



DEFENSE SECURITY COOPERATION AGENCY

201 12TH STREET SOUTH, STE 203
ARLINGTON, VA 22202-5408

OCT 16 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 REUTILIZATION AND MARKETING
SERVICE
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE
AGENCY
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
NATIONAL SECURITY AGENCY

SUBJECT: Cancellation of Foreign Military Sales (FMS) Delivery Performance Metric, DSCA
Policy 18-43 [SAMM E-Change 395]

Reference: DSCA Policy Memo 13-27 “Foreign Military Sales (FMS) Delivery Performance
Metric, Defense Security Cooperation Agency (DSCA),” August 9, 2013

Pursuant to the requirements set forth by section 887(b)(1) of the Fiscal Year (FY) 2018 National Defense Authorization Act (Public law 115-91), the Under Secretary of Defense of Acquisition and Sustainment, in coordination with DSCA and the Implementing Agencies, has established notional milestones and standard timelines by which to track FMS lifecycle performance metrics up to the delivery of the final defense article, defense service, or training. Milestone 6 “Delivery of Major Item or Service” acknowledges delivery terms and timelines are unique to each Letter of Offer and Acceptance (LOA) and agreed to by the U.S. Government and purchaser prior to LOA implementation.

DSCA Policy Memorandum 13-27 established a standard 180 day delivery milestone for defense articles, defense services, and training, that is inconsistent with the new notional delivery milestone. Therefore, effective immediately, DSCA Policy Memorandum 13-27 is cancelled. DSCA will update Chapter 6 of the Security Assistance Management Manual as attached to reflect this cancellation and to align policy guidance with the new notional delivery milestone.

If you have any questions concerning this guidance, please contact Ms. Michelle Davis, michelle.davis13.civ@mail.mil, or (703) 697-9052.



Gregory M. Kausner
Deputy Director

Attachments:
As stated

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

SECURITY ASSISTANCE MANAGEMENT MANUAL (SAMM), E-CHANGE 385

- 1) Change paragraph C6.2.1. to read: “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, every effort should be made to deliver the articles, services, or training in a timely manner in accordance with any timelines or standards included in the LOA.
- 2) Delete C.6.2.1.1 through C6.2.1.2.