22 SEPT 2025

MEMORANDUM FOR COMMANDERS OF THE COMBATANT COMMANDS
     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
     DIRECTOR, SECURITY ASSISTANCE, DEFENSE FINANCE AND
      ACCOUNTING SERVICE
     DIRECTOR, DEFENSE INFORMATION SYSTEMS AGENCY
     DIRECTOR, DEFENSE LOGISTICS AGENCY
     DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
     DIRECTOR, MISSILE DEFENSE AGENCY
     DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE
      AGENCY
     DIRECTOR, DEFENSE LOGISTICS INFORMATION SERVICE
     DIRECTOR, DEFENSE LOGISTICS AGENCY DISPOSITION
     DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,
      NATIONAL SECURITY AGENCY

SUBJECT: Reference Guidance on Offset Implementation for the Security Cooperation
     Community, Defense Security Cooperation Agency, (DSCA) Policy 25-79 (SAMM
     E-Change 776)

   This update provides supplemental reference guidance to the Security Assistance
Management Manual (SAMM) on offset administration within the U.S. Foreign Military Sales
(FMS) program. The offset guidance document provides instruction to the Security Cooperation
(SC) community that: expounds upon U.S. policy and regulations relating to offset
administration in FMS; provides best practices and clarifications to improve the implementation;
enhances situational awareness of stakeholder roles; and provides an accessible repository of
responses to frequently asked questions from the SC community that will be updated as needed.

          Hussam Bader
          Acting Assistant Director
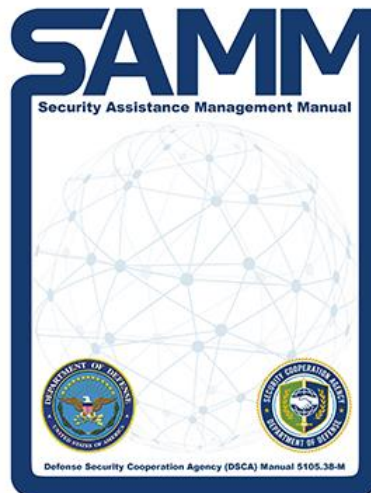   Strategy, Plans, and Policy

Attachments:
1) Security Assistance Management Manual (SAMM), E-Change 776
2) Guidance on Offset Implementation for the Security Cooperation Community

Attachment 1: Security Assistance Management Manual (SAMM), E-Change 776

1) Update Chapter 6 by adding the following section:

C6.3.9.4. Reference Guide on Offset Implementation. A Supplemental reference guide has been provided in the <u>Common Access Card (CAC)-Enabled SAMM</u>. The supplemental guidance includes clarity of stakeholder roles, best practices, frequently asked questions, and points of contacts within the IAs. Please reach out to DSCA (Office of International Operations, Weapons Directorate (IOPS/WPN)) at <u>dsca.ncr.iops.list.wpns-all-members@mail.mil</u> for more information on policy inquiries and to <u>dsca.ncr.ogc.mbx.fo-admin@mail.mil</u> for legal inquiries.

Attachment 2: Reference Guide on Offset Implementation for the Security Cooperation Community

NOTE: Attachment is CUI and has been removed from this posting.

Please see the CAC-Enabled SAMM (https://dod365.sharepoint-mil.us/sites/OSDDSCA-CUI-SAMM) for the attachment.

Contact DSCA (Office of International Operations, Weapons Directorate (IOPS/WPN)) at dsca.ncr.iops.list.wpns-all-members@mail.mil for more information related to policy inquiries and to dsca.ncr.ogc.mbx.fo-admin@mail.mil for legal inquiries.

DoD CAC Holders: please contact DSCA Office of Strategy, Plans, and Policy, Execution Policy and Analysis Directorate (SPP/EPA) at dsca.ncr.spp.mbx.epa@mail.mil with any questions regarding access to the site.