



ARMY ACQUISITION REFORM

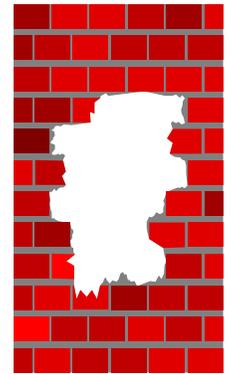
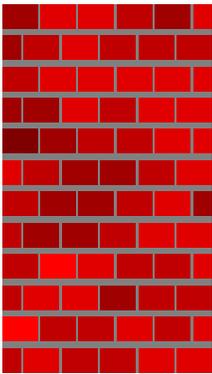


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PARTNERING TO SAVE DOLLARS

The COE is utilizing ad hoc design-build teams of contractors, government personnel and customers to gain greater efficiencies and reduce costs on environmental projects. Using this concept, Kansas City District recently completed an \$8.9M environmental remediation project at the former Schilling AFB. The work was completed 18 months early and 38% below the originally estimated costs.



STREAMLINED CONTRACTING SAVINGS

PEO ASM entered into a partnering agreement with TACOM and Texas Instruments to award an innovative development contract which treats cost as an independent variable and eliminates non-value added requirements. The **29 page contract** places greater responsibility on the contractor and gives them more control over their own performance with less direct government oversight. The contract makes extensive use of industry standards and electronic data interchange. The PEO estimates that \$20M in cost savings/avoidance will result.



BUY SMARTER -- PAY LESS

ATCOM competitively awarded a requirements contract to Cessna for up to 35 medium range corporate jets. The contract allowed companies to bid commercial-off-the-shelf, non-developmental items. Mil-Specs/Std's were replaced with standard commercial practices. The acquisition strategy considered both return on investment and cost of ownership. The best value source selection resulted in a unit cost (\$3.9M) 35% lower than the current commercial list price.

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