



ARMY