



# ARMY ACQUISITION REFORM



Issue 52

4 April 1997

## *Teaming for Success*

TACOM-ACALA and McDonnell Douglas Helicopter Systems (MDHS) entered into a first-of-its kind contract for spare parts for the M230 30mm Gun and Area Weapon System (AWS) for the APACHE attack helicopter. The contract will allow for parts to be ordered directly from a catalog instead of through the traditional contracting process and eliminates the need for the government to project the quantity of parts needed. This contracting effort decreases administrative and production lead times, reduces ordering time from nine months to less than a month, reduces administrative costs, and minimizes the strain on manpower resources including those of DCMC and DCAA, as well as TACOM-ACALA and MDHS, while maintaining reasonable prices for spare parts requirements.

TACOM Small Business Office (SBO) and Michigan Procurement Technical Assistant Center (PTAC) representatives are teaming to register TACOM's entire eligible small vendor pool in DoD's **Central Contractor Registry (CCR)** by the end of FY97 in response to a 10 Feb 97 directive from Ms. Spector, DoD Director of Procurement, that mandates award of contracts to ***ONLY CCR-registered businesses as of 1 Oct 97***. The partnership between the small business office and Michigan PTAC entails a jointly prepared CCR registration package for some 3,000 small firms; free vendor access to PTAC's computer lab for local on-line registration; and a shared commitment to remind small businesses about the importance of registering at every opportunity.

MICOM and Grumman Aerospace Corporation formed an Integrated Product Team (IPT) in support of the Integrated Family of Test Equipment (IFTE) requirements. The IPT selected the design of a single contract, providing coverage for spares as well as repair and rebuild requirements, as the best tool to minimize administrative lead times and reduce overhead costs. Use of the ALPHA contracting technique (concurrent evaluation, discussion and negotiation of proposal elements with the development of the contractor's proposal) resulted in this effort being developed, described, priced, evaluated and negotiated in less than 120 days. In addition to the repair and rebuild portion, the cost-plus-fixed-fee contract provides for the accelerated turn around time of 60 days for repaired assets and a firm-fixed-price spares catalog consisting of 116 items with unit prices for each item and quantity ranges.