



DEFENSE SECURITY COOPERATION AGENCY

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14 MAY 2026

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
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, MISSILE DEFENSE AGENCY
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE
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 26-65, Changes to
Responding to Price and Availability [SAMM E-Change 837]

References: (a) Defense Security Cooperation Agency [Policy Memorandum 26-45](#) (CUI), Rough
Order of Magnitude Pricing Requests, 18 Mar 2026 (CAC-Enabled SAMM Memo,
DoW CAC Holders only)

This memorandum updates the Security Assistance Management Manual (SAMM) with
guidance to provide Rough Order of Magnitude (ROM) Pricing in lieu of Letter of Offer and
Acceptance (LOA) data for new Foreign Military Sales (FMS) Letters of Request (LOR) for
Price & Availability (P&A) and/or preliminary pricing data for FMS cases as outlined in
reference (a). The policy in the attachment is incorporated into the SAMM at
<https://samm.dsca.mil>.

If you have questions on this memorandum, please contact DSCA (Front Office (FO)/FMS
Continuous Process Improvement Board (CPIB)) at dsca.ncr.fo.list.cpib@mail.mil. Please
reference the DSCA policy number and memorandum subject. For general questions about the
SAMM, please contact DSCA (Office of Strategy, Plans, and Policy, Execution Policy and
Analysis Directorate (SPP/EPA)) at dsca.ncr.spp.mbx.epa@mail.mil.



Hussam H. Bader
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Attachments:

1. (U) E-Change 837 - SAMM Rough Order of Magnitude Pricing Updates
2. (CUI) E-Change 837 – CAC- Enabled SAMM Rough Order of Magnitude Pricing Updates

Attachment 1: E-Change 837 - SAMM Rough Order of Magnitude Pricing Updates

1) Update the SAMM Glossary as follows:

Term	Definition	Link
From: Price and Availability (P&A) Data	From: Prepared by the Military Departments, DSCA, and other DoW components in response to a foreign government's request for preliminary data for the possible purchase of a defense article or service. P&A data are not considered valid for the preparation of a Letter of Offer and Acceptance. Furnishing of this data does not constitute a commitment for the USG to offer for sale the articles and services for which the data are provided.	N/A
To: Price and Availability (P&A)	To: Implementing Agencies' (IAs) (Military Department organizations and Defense Agencies) response to requests from a foreign government or international organization (partner) for preliminary pricing and availability for international competitions and requests from authorized USG requesting authorities for building partner capacity. Furnishing of this data does not constitute a commitment for the USG to offer for sale the articles and services for which the data is provided	N/A
Rough Order of Magnitude (ROM) Pricing [Foreign Military Sales]	From: Non-budgetary estimate of cost and availability of defense articles or services through Foreign Military Sales, typically provided to requesting partner before a Letter of Offer and Acceptance is developed.	N/A
	To: The Implementing Agencies' (IAs) response to a Foreign Military Sales Letter of Request for P&A. It is an initial, non-binding cost estimate intended for planning and feasibility assessment, giving the foreign government or international organization (partner) a general idea of the potential cost and availability of defense articles or services. Furnishing this data does not constitute a commitment for the USG to offer for sale the articles and services.	N/A

2) Update the following sections in Chapter 2 as follows:

C2.1.8.6. Direct Commercial Sales Versus Foreign Military Sales. Generally, the DoW supports fulfillment of foreign countries' defense needs through either FMS or Direct Commercial Sales (DCS) channels. Unless the host country requests the purchase be made through FMS, the DoW tries to accommodate the U.S. contractor's preference for DCS. In addition, normally the DoW does not provide price quotes for comparison of FMS to DCS. **Requests for price estimates are referred to the appropriate MILDEP, Defense Agency Implementing Agency (IA), and/or DSCA (See Chapter 5).** All sales, either FMS or DCS, may include differences in delivery schedules, equipment modifications, spare parts, and training packages, and the recipient should exercise caution in comparing FMS and DCS data. The SCO assists a broad spectrum of U.S. defense industry marketing efforts **aligned with U.S. Foreign Policy objectives**, and the SCO is expected to provide adequate support to vendors regardless of the complexity or price of the item.

