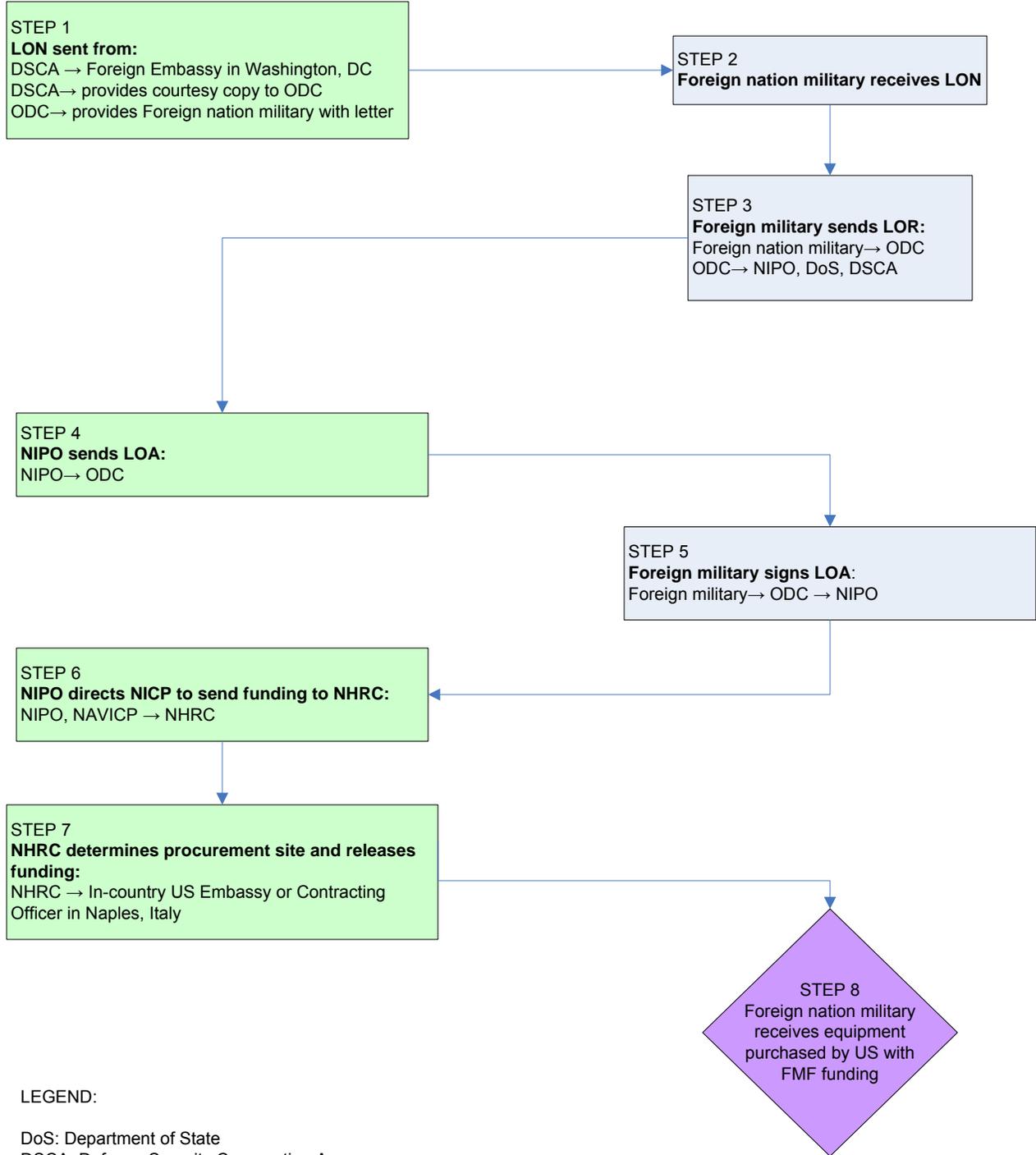


UNITED STATES

FOREIGN COUNTRY



LEGEND:

- DoS: Department of State
- DSCA: Defense Security Cooperation Agency
- FMF: Foreign Military Financing
- LOA: Letter of Acceptance
- LON: Letter of Notification
- LOR: Letter of Request
- NAVICP: Naval Inventory Control Point, Philadelphia
- NHRC: Naval Health Research Center
- NIPO: Navy International Programs Office
- ODC: Office of Defense Cooperation

**Step 1:**

- a. Letter of notification (LON) from the Defense Security Cooperation Agency (DSCA) is sent to consulate in Washington, DC
- b. Courtesy copy is sent to the Office of Defense Cooperation (ODC) in the US Embassy in-country
- c. ODC provides this copy to foreign government military

**Step 2:**

- a. Foreign nation military receives LON

**Step 3:**

- a. Foreign military prepares letter of request (LOR) endorsing notification letter and returns to this letter to ODC
- b. ODC forwards this letter to the Navy International Programs Office (NIPO) and provides a courtesy copy to Department of State (DoS) and DSCA
- c. If translation is needed, ODC will include a translation of the LOR

**Step 4:**

- a. NIPO provides LOA to ODC, and requests country signature in designated country

**Step 5:**

- a. Foreign military signs LOA, fills out the “customer-supplied information” section and forwards this to ODC
- b. ODC provides the signed LOA to NIPO via the Defense Attaché at designated country US Embassy
- c. Several internal steps follow

**Step 6:**

- a. NIPO instructs the funding sponsor, the Naval Inventory Control Point, Philadelphia (NAVICP or NICP), to issue funding to NHRC

**Step 7:**

- a. NHRC routes funding to in-country US Embassy or US Contracting Officer in Naples, Italy, for directed procurements

**Step 8:**

- a. Host nation receives equipment items that the United States has procured