



DEFENSE SECURITY COOPERATION AGENCY  
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JUL 05 2018

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: Use of Security Cooperation Customer Codes (SCCC) N4 and W7, DSCA Policy  
18-06 [SAMM E-Change 368]

- Reference(s): (a) Update of Security Assistance Management Manual (SAMM) Table  
C4.T2C., Country, International Organization, and Regional Codes and  
Foreign Military Sales (FMS) Eligibility, DSCA Policy 16-70 [SAMM E-  
Change 338]  
(b) Agent Sales – New Multinational Foreign Military Sales (FMS) Initiative,  
DSCA Policy 18-08

This memorandum revises the guidance provided in the referenced DSCA Policy 16-70  
and clarifies the appropriate use of Security Cooperation Customer Codes (SCCC) N4 and W7.

SCCC N4 “NAMSA General + Nike” was originally designated for sales involving the  
NATO Maintenance and Supply Agency (NAMSA), which realigned in 2012 under the NATO  
Supply Agency (NSPA). In 2016, the NSPA underwent a formal name change to the NATO  
Support and Procurement Agency (also NSPA). As a result, DSCA Policy 16-70 established W7  
as the SCCC designated for sales to the original NSPA and any successor agencies, though

SCCC N4 continued to be used for these sales. SCCC N4 will continue to be used for all sales directly to NSPA and its successor agencies.

Per the referenced DSCA Policy 18-08, the Department of State determined the NSPA to be eligible to act as an Agent on behalf of FMS-eligible NATO and European countries for the procurement of defense articles and services. SCCC W7 will be used solely for Agent sales through NSPA on behalf of an FMS-eligible NATO or European country.

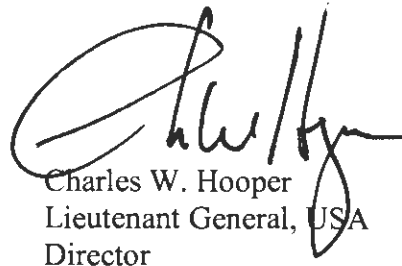
Agent Sales are sales in which an Agent, such as NSPA, is acting on behalf of one or multiple FMS-eligible countries or international organizations to procure defense articles and services. All Agent actions are legally binding on the Principal(s) for whom the Agent is acting. A single Letter of Offer and Acceptance (LOA) documents an Agent sale of defense articles and services on behalf of multiple Principals, though for accounting purposes, each Principal will be listed separately within the LOA.

In consultation with DSCA (DBO/FPA), SCCC W7 attributes for the LOA will be established based on the most restrictive attribute required for any of the LOA Principals purchasing on the LOA. These attributes address Dependable Undertaking status, Contract Administrative Services (CAS) waivers and Congressional Notification thresholds and periods.

Accordingly, SAMM Table C4.T2C., Security Cooperation (SC) Customer and Regional Codes and FMS Eligibility (NATO), is updated as shown below:

Country/ Territory (Host Country)	FMS Country Code/ (NIST Code)	Combatant Command 1	Region Grouping 2	FMS AECA Eligible 3	Accel. Case Closure Eligible
NATO Supply Agency (NSPA) and successor agencies (previously NAMSA General +NIKE)	N4	EU	EUR	Yes	N/A
Agent Sales through NATO Support and Procurement Agency (NSPA)	W7	EU	EUR	Yes	N/A

This policy is effective immediately. For questions concerning financial attributes to be assigned to cases using these SCCC's, please contact Ms. Candace Sampere, DSCA (DBO/FPA) at (703) 697-8871 or e-mail: candace.j.sampere.civ@mail.mil. For questions relating to Agent Sales or to the SAMM, 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  
TRADOC  
SATFA  
USACE  
NAVSUP  
WSS  
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AFSAT  
DISCS  
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USCG International Affairs (G-CI)