C2.2.1.3. Management begins during LOA preparation with partner interest and upon receipt of an LOR for LOA and continues throughout the life of an FMS case.

- 3) Update table C3.T6. Command, Control, Communications, Computer, Intelligence, Surveillance, and Reconnaissance Responsibilities as follows:

IAs	<ul style="list-style-type: none">• Receive and review C4ISR LORs after pre-LOR review by DSCA• Obtain DSCA (IOPS/WPNS) approval before processing LORs• Generate Price and Availability (P&A) data and/or FMS case• Generate ROM responses for LOR for P&A
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- 4) Add the following section to Chapter 4:

C4.3.1.5. Price and Availability Preparation for International Competitions. IAs authorized to prepare LOAs are also authorized to prepare P&A for presentation to purchasers. DSAMS must be used to prepare P&A response documents. DSAMS cannot be used to prepare classified P&A. [Table C5.T8.](#) presents the information included in P&A for International Competitions.

- 5) Update the following sections in Chapter 4 as follows:

C4.3.2. Total Package Approach. The Total Package Approach (TPA) ensures that FMS purchasers can obtain support articles and services, to include construction of necessary support facilities, required to introduce and sustain equipment and to operate in a responsible and effective manner consistent with U.S. intent in approving the transfer. The complete sustainability package must be offered to the purchaser when preparing a **Letter of Offer and Acceptance (LOA)**. **It should also be included, to the best extent possible, in ROMs and P&A responses to Partners for international competitions.** In some instances, the MILDEPs, in coordination with the Office of the Under Secretary of Defense for Acquisition and Sustainment (OUSD (A&S)), may identify possible co-sustainment options to support regional sustainment for platform, weapon systems, sub-systems, and components. When the MILDEP Implementing Agency (IA) and OUSW (A&S) determine these options to be viable, the MILDEP IA notifies DSCA (Office of International Operations, Regional Execution Directorate (IOPS/REX)) of these possible solutions so DSCA (IOPS/REX) can begin discussions with the partner. In addition to the system itself, other items to consider in a total package include training, technical assistance, initial support, software, ammunition, follow-on support, intelligence mission data, etc.

C4.4.18.1. The IA must follow the process in this section for all LORs upon which the IA will act, whether LORs for LOA, Pre-LOR Assessment Requests (PARs), or for Price and Availability (P&A) responses that include **data in response to an international competition for**

defense articles and/or services. If this process was followed for one type of response, it may not need to be executed again once the related LOR for the same munitions and/or delivery system (i.e., same Military Articles and Services List (MASL)) is received. If the request is not one of the types of requests identified above, responses should note, at a minimum, that the case may require an additional advanced target development capability, including a target coordinate mensuration, weaponeering, and/or collateral damage estimation capability.

C4.4.18.2. Within 14 calendar days of receipt of an actionable LOR for LOA, ~~or P&A~~ that includes in-scope munitions, delivery systems, and/or components, the lead IA shall enter LOR Advisory data into the DSCA (IOPS/WPNS) Targeting Infrastructure Management Portal (not publicly available) or submit the LOR Advisory to DSCA (IOPS/WPN) via Non-classified Internet Protocol Router Network (NIPRNET) email dsca.ncr.iops.list.wpns-civ-mil@mail.mil. The information required for an LOR Advisory is detailed in [Figure C5.F5B](#). An IA Advisory is not required for types/families of munitions/fuzes that have already been reviewed and approved during previous LOR advisories. Collateral Damage Estimation (CDE) and weaponeering requirements vary by munition, so partner requests must go through this process for each munition/fuze type or family not previously approved.

