



DEFENSE SECURITY COOPERATION AGENCY

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OCT 17 2017

MEMORANDUM FOR DEPUTY UNDER SECRETARY OF THE AIR FORCE FOR
INTERNATIONAL AFFAIRS
DEPUTY ASSISTANT SECRETARY OF THE ARMY FOR
DEFENSE EXPORTS AND COOPERATION
DEPUTY ASSISTANT SECRETARY OF THE NAVY FOR
INTERNATIONAL PROGRAMS
DIRECTOR, DEFENSE CONTRACT MANAGEMENT AGENCY
DIRECTOR FOR SECURITY ASSISTANCE, DEFENSE FINANCE
AND ACCOUNTING SERVICE – INDIANAPOLIS OPERATIONS
DIRECTOR, DEFENSE INFORMATION SYSTEMS AGENCY
DIRECTOR, DEFENSE LOGISTICS AGENCY
DIRECTOR, DEFENSE LOGISTICS INFORMATION SERVICE
DIRECTOR, DEFENSE LOGISTICS AGENCY DISPOSITION
SERVICES
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, NATIONAL GEOSPATIAL – INTELLIGENCE
AGENCY
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
NATIONAL SECURITY AGENCY
DIRECTOR, DEFENSE TECHNOLOGY SECURITY
ADMINISTRATION

SUBJECT: Revision of Security Assistance Management Manual (SAMM) Section C4.3.7.
“Concurrent FMS and Commercial Negotiations,” DSCA Policy 17-40 [SAMM E-
Change 370

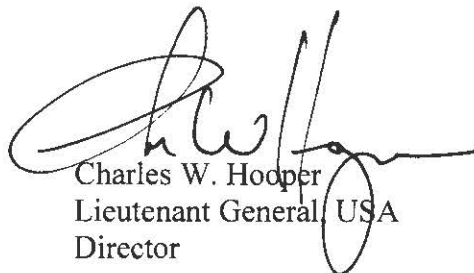
In response to recent questions, this memorandum revises SAMM, Chapter 4 to clarify the narrow circumstances under which an exception to permit concurrent FMS and commercial negotiations is required.

Effective immediately, Chapter 4, C4.3.7. of the SAMM is revised to read as follows:

“C4.3.7. Concurrent FMS and Commercial Negotiations. Purchasers should avoid concurrent FMS and commercial requests. Concurrent negotiations occur when a purchaser seeks information both through FMS and from a U.S. commercial source to compare FMS and commercial pricing for the same item in an attempt to gain a negotiating advantage. Implementing Agencies may not participate in FMS-commercial comparison studies unless the Director, DSCA, grants an exception for a specific circumstance. If the purchaser’s national policy or specific circumstances require that both FMS and commercial data be obtained for the item to be procured, the purchaser should submit a request for exception with justification to DSCA (Strategy Directorate).”



This policy is effective immediately. For questions relating to this policy or to the Security Assistance Management Manual (SAMM) generally, please contact Mr. Mike Slack, Strategic Planning and Integration Division, at (703) 697-9058 or e-mail: micheal.d.slack.civ@mail.mil. Implementing Agencies should disseminate this policy to supporting activities.



Charles W. Hooper
Lieutenant General USA
Director

Attachment:
None

cc:
AFRICOM
CENTCOM
EUCOM
NORTHCOM
SOUTHCOM
PACOM
TRANSCOM
SOCOM
STATE/PM-RSAT
USASAC
SATFA
USACE
NAVSUP
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