



**PEO
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MISSION FIRST ★ PEOPLE ALWAYS



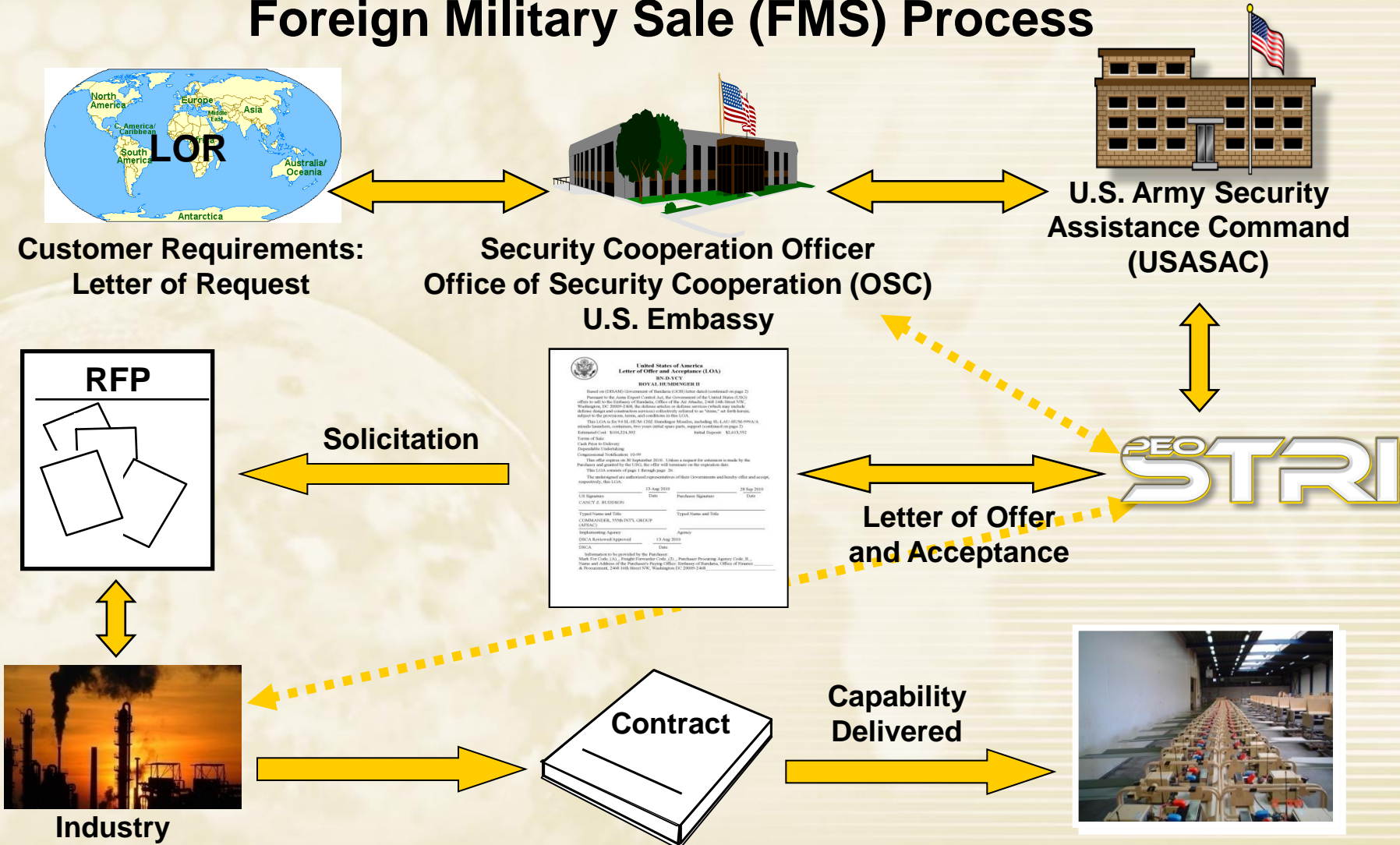
FMS 101

For PALT Update Session

6 Aug 2013

ARMY STRONG.

Foreign Military Sale (FMS) Process



Foreign Military Sales

➤ FMS Cases

- Planning Case (Budgeting Purposes Only; Cannot be Implemented)
- Letter of Offer and Acceptance (LOA) (Contract Between Governments)
- Pseudo FMS Case (DOD Appropriation; Executed via an LOA)

➤ FMS Case Designators

- NZ-B-PUF (Planning Case)
- CN-B-ZVG (Defined Line) (Assigned Alphabetically from UAA-ZZZ)
- E5-B-UAA (Pseudo Case; Expiring Funds)
- IS-B-BCG (Blanket Order Equipment) (Spare Parts Only)
- JO-B-ONG (Training Case; TRADOC Only)

➤ FMS Documents

- Pre Letter of Request (RFI)
- Letter of Request (LOR)(Planning or LOA)
- Letter of Offer (LOO)
- Letter of Offer and Acceptance (LOA)

➤ FMS Case Lifecycle

- Planning
- Under Development
- Pending
- Accepted
- Implemented
- Cancelled
- Closed

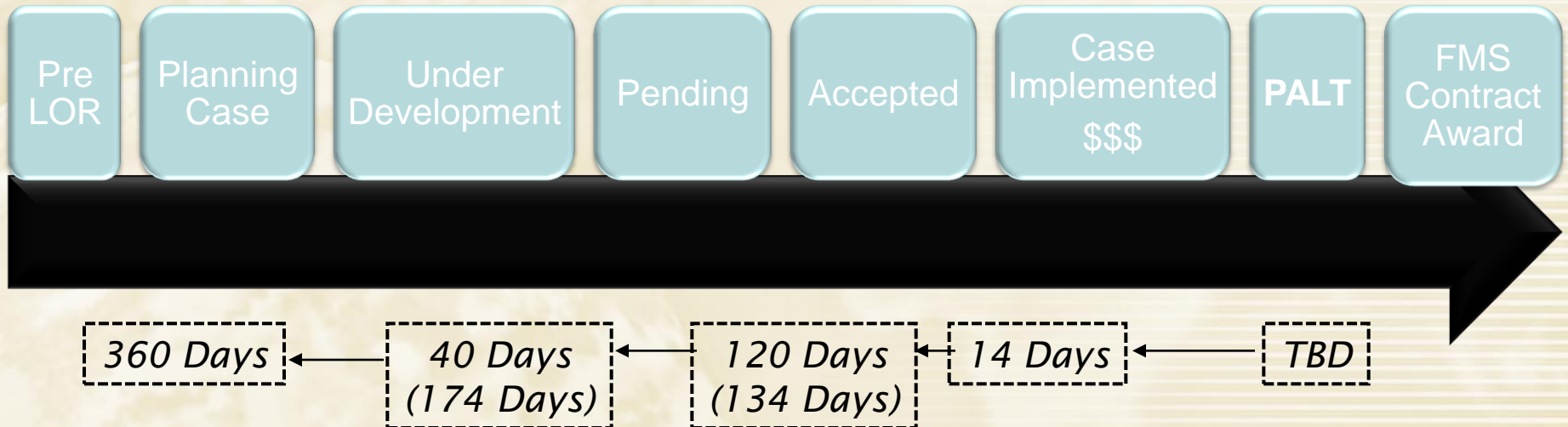
FMS Timeline

(RFI)

(LOR)

(LOO)

(LOA)





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