C4.4.18.2.1. DSCA will inform the IA no later than 14 calendar days after receipt of the Advisory, if it concurs or disagrees with the IA recommendation on the inclusion/exclusion of a U.S. targeting solution. If DSCA disagrees with the exclusion of a targeting solution, it will facilitate an interagency decision, with the IA, geographic Combatant Command (CCMD), and Department of State, Bureau of Political and Military Affairs (State (PM)), on the targeting infrastructure requirements. The IA may continue to process the LOR while awaiting DSCA's response. **Once any resulting P&A has been transmitted or LOA has been offered to the customer, ~~Once any resulting P&A or LOA has been offered to the customer,~~** the IA may provide, on a case-by-case basis, any P&A or LOA preparation impact analysis to the DSCA (Office of Administration, Performance, Improvement, and Effectiveness Directorate (ADM/PIE)), who will adjust the timelines and standards for these individual cases.

- 6) Update the following sections in Chapter 5 as follows, adding tables and subsections as required. Update existing SAMM references to Chapter 5 as required throughout the SAMM.

Intro: Chapter 5, Foreign Military Sales Planning and Case Development, describes pre-Letter of Request (LOR) activities, as well as requirements for submission of LORs and for responding to them with **Rough Order of Magnitude pricing, Price and Availability (P&A) for international competitions and building partner capacity, or** a formal Letter of Offer and Acceptance (LOA).

C5.1.3. Assisting Partners to Determine Requirements for Letter of Request. Partners may request USG support in determining what capability options are available to meet their requirements. For some partners, scoping pre-LOR requirements may be critical to support the partner submitting an actionable LOR. The SCO should, in collaboration with the

partner, relevant IA, and geographic CCMD, collaborate to define the partner’s requirements comprehensively. This may include identifying the quantity, desired configuration, maintenance and sustainment package, desired delivery date, delivery/transportation considerations, training, and services needed to support the program. The SCO should consider if the requirements are aligned with the partner’s operational requirements, budget constraints, and strategic objectives. **For partner requests specifically requesting P&A prior to submission of an LOR, the IA must follow response guidance laid out in [Section C5.3.](#) and [Section C5.4.](#)** By refining these details during the pre-LOR phase, the SCO and IAs can help the partner develop actionable LORs that address capability gaps efficiently and effectively, while ensuring alignment with U.S. foreign policy goals.

Table C5.T4A. Mandatory Criteria Before Letter of Request Actionable (Before Case Development Activities)

#	Criteria
7	Determine whether the request is for an LOA, lease, or for P&A data for international competitions or building partner capacity (see Section C15.2.8.).

C5.2.6.3. Pre-Operational Test and Evaluation Sales Policy (Yockey Waiver). Before responding to LORs for Major Defense Equipment (MDE) that has not completed Operational Testing and Evaluation (OT&E) in accordance with [Department of Defense Instruction \(DoDI\) 5000.85](#), the IA shall submit a Yockey Waiver approval request through DSCA (IOPS/WPNS) for endorsement. DSCA (IOPS/WPNS) is responsible for endorsing and submitting the coordinated Yockey Waiver approval request to OUSW (A&S) for final determination. Yockey Waiver approval determinations are made on a case-by-case basis. A Yockey Waiver for multiple countries or multiple MDE items is prohibited. For multinational FMS cases, each end-user country requires a separate Yockey Waiver. **An LOA (or P&A for international competitions and building partner capacity)** for such items cannot be released prior to OUSW (A&S) approval. If approved, a note must be included in the ~~P&A data correspondence~~ **LOA or P&A for international competitions and building partner capacity**. See Appendix 6 LOA Note: [Operational Test and Evaluation \(OT&E\) Incomplete \(Yockey Waiver\)](#).

C5.3.1. Types of Letter of Request Responses. USG responses to Letters of Request (LORs) include Price and Availability (P&A) **for international competitions (see [Section C4.3.1.](#)) and building partner capacity (see [Section C15.2.8.](#)), Rough Order of Magnitude (ROM) Pricing**, and Letters of Offer and Acceptance (LOAs) through the Foreign Military Sales (FMS) system. These can be in the form of a hybrid, negotiated, or Not-To-Exceed (NTE) response as noted below. Advance planning and coordination are essential in situations involving responses that combine both FMS and Direct Commercial Sales (DCS) elements, particularly when those situations originate through DCS channels. The USG is not bound to honor commitments made by industry, nor can it be held liable for inability to provide FMS support in conjunction with a DCS even if requested by the FMS purchaser. Examples of such support include, but are not limited to, airworthiness certification, training in U.S. military schools, aircraft ferrying, refueling services, and the provision of equipment, components, or services available only through FMS channels. To ensure that such situations

