



ARMY ACQUISITION REFORM



Issue 64

26 September 1997



FORSCOM Photocopying Contract Saves Millions



At Forces Command (FORSCOM) in Georgia, the *Cost Per Copy* master contract has given new meaning to photocopying. There, they contract for copies rather than buy or lease copy machines. If there is a problem with the copies or the machines they use, they call the contractor. The initial contract was awarded in 1988 at a savings of \$3.5 million. Thirteen installations within FORSCOM participated. A second contract was awarded in 1991 at a savings of \$3.4 million. Another contract (21 installations, including the Military District of Washington (MDW), the Training and Doctrine Command (TRADOC), and U.S. Army South (SOUTHCOM)) was signed recently at a projected savings of \$3.6 million. The bottomline is that the *Cost Per Copy* has declined from 1.83 cents in 1988 to 1.31 cents in 1991 to 1.22 cents in 1997 at a total savings of more than \$10 million.

FY98 SATELLITE BROADCAST DATES and TOPICS

The Office of the Under Secretary of Defense for Acquisition Reform is sponsoring several *acquisition reform satellite broadcast* over the next several months. Additional information on each topic, including the time and satellite coordinates can be found on the AR Communications Center (ARCC) homepage at <http://www.acq.osd.mil/dau>.

15 Oct 97	FAR Part 15
23 Oct 97	Market Research
29 Oct 97	Performance Based Service Contracting (PBSC)
5 Nov 97	Cost as an Independent Variable (CAIV)
20 Nov 97	Earned Value Management (EVM)
28 Jan 98	FAR Part 15 (Review)
3 Feb 98	Oral Presentations
11 Feb 98	Past Performance in Source Selection
6 May98	Information Technology Contracting (ITK)