



DEFENSE SECURITY COOPERATION AGENCY

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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
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DIRECTOR, MISSILE DEFENSE AGENCY
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE
AGENCY
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
NATIONAL SECURITY AGENCY

SUBJECT: Acquisition Policies Pertinent to Security Cooperation; DSCA Policy 20-80

Reference(s):

- a) [Joint Requirement Oversight Counsel Memorandum \(JROCM\) 025-19](#), April 15, 2019, "Conventional Arms Transfer Policy, National Security Presidential Memorandum Task 2.7, Build Exportability"
- b) [Department of Defense Instruction \(DoDI\) 5000.85](#), August 6, 2020, "Major Capability Acquisition"

This memorandum highlights recent updates to Department of Defense (DoD) acquisition policies pertinent to the security cooperation enterprise. Security Cooperation programs rely heavily upon the DoD capability requirements and acquisition processes. It is DoD policy to consider international requirements including interoperability and exportability when making acquisitions decisions on its own behalf.

Improving exportability makes U.S. weapons systems more competitive and affordable for partners and allies. On August 6, 2020, the Department released an update to DoDI 5000.85, requiring DoD acquisition programs using the Major Capability Acquisition pathway to integrate

exportability and international acquisition planning into the program's acquisition strategy. Specifically, it requires designing systems with exportability to foreign partners in mind except when the program has a Milestone Decision Authority (MDA) approved waiver allowing for a U.S.-only design. Program Management Offices developing systems for potential export markets must also conduct an exportability roadmap study beginning no later than Milestone B.

This DoDI is consistent with JROCM 025-19, 15 April 2019, which approved changes to the Joint Capability Integration and Development System process to:

- a) Include exportability language as a Key Systems Attribute in Capability Development Documents (CDD's) and CDD updates for systems with export potential as determined by the MDA at Milestone A; and
- b) Include allied/partner interoperability and coalition use in the Concept of Operations (CONOPS section of Initial Capabilities Documents).

In order to remain competitive in the global market space and to ensure our national security, the Security Cooperation community involved in the Defense Acquisition System must fully implement the referenced new policies and guidance.

This policy memorandum is located at <https://samm.dsca.mil> as DSCA 20-80. For questions on this policy, please contact Mel Dockstader, DSCA/SPP/SPI, Melissa.M.Dockstader.civ@mail.mil, (703) 692-6557.



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