do not occur, it is in industry's interest to advise the purchaser that FMS articles or services will be required for the purchaser to effectively use, maintain, and sustain equipment being purchased through DCS and that the purchaser must submit an LOR for LOA to obtain this support. Industry should inform DSCA and the relevant Implementing Agency (IA) of the possibility of a requirement for FMS articles or services. Security Cooperation Organizations (SCOs) providing support to U.S. companies in-country should be alert to the need for the partner nation to submit an LOR and remind the purchaser counterparts and company representatives of this requirement.

C5.3.2.2.1. Responses to Requests for Less Than Economic Order Quantity. Responses to partner requests for items that cannot be supplied from stock and cannot be procured immediately because they represent less than an Economic Order Quantity (EOQ) must be coordinated with the DSCA (IOPS) CPD. Responses to P&A data or LOA requests for items that cannot be supplied from stock and cannot be procured immediately because they represent less than an Economic Order Quantity (EOQ) must be coordinated with DSCA (IOPS) CPD, and indicate whether a contractor is willing to provide the quantity requested under separate procurement, and if so provide P&A data to include the delayed delivery timeline; or, if a USG procurement is planned, the anticipated P&A data to include the delayed delivery timeline if the requirement is held pending this procurement.

C5.4. Letter of Request Responses—Price and Availability Data Rough Order of Magnitude Pricing.

Price and Availability (P&A) data are requested when preliminary data are required by a partner nation or international organization for planning or in anticipation of a purchase under Foreign Military Sales (FMS). Rough Order of Magnitude (ROM) Pricing Memorandum is prepared by the Implementing Agencies (IAs) (Military Department organizations and Defense Agencies) in response to LORs for P&A, except in instances of international competitions or building partner capacity (BPC).

C5.4.1. Definition. P&A data are rough order of magnitude estimates of cost and availability of defense articles or services. These estimates are sufficiently accurate for rough order planning purposes but should not be used for budget purposes and are not commitments. P&A data are not valid for use in preparing a Letter of Offer and Acceptance (LOA). The term P&A data is not used to reference data being developed for an LOA. Instead, data compiled for an LOA are referred to as LOA data (LOAD). When responding to requests for P&A data, the Implementing Agency (IA) ensures that:

- The DoD Component can recommend release of the articles and/or services.
- If the purchaser were to request an LOA, it could be provided (i.e., further clearances such as Congressional Notification (CN) or disclosure approval are obtainable).
- The purchaser knows to submit a Letter of Request (LOR) to request an LOA if it wants to pursue the purchase.

A ROM is an initial, non-binding cost estimate intended for planning and feasibility assessment, giving the foreign government or international organization (partner) a general

idea of the potential cost and availability of defense articles or services. Furnishing this data does not constitute a commitment for the USG to offer for sale the articles and services. The IA will respond within 30 days using the ROM memorandum template (Template can be found in the CAC-SAMM as attachment A to DSCA 26-45 (CUI). (DoW CAC holders only). Consistent with the existing manpower policy in Table C9.T2A., IAs and program offices will prepare the first ROM response using the FMS administrative surcharge as the appropriate source of funds. Any subsequent requests for the same item from the same partner will require a planning case LOA. In the event an IA determines that providing a ROM response prior to completion of Technology Release and Foreign Disclosure approval would constitute a false impression in accordance with DoDD 5230.11, the IA will provide a negative response directing the partner to submit a Letter of Request (LOR) for Letter of Offer and Acceptance (LOA).

