need additional information regarding this issue, please contact Kent Bell, DSCA/STR/POL, (703) 604-6612 or [kent.bell@dscamilitary.com](mailto:kent.bell@dscamilitary.com).

A handwritten signature in cursive script that reads "Freda J. Lodge".

Freda J. Lodge  
Principal Director  
Strategy

Attachment:  
As Stated

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## SAMM Figure C5.F5. - Instructions for Preparing a Letter of Offer and Acceptance (LOA) Changes to Offer Expiration Date

Replace Figure C5.F5., section 5 with the following:

### Instructions for Preparing a Letter of Offer and Acceptance (LOA)

5. Offer Expiration Date (OED). Each LOA document includes an OED indicating the last date on which the purchaser may accept the offer. The OED is normally 85 days (25 days for administrative processing and 60 days for country review) from Military Department Approval (MILAP) in the Defense Security Assistance Management System (DSAMS), except for countries that have been approved a longer OED as reflected in the below chart. For countries listed in the chart below with an OED longer than 85 days, the country review time is the OED minus 25 days.

**Long OEDs:** Requests for OEDs longer than the approved timeframes reflected in the below chart may be considered on a countrywide or case-by-case basis. The purchaser submits these requests to the applicable Implementing Agency. If the Implementing Agency concurs, it enters a case remark in the DSAMS that the LOA document contains an OED that is longer than the approved timeframes reflected in the below chart, and forwards it to DSCA for approval. The validity of the data may decrease as the length of time from offer increases. The chart below reflects the current country level timeframes that should be used unless an exception is granted.

**Short OEDs:** Short OEDs are used for USG driven requirements (e.g., where the price estimates are dependent on contract award by a certain date). Short OEDs should not be used for purchaser-driven needs or as a means to expedite LOA documents through the review and countersignature process. If the purchaser has less than the OED minus 25 days, the Implementing Agency must include the mandatory short OED LOA note (see Table C5.T5.). The standard OED is used even when it is anticipated that the purchaser may accept the LOA document early. Using the standard OED allows the purchaser to accept the LOA document early (e.g., purchaser driven needs such as internal budget requirements, etc.), but also allows the purchaser the normal review time when early acceptance does not occur. This eliminates unnecessary pen and ink changes that are required to revise the OED when early acceptance does not take place.

Country	Number of Days from Implementing Agency MILAP to OED
Egypt	115
Germany	115
Greece	115
Indonesia	145
Israel	115
Italy	130
Korea	120
Morocco	115
Pakistan	115
Philippines	145
Portugal	120
Saudi Arabia	180 (Air Force cases)
	180 (Navy Cases)
	140 (Army Cases)
	150 (all other cases)
Spain	115
Turkey	100
Yemen	115
All Others	85