



**DEFENSE SECURITY COOPERATION AGENCY**

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JUL 28 2015

MEMORANDUM FOR 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 THREAT REDUCTION AGENCY  
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE  
AGENCY  
DIRECTOR, MISSILE DEFENSE AGENCY  
DIRECTOR, DEFENSE LOGISTICS AGENCY  
DIRECTOR, DEFENSE LOGISTICS INFORMATION SERVICE  
DIRECTOR, DEFENSE LOGISTICS AGENCY DISPOSITION  
DEPUTY DIRECTOR FOR INFORMATION ASSURANCE,  
NATIONAL SECURITY AGENCY

**SUBJECT:** Customer Visibility of Case-Related Milestones, DSCA Policy 15-12

DSCA collaborated with the Foreign Procurement Metrics Working Group (FPMWG), a sub-group of the Foreign Procurement Group (FPG), to explore opportunities for more transparency into the Letter of Offer and Acceptance (LOA) development process for our Foreign Military Sales (FMS) customers. This policy identifies two additional case-related milestones that FMS customers will be able to view in the Security Cooperation Information Portal (SCIP). Currently, prior to an LOA being offered, customers reviewing SCIP only see that an LOA is in development. The additional case-related milestones will give more transparency and visibility into the status of an LOA as it progresses through the LOA development process. These milestones will also assist customers in planning for receipt of an LOA document. The FPMWG identified the following additional case-related milestones as ones that would be most beneficial to FMS customers:

- a) Military Department Approval (MILAP) – The date the military department (MILDEP) completes LOA Data (LOAD) development.

Following MILAP status, an LOA document may be returned to an earlier development stage, due to various factors such as pricing or changing requirements. To help manage customer



expectations with regards to the movement of an LOA document through the development process, the following business rules will apply: When an LOA document is returned to the MILDEP after MILAP has occurred; the MILAP milestone date that was previously reflected in SCIP will not be displayed. When the next MILAP occurs, the MILAP milestone will be updated in SCIP to reflect the latest MILAP date.

- b) Case Status "Review" (RSTATUS) – The completed LOA is being reviewed by DSCA and the applicable MILDEP.

The following business rules will apply: If an LOA document is returned to an earlier development stage after reaching RSTATUS, the RSTATUS milestone date that was previously reflected in SCIP will not be displayed. When the next RSTATUS occurs, the RSTATUS milestone will be updated in SCIP to reflect the latest RSTATUS date.

Increasing customer's transparency to the LOA development process aligns with the DSCA Strategic Plan, Vision 2020, (objective 6.3).

If you have any questions concerning this guidance, please contact Mr. Kent Bell, DSCA STR/SPI, kent.bell@dca.mil, (703) 604-6612.



Kidd Manville  
Principal Director (Acting)  
Strategy

Attachment:  
As stated  
cc:  
AFRICOM  
CENTCOM  
EUCOM  
NORTHCOM  
SOUTHCOM  
PACOM  
TRANSCOM  
SOCOM  
STATE/PM-RSAT  
USASAC  
SATFA  
TRADOC  
NAVSUP WSS  
NETSAFA  
AFSAC  
AFSAT  
DISAM  
MARCOR IP