~~**C5.4.3. Price and Availability for Non-Program of Record Systems and Subsystems:** Purchasers may submit a LOR for Price and Availability (P&A) data for NPOR systems and subsystems. P&A responses for NPOR systems or subsystems must be coordinated with the respective IA stakeholders in line with IA internal guidance. IA stakeholders for NPOR activities are identified in the CAC-enabled SAMM. IAs may request additional information from the purchaser to support LOR Actionable determinations. When the IA lacks sufficient historical procurement data, the IA should coordinate with the contractor that is providing the NPOR system or subsystem prior to providing a P&A response. P&A responses to purchaser's requests for NPOR systems or subsystems must include the NPOR Disclaimer for FMS line note. **ROM Memorandum Pricing Format.** Table C5.T7. presents the information included in ROM pricing data.~~

Table C5.T7. Rough Order of Magnitude Pricing Memorandum Criteria

#	Rough Order of Magnitude Pricing Memorandum Criteria
1	<p>Estimated cost of total system or capability.</p> <ul style="list-style-type: none"> a. Includes estimated cost of major item, training, or service. b. Includes estimated cost of ancillary support equipment necessary for the operation and maintenance of the requested system. c. Includes estimated cost of Integrated Logistics Support elements, training, and technical support. <ul style="list-style-type: none"> a. Includes adjustments for inflation. If inflation trends on a given system are not known, Under Secretary of War (Comptroller) (USD (C)) standard inflation factors are used. b. Includes estimated administrative charges.
2	Estimated availability of total system or capability.
3	<p>The following statements are included in all ROM Memorandum responses:</p> <ul style="list-style-type: none"> a. False Impression Statement: The information provided is for planning purposes only and is not to be construed as a commitment by the U.S. Government to sell the articles or services described or to provide the information requested. Detailed pricing and a decision by the U.S. Government on its willingness to sell defense articles or services will be provided in

	<p>response to a formal Letter of Request (LOR) for Letter of Offer and Acceptance (LOA) and will be subject to change based on the requirements of the purchaser.</p> <p>b. The ROM pricing provided is not valid for the purpose of preparing an LOA. This data is for budgetary/planning/review purposes only and is intended to assist your government's determination whether to request an LOA. It does not represent a commitment on the part of the U.S. Government to provide the defense articles (including related technical information) or services mentioned.</p>
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Table C5.T78. Price and Availability Data for International Competitions

Note: No changes to existing table data or structure.

C5.5. Letter of Request Responses - ~~Letter of Offer and Acceptance~~ Price and Availability

Intro: Price and Availability (P&A) are requested when preliminary data are required for international competitions and building partner capacity by a foreign government or international organization (partner) for planning or in anticipation of a purchase under Foreign Military Sales (FMS). See [Section C15.2.8.](#) for Building Partner Capacity P&As.

C5.5.1. Definition. ~~The Letter of Offer and Acceptance (LOA) is the legal instrument used by the USG to sell defense articles, defense services including training, and design and construction services to a foreign country or international organization under authorities provided in the Arms Export Control Act (AECA). The LOA itemizes the defense articles and services offered and when implemented, becomes an official tender by the USG. Section C5.5.1.1. and Section C5.5.1.2. provide additional guidance on itemizing defense articles and services. The LOA is not used to provide Price and Availability (P&A) data. Signed LOAs and their subsequent Amendments and Modifications are also referred to as "Foreign Military Sales (FMS) cases." See Chapter 15 and Chapter 15 Legacy (for programs as identified in the Chapter 15 introduction) on use of LOAs to implement Building Partner Capacity (BPC) cases. P&As are prepared by the Implementing Agencies (IAs) (Military Department organizations and Defense Agencies), in response to requests from a foreign government or international organization (partner) for preliminary pricing and availability for international competitions and building partner capacity. Furnishing of this information does not constitute a commitment for the USG to offer for sale the articles and services for which the information is provided.~~

(New) C5.5.1.1. P&A responses are estimates of cost and availability of defense articles or services. P&A responses are not valid for use in preparing a Letter of Offer and Acceptance (LOA). The data compiled for a LOA is referred to as LOA data (LOAD). For all partner requests for LORs for P&A, except for Building Partnership Capacity (BPC) (see [Section C15.2.8.](#)) and international competitions, the Implementing Agency (IA) will respond within 30 days using PM 26-45 ([CAC-Enabled SAMM Memo](#), DoW CAC Holders only).

