



ARMY ACQUISITION REFORM



Issue 2

8 December 1995

Performance Specification Successes

Containerized Latrine

SSCOM

Saved \$600K

SADARM

TACOM

\$3M Cost Avoidance

DEUCE

TACOM

Saved \$1.4M

JAVELIN

MICOM

Saved \$1.5M

ATLAS

TACOM

50% Reduction in Unit Cost

Oral Communications During Source Selection

CECOM and SDC have reported reductions in time and labor by using oral rather than written proposals. Contractors also report less bid and proposal costs. TACOM has been successfully using oral discussions with offerors after receipt of written proposals and government question development. Significant time reductions in source selection by discussing questions, rather than writing questions and answers back and forth.

O & S Cost Reduction

Army GOSC has just agreed to target 15% of Small Business Innovative Research (SBIR) contracts for those which will reduce operations and support costs.

Credit Cards

FORSCOM saves \$24M through use of credit cards with a reduction in fraud and increase in customer satisfaction. Army card use grew 300% in FY 95 and remains largest user of credit cards in Federal Government. Work in progress to increase the purchase threshold to \$25K.