



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: Update of Security Assistance Management Manual (SAMM) Table C4.T2D.,
Country, International Organization, and Regional Codes and Foreign Military
Sales (FMS) Eligibility (Regions), DSCA Policy 18-07 [SAMM E-Change 369]

Reference(s): Presidential Determination, "Eligibility of the Organisation Conjointe de
Cooperation en matiere d'Armement to Receive Defense Articles and Defense
Services Under the Foreign Assistance Act of 1961, as Amended, and the Arms
Export Control Act, as Amended," April 20, 2018

Per the referenced Presidential Determination on April 20, 2018, the Organisation
Conjointe de Cooperation en matiere d'Armement (OCCAR) is eligible to enter into Foreign
Military Sales (FMS) of defense articles and services. As a result, SAMM Table C4.T2D.,
Country, International Organization, and Regional Codes and FMS Eligibility (Regions) is
updated to establish "7B" as the Security Cooperation Customer Code (SCCC) for Agent Sales
through OCCAR.

Agent Sales are those sales in which an Agent, such as OCCAR, 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 7B 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.

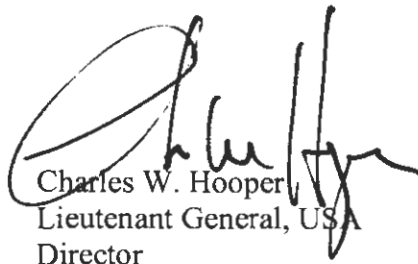
Accordingly, SAMM Table C4.T2D. is updated as shown below:

Country/ Territory (Host Country)	FMS Country Code/ (NIST Code)	Combatant Command 1	Region Grouping 2	FMS AECA Eligible 3	Accel. Case Closure Eligible
Organisation Conjointe de Cooperation en matiere d'Armement (OCCAR) 48	7B	EU	EUR	Yes	N/A

Further, the following will be added to the Notes section at the end of Table C4.T2:

Note 8. OCCAR is FMS-eligible only to act as an agent on behalf of one or more FMS-eligible Principal countries. LOA attributes that are normally fixed by country, such as Dependable Undertaking status, Contract Administrative Services (CAS) waivers and Congressional Notification thresholds and periods, are established by applying the most restrictive attribute required for any of the co-Principals purchasing on the LOA. DSCA (DBO/FPA) determines SCCC 7B attributes for each OCCAR LOA on a case-by-case basis.

This policy is effective immediately. For questions concerning financial attributes to be assigned to cases using this SCCC, please contact Mr. Glenn Anderson, DSCA (DBO/CFM) at 703-697-8863 or e-mail: glenn.e.anderson22.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

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