(New) C5.5.1.2. As appropriate for international competitions (see the CAC-enabled SAMM) and BPC cases (see [Section C15.2.8.](#)), the USG may respond to an LOR for P&A with a P&A providing Letter of Offer and Acceptance (LOA) Data. If the IA receives an

LOR for P&A for an international competition requiring LOA data, they must notify DSCA (IOPS/WPN) of the request.

Renumber existing sections as shown:

Section Number	Revised Section Number
C5.5.1.1.	C5.5.1.3.
C5.5.1.2.	C5.5.1.4.
C5.5.1.2.1.	C5.5.1.4.1.

~~**C5.5.2. Letter of Offer and Acceptance Document Preparation Timeframe.** The time required to prepare LOA documents (LOAs, Amendments, and Modifications) varies with the complexity of the sale. Standards are established and tracked by specific case category as shown on Table C5.T6. The Implementing Agency (IA) is responsible for assigning a case development category to each LOA document for tracking against the specific standard in accordance with guidance provided in Table C5.T6. The IA must enter the applicable case development category into the Defense Security Assistance Management System (DSAMS) when the case is created. For Category A, B, and C documents, the IA sends a copy of the LOA document to the purchaser (through the Security Cooperation Organization (SCO) as appropriate) once the LOA document has reached "OFFERED" status. For Category D documents, after DSCA has countersigned the LOA document, it is sent to the IA for USG signature and acceptance.~~ **Price and Availability Preparation Timeframe.** P&A data estimates will be provided to the prospective purchaser within 45 days of the request.

~~**C5.5.4. Price and Availability Letter of Offer and Acceptance for Non-Program of Record Systems Support and Subsystems.** Articles or services that support NPOR systems and subsystems (such as commercial end items, obsolete end items including those that have undergone system support buy outs, and non-U.S. origin military end items) may be incorporated within the LOA. Duration of Total Package Approach support for NPOR items and services (including spare parts, maintenance, sustainment, and training), at the discretion of the IA, may differ from the period of performance of the LOA or of the contracts that will execute the LOA. Partners may submit an LOR for Price and Availability (P&A) for NPOR systems and subsystems. P&A responses for NPOR systems or subsystems must be coordinated with the respective IA stakeholders in line with IA internal guidance. IA stakeholders for NPOR activities are identified in the CAC-enabled SAMM (DoW CAC Holders only). When the IA lacks sufficient historical procurement data, the IA should coordinate with the contractor that is providing the NPOR system or subsystem prior to providing a P&A response. P&A responses to purchaser's requests for NPOR systems or subsystems must include the NPOR Disclaimer for FMS line note. IAs should refer to Section C5.2.2.7. guidance and Section C9.3.4.7. financial guidance as needed. For additional assistance, reach out to DSCA (IOPS/WPN).~~

~~**C5.5.8.3. Deviations from the Letter of Request.** Extraordinary reservations concerning the price quoted may require further explanation to be included. and the extent to which either the price or availability is dependent on action to be taken by the USG, e.g., selection of equipment for U.S. Forces, are examples where further explanation should be included.~~

Advice should be obtained from the DSCA (Front Office, Office of the General Counsel (FO/OGC)) when special circumstances require an expansion of standard or supplemental indemnity clauses included in this Manual. [Appendix 6](#) lists the notes that should be included in LOAs as indicated. The “Note Usage” column of this table is intended to show when the note should be included on a Basic LOA, Amendment, and Modification. This column is not intended to show when an Amendment or a Modification should be used. See [Section C6.7.](#) for information on determining which document is appropriate. See [Figure C5.F10.](#), for guidance on the ordering of notes within an LOA.

