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28 JUL 2015

MEMORANDUM FOR DEPUTY ASSISTANT SECRETARY OF THE ARMY FOR
DEFENSE EXPORTS AND COOPERATION
DEPUTY ASSISTANT SECRETARY OF THE NAVY FOR
INTERNATIONAL PROGRAMS
DEPUTY UNDER SECRETARY OF THE AIR FORCE FOR
INTERNATIONAL AFFAIRS
DIRECTOR, DEFENSE CONTRACT MANAGEMENT AGENCY
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ACCOUNTING SERVICE
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DIRECTOR, MISSILE DEFENSE AGENCY
DIRECTOR, DEFENSE LOGISTICS AGENCY
DIRECTOR, DEFENSE LOGISTICS INFORMATION SERVICE
DIRECTOR, DEFENSE LOGISTICS AGENCY DISPOSITION
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
NATIONAL SECURITY AGENCY

SUBJECT: Customer Visibility of Case-Related Milestones, DSCA Policy 15-12

DSCA collaborated with the Foreign Procurement Metrics Working Group (FPMWG), a sub-group of the Foreign Procurement Group (FPG), to explore opportunities for more transparency into the Letter of Offer and Acceptance (LOA) development process for our Foreign Military Sales (FMS) customers. This policy identifies two additional case-related milestones that FMS customers will be able to view in the Security Cooperation Information Portal (SCIP). Currently, prior to an LOA being offered, customers reviewing SCIP only see that an LOA is in development. The additional case-related milestones will give more transparency and visibility into the status of an LOA as it progresses through the LOA development process. These milestones will also assist customers in planning for receipt of an LOA document. The FPMWG identified the following additional case-related milestones as ones that would be most beneficial to FMS customers:

- a) Military Department Approval (MILAP) – The date the military department (MILDEP) completes LOA Data (LOAD) development.

Following MILAP status, an LOA document may be returned to an earlier development stage, due to various factors such as pricing or changing requirements. To help manage customer

expectations with regards to the movement of an LOA document through the development process, the following business rules will apply: When an LOA document is returned to the MILDEP after MILAP has occurred; the MILAP milestone date that was previously reflected in SCIP will not be displayed. When the next MILAP occurs, the MILAP milestone will be updated in SCIP to reflect the latest MILAP date.

- b) Case Status “Review” (RSTATUS) – The completed LOA is being reviewed by DSCA and the applicable MILDEP.

The following business rules will apply: If an LOA document is returned to an earlier development stage after reaching RSTATUS, the RSTATUS milestone date that was previously reflected in SCIP will not be displayed. When the next RSTATUS occurs, the RSTATUS milestone will be updated in SCIP to reflect the latest RSTATUS date.

Increasing customer’s transparency to the LOA development process aligns with the DSCA Strategic Plan, Vision 2020, (objective 6.3).

If you have any questions concerning this guidance, please contact Mr. Kent Bell, DSCA STR/SPI, kent.bell@dsc.mil, (703) 604-6612.



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