



DEFENSE SECURITY COOPERATION AGENCY

WASHINGTON, DC 20301-2800

MAY 15 2006

In reply refer to:
I-06/005098-POL

MEMORANDUM FOR SEE DISTRIBUTION

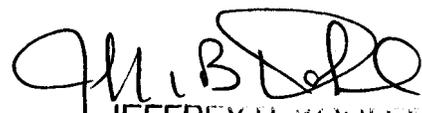
SUBJECT: Concurrent Foreign Military Sales (FMS) and Commercial Negotiations, (DSCA Policy 06-26) [SAMM E-Change 49]

Recently, we have received several questions regarding concurrent FMS and commercial negotiations. This memorandum provides an update to Chapter 4 of the Security Assistance Management Manual (SAMM) to include a revision to concurrent FMS and commercial negotiations. This revision will allow FMS-commercial comparison studies in specific circumstances when approved by the Director, DSCA.

Effective immediately, the SAMM, Chapter 4, C4.5.11. is updated as follows:

C4.5.11. Concurrent FMS and Commercial Negotiations. Implementing Agencies shall not engage in FMS-commercial comparison studies unless the Director, DSCA, grants an exception for a specific circumstance. Purchasers should submit a request for exception to DSCA (Strategy Directorate). Purchasers should avoid concurrent FMS and commercial requests. However, the purchaser's national policy or specific circumstances may require that both FMS and commercial data be obtained.

This change will be included in the automated version of the SAMM found on the DSCA Web Page as SAMM E-Change 49. If you have any questions concerning this policy, please contact Ms. Anita Eggleston, DSCA/STR-POL, at 703-601-3843 or e-mail: anita.eggleston@dscamail.


JEFFREY B. KOHLER
LIEUTENANT GENERAL, USAF
DIRECTOR

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