C5.5.8.11. Military Articles and Services List Requests. MASLs are composed of descriptive codes and text and are used to identify articles and services proposed for transfer on an LOA document. If an appropriate MASL does not exist for an article or service, an IA will submit a request to DSCA to either update an existing MASL or to establish a new one. ~~The IAs should submit MASL requests at the earliest possible point in the LOA document development process to avoid delays.~~ The IAs will submit MASL requests at the earliest possible point in the case development phase to avoid delays. The [MASL handbook \(DSCA Handbook 7003\)](#) provides additional detailed information.

Table C5.T12. General Rough Order of Magnitude, Price and Availability, and Letter of Offer and Acceptance Preparation Responsibilities

Implementing Agency	DSCA Case Writing and Development Division
<ul style="list-style-type: none"> • LOAD Development • Input Letter of Request • Create Case/Line Structure • MTDS • MTCR Review • Critical Program Information (CPI) Anti-tamper (AT) Requirements • Pricing (to include accessorial charges) and Delivery Data • Terms of Sale • Line Item Description Notes • Case-unique Notes (to include Short OED, if needed) • Service-unique Notes • Congressional Notification (36b) Information • Waiver Requests (to include NC and Yockey) • Releasability • Sole Source • Site Surveys 	<ul style="list-style-type: none"> • Finalize the LOA Document in DSAMS • Sequence Line and Note Order • Enter DSCA Standard and DSCA-unique LOA Notes • Adjust OEDs to comply with Figure C5.F10. • Validate Accessorial Charges • Prepare and Validate Payment Schedules (except for Pen and Ink changes) • Perform Review of Entire Package to Ensure Compliance with Laws (AECA and Foreign Assistance Act (FAA)), Regulations, and Policies • Obtain DSCA and IA Coordination/Review • Prepare and Coordinate State List • Perform Internal Case Tracking and Reporting • Load Case-related Milestones in DSAMS • Obtain DSCA Approval and Countersign

Implementing Agency	DSCA Case Writing and Development Division
<ul style="list-style-type: none"> • Offset Information • P&A data for International Competitions • Rough Order of Magnitude Pricing Memorandum (Template can be found in the CAC-Enabled SAMM as attachment A to <u>DSCA 26-45 (CUI) (DoW CAC holders only)</u>). • Leases • AECA Section 30 Sales to U.S. companies • Restatements • Pen and Ink Changes (to include associated payment schedules) • Input Applicable Case-related Milestones in DSAMS • Review of LOAD and Preparing/Processing of LOA Prior to Sending to DSCA (IOPS/GEX/CWD) • Approval of Customer-Requested Payment Schedules 	

7) Update the following sections in Chapter 6 as follows:

C6.3.7.4. For LOAs that include contingent fees (regardless of dollar value of the case), all correspondence with a purchaser on the subject of contingent fees relative to ~~Price and Availability (P&A) data or~~ an LOA, and all post-LOA notifications about contingent fees must be coordinated with DSCA (SPP). For agents’ fees and sales commissions, the written submission must contain a certification that the agent is bona fide in accordance with FAR criteria and must include the rationale for reasonableness of the fee or an explanation if the reasonableness of the fee cannot be determined.

C6.3.9.1. Offset Costs. Offset costs, provided by industry, should be included as part of the line item(s) unit cost in P&A ~~data for international competitions~~ and in estimated prices quoted in the LOAs.

C6.3.9.3. Disclosure of Offset Information. It is inappropriate for USG personnel to discuss with the purchaser the nature or details of an offset arrangement. However, if known, the fact that offset costs have been included in the P&A ~~for international competitions~~ or LOA price estimate may be confirmed, should the purchaser inquire. The purchaser should be directed to the U.S. contractor for answers to all questions associated with offset agreements, including questions regarding their costs. IA involvement in any discussion of offset costs (beyond confirmation of the inclusion of these costs in price estimates) must be avoided.

