



DEFENSE SECURITY COOPERATION AGENCY

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WASHINGTON, D.C. 20301-2800

09 AUG 2013

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
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SERVICE
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE
AGENCY
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
NATIONAL SECURITY AGENCY

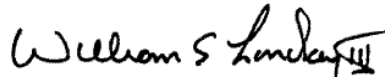
SUBJECT: Foreign Military Sales (FMS) Delivery Performance Metric, Defense Security
Cooperation Agency (DSCA) Policy 13-27 [SAMM E-Change 226]

This memorandum establishes a performance metric for delivery of items purchased through the FMS process. This delivery performance metric will apply to all basic Letter of Offer and Acceptance (LOA) documents in response to Letters of Request (LORs) received on or after August 15, 2013, and will be measured from LOA Implementation to delivery of the first articles or services to the purchasing country.

A critical measure of success for our FMS system is to deliver defense articles and services that meet partner needs as soon as possible after an LOR is received. We have never set an objective goal for this key performance measure and, as a result, often let our process decide when we can deliver rather than drive our system to deliver rapidly and on the schedule our partners need. Our emphasis on the total package approach often causes us to focus on when we can deliver the complete package. The performance metric directed in this change will also require us to focus on how quickly we can deliver the initial capability, equipment, training, etc. Often this is most important to our partners, especially if the FMS case is delivering new capability or equipment into their armed forces. However, even the delivery of relatively minor items associated with an FMS case can demonstrate the U.S. Government's intent to move expeditiously to meet an international partner's needs.

As we introduce this performance measure into our FMS process, we have set an aggressive, yet reasonable, goal. For Basic LOR documents received after the effective date of this policy, delivery of the first article, service, or training should occur within 180 days of LOA Implementation for at least 50% of an Implementing agency's total LOAs and for at least 50% of all LOAs an IA implements for a given purchaser country. 50% is set as the initial goal in recognition that a number of our most complex systems cannot be produced within the 180 day goal. The majority of our cases, however, do not involve complex acquisitions and therefore lend themselves well to improved delivery timelines. We recognize there will be barriers to meeting this performance goal, but identifying those specific barriers will allow us to find ways to eliminate them. Aggressive implementation of innovative and anticipatory processes such as SDAF or streamlining existing processes to eliminate non-value-added steps will be essential to achieving this goal.

The attachment updates Chapter 6 of the Security Assistance Management Manual (SAMM) to reflect the change to policy. If you have questions concerning the attached SAMM policy, please contact Mr. Clayton Holt, DSCA-STR/POL, clayton.holt@dscam.mil, (703) 601-3658.



William E. Landay III
Vice Admiral, USN
Director

Attachments:
As stated

cc:
STATE/PM-RSAT
AFRICOM
CENTCOM
EUCOM
JFCOM
NORTHCOM
PACOM
SOCOM
SOUTHCOM
TRANSCOM
USASAC
SATFA TRADOC
NAVICP
NETSAFA
AFSAC
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DISAM

Security Assistance Management Manual (SAMM), E-Change 226

- 1) After C6.2., *Case Execution-General Information*, insert the following:

C.6.2.1. Because rapid delivery of defense articles, services, and training purchased through the FMS process constitutes a tangible demonstration of United States' commitment to the government-to-government relationship with the purchaser, for basic LOAs, every effort should be made to deliver the first article(s), service(s), or training:

C.6.2.1.1. Within 180 days of LOA Implementation for at least 50% of an IA's total LOA's and;

C.6.2.1.2. Within 180 days of LOA Implementation for at least 50% of all LOAs an IA implements for a given purchaser country.

C.6.2.2. Case Managers, in coordination with Security Cooperation Organizations (SCOs), are responsible for tracking FMS delivery status.

- 2) Subsequent paragraphs will be re-numbered as appropriate.