



## DEFENSE SECURITY COOPERATION AGENCY

2800 DEFENSE PENTAGON  
WASHINGTON, D.C. 20301-2800

10 JUN 2025

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, DEFENSE INFORMATION SYSTEMS AGENCY  
DIRECTOR, DEFENSE LOGISTICS AGENCY  
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AGENCY  
DIRECTOR, SECURITY COOPERATION ACCOUNTING  
DIRECTORATE, DEFENSE FINANCE AND ACCOUNTING  
SERVICE, INDIANAPOLIS OPERATIONS  
DIRECTOR OF CYBERSECURITY DIRECTORATE AND DEPUTY  
NATIONAL MANAGER FOR NATIONAL SECURITY  
SYSTEMS, NATIONAL SECURITY AGENCY


SUBJECT: Defense Security Cooperation Agency Policy Memorandum 25-65, Addition of Letter of Offer and Acceptance Note for Lead Nation Foreign Military Sales Cases in support of North Atlantic Treaty Organization Support Partnerships [SAMM E-Change 767]

Reference: [DSCA Policy 22-85](#), Interim Guidance on Multinational Foreign Military Sales cases with North Atlantic Treaty Organization Supply and Procurement Agency, November 17, 2022

This policy memorandum updates the Security Assistance Management Manual (SAMM) Appendix 6 to add a standard note for use on Lead Nation Foreign Military Sales (FMS) Letters of Offer and Acceptance (LOAs) in support of North Atlantic Treaty Organization (NATO) Support Partnerships (SPs). The standard note is to be included on all new basic cases and all amendments.

This policy memorandum supports the reference, which requires that all NATO SP FMS cases align with either Lead Nation cases or Agent Sales cases under Multinational FMS policy.

The policy in the attachment is incorporated into the SAMM at <https://samm.dsca.mil>. If you have any questions concerning this guidance, please contact DSCA (Office of Strategy, Plans, and Policy, Execution Policy and Analysis Directorate (SPP/EPA)), [dsca.ncr.spp.mbx.epa@mail.mil](mailto:dsca.ncr.spp.mbx.epa@mail.mil).

  
for

David Ferrari  
Assistant Director  
Strategy, Plans, and Policy

Attachment:

SAMM E-Change 767 - SAMM Appendix 6 Update - Addition of Letter of Offer and  
Acceptance Standard Note for Foreign Military Sales Cases in support of North Atlantic Treaty  
Organization Support Partnerships

**Attachment: Security Assistance Management Manual E-Change 767**

**Appendix 6 Addition of Note for Lead Nation Foreign Military Sales Cases in support of North Atlantic Treaty Organization Support Partnerships**

1. Add the “Note for Lead Nation North Atlantic Treaty Organization Support Partnerships Cases” to Appendix 6.

<b>FMS</b>	Yes
<b>BPC</b>	No
<b>Note Input Responsibility</b>	IA
<b>Date Range of Use<sup>1,2</sup></b>	All new basic cases and all amendments
<b>References</b>	
<a href="#">Section C5.6.1.7.3.</a>	
<b>Note Usage Instructions for Documents</b>	
Mandatory for all new basic Letters of Offer and Acceptance (LOAs) for Lead Nation FMS cases in support of NATO Support Partnerships, and all LOAs for Lead Nation FMS amendments in support of NATO Support Partnerships.	
<b>Note Text</b>	
<p>Participating Nations listed in this LOA may share articles with each other only if and once the following criteria have been satisfied:</p> <ol style="list-style-type: none"><li>1. The Lead Nation designated in this LOA has requested and received approval from the State Department at <a href="mailto:PM_RSAT-TPT@state.gov">PM_RSAT-TPT@state.gov</a> for a blanket Third-Party Transfer between the designated Participating Nations and the Lead Nation.</li></ol> <p>While not procuring on the LOA, [XXX] are members of the NATO Support Partnership [Name], and all Support Partnership member countries may want to share the articles outlined in this LOA. As such, the Support Partnership member countries may share together only if and once the following criteria have been satisfied:</p> <ol style="list-style-type: none"><li>2. The Lead Nation designated in this LOA has requested and received approval from the State Department at <a href="mailto:PM_RSAT-TPT@state.gov">PM_RSAT-TPT@state.gov</a> for a blanket Third-Party Transfer between the Support Partnership member countries not procuring on the LOA, the designated Participating Nations, and the Lead Nation. A blanket Third Party Transfer does not need to include all Support Partnership member countries, but articles may only be shared among countries with Third Party Transfer approval from the Department of State.</li></ol>	

Transferee NATO Organizations or countries named on this LOA will report their retransfers to the Lead Nation on a quarterly basis. The Purchaser, acting as the Lead Nation, agrees to provide the information on its retransfers as well as those of the Support Partnership member countries and Participating Nations by email to [PM\\_RSAT-TPT@state.gov](mailto:PM_RSAT-TPT@state.gov) in a quarterly report to State by the 15th of each month following the end of each quarter in which a retransfer has occurred.

2. Update Section C5.6.1.7 per below:

- Current Wording:

**C5.6.1.7. Special Notes and Formatting.**

**C5.6.1.7.1.** “Lead Nation Procurement” is entered in the nickname field beneath the case identifier. Case line descriptions will indicate which Participating Nation will be receiving the items. Each case shall include a version of the note in [Figure C5.F16](#), developed by the IA and cleared separately by the DSCA (IOPS) CPD, DSCA (SPP/EPA), and DSCA (FO/OGC) within the Case Tracking System (CTS).

**C5.6.1.7.2.** [Figure C5.F17](#), and [Figure C5.F18](#), should be submitted with the case through the CTS and maintained with case files.

- Revised Wording:

**C5.6.1.7. Special Notes and Formatting.**

**C5.6.1.7.1.** “Lead Nation Procurement” is entered in the nickname field beneath the case identifier. Case line descriptions will indicate which Participating Nation will be receiving the items. Each basic case and any amendments and modifications shall include a version of the note in [Figure C5.F16](#), developed by the IA and cleared by the DSCA (IOPS) CPD, DSCA (SPP/EPA), and DSCA (FO/OGC) within the Case Tracking System (CTS).

**C5.6.1.7.2.** Unsigned, completed copies of [Figure C5.F17](#), and [Figure C5.F18](#), shall be submitted with the case through the CTS. Upon LOA offer, the IA shall include the unsigned, completed copies as part of the LOA offer package. Signed copies of [Figure C5.F17](#), and [Figure C5.F18](#), shall be submitted with LOA acceptance and signature and for any subsequent case amendments in the CTS, and maintained with case files.

**C5.6.1.7.3.** If a Lead Nation Procurement is in support of a NATO Support Partnership, then [Figure C5.F19](#), must also be included in each new basic Lead Nation NATO Support Partnership case and all Lead Nation NATO Support Partnership case amendments. Prior

to inclusion, the IA must certify that all countries and/or international organizations listed in [Figure C5.F19](#), are compliant with all requirements for receipt of any items (e.g., TIP, EEUM), whether a country and/or international organization is the Lead Nation, a Participating Nation, or a NATO Support Partnership member.

3. Insert Figure C5.F19. to link to the "Note for Lead Nation North Atlantic Treaty Organization Support Partnerships Cases" in Appendix 6. Renumber remaining figures as needed.

**Figure C5.F19. Note for Lead Nation North Atlantic Treaty Organization Support Partnership Cases**

Click to view:

"Note for Lead Nation North Atlantic Treaty Organization Support Partnership Cases"