8) Update Table C9.T2A. Foreign Military Sales Case-Related Manpower Functions and Funding Source Matrix as follows:

Table C9.T2A. Foreign Military Sales Case-Related Manpower Functions and Funding Source Matrix

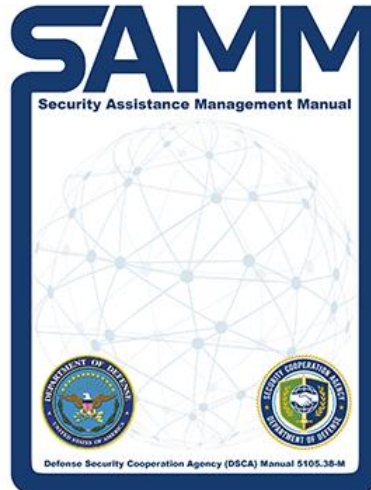
Case Development

Row	Activity	Admin*	Case	Non-Standard	Frequency
CD2	Responses to Requests for Information (RFI) release to the USG, develop Rough Order of Magnitude (ROM) data , identify defense requirements, provide information that helps partners write the LOR, discussions with industry on what is feasible and deliverable (including pricing and schedule), answer questions that will result in an LOR.	X		Responses to RFI efforts for items not currently being procured by the US Department of Defense may require additional activities such as: design, engineering, cost estimating, long term logistics support, etc. in order to properly develop and price the LOA. If an LOA results from this effort, a line on the LOA will reimburse admin costs.	Subsequent requests for the same item will require an LOA.
CD3	LOR defense article/service configuration review process.	X		Case Development efforts for items not currently being procured by the US Department of War may require additional activities such as: design, engineering, cost estimating, etc. in order to properly develop and price the LOA. Further, engineering and cost estimating activities for integration will be captured in an LOA. Integration includes the following: 1. Install a foreign asset on an US platform.	Multiple requests for configuration changes that drive subsequent reviews will require DSCA OBO concur for use of admin funds. Should DSCA OBO not approve admin funds, a case must fund these activities.

Row	Activity	Admin*	Case	Non-Standard	Frequency
CD4	Actions necessary to go from LOR receipt to LOR complete if necessary.	X		<ol style="list-style-type: none"> 2. Install US asset on a platform that did not have this item in the US configuration. 3. Integrate a US asset into a foreign platform. 4. Incorporate a new asset (provided by US industry) into a US or foreign platform. 5. Integration of modified US components. 6. Total package approach (logistics, maintenance, training, construction, etc.). 	If multiple iterations of LOR responses are required due to changes in the Partner's request, any additional costs will be funded from the case through an existing LOA or existing case line.
CD5	Competitions and/or evaluations that require LOA quality data.	X		<p>These efforts will be captured on an LOA. If no LOA exists to fund these efforts, FMS administrative surcharge funds may be used. These costs must be captured on the resulting LOA and the line will reimburse the administrative surcharge account.</p>	If multiple iterations of LOR responses are required due to changes in the Partner's request, any additional costs will be funded through an existing LOA or existing case line
CD6a	Preparation of P&A data response for international competitions	X			If purchaser requests are made for multiple versions of the same document (e.g., "what if"-type drills), any additional costs will be included on a line in the resulting LOA or Amendment to a existing LOA Technical Assistance Case or existing case line.
CD6b	Preparation of P&A Data Rough Order of Magnitude (ROM) Pricing Memorandum	X			If purchaser requests are made for multiple versions of the same document

Row	Activity	Admin*	Case	Non-Standard	Frequency
					(e.g., "what if"-type drills), the purchaser must submit an LOR for LOA
CD7	Development and preparation of LOAs, amendments and modifications.	X			If the purchaser requires multiple versions of the same document (e.g., "what if"-type drills), the additional costs will be included in the resulting implemented LOA or an Amendment to an existing LOA case line. An existing LOA can be used if it is for the same or similar item.
CD8	Development of LOA pricing data and notes (including unique payment schedules).		X		If multiple iterations of LOR responses are required due to changes in the Partner's request, any additional costs will be funded from the case through an existing LOA or existing case line.

Attachment 2: E-Change 837 – CAC-SAMM Rough Order of Magnitude Pricing Updates



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

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

Contact DSCA (Front Office (FO)/FMS Continuous Process Improvement Board (CPIB)) at dsca.ncr.fo.list.cpib@mail.mil for more information related to this policy.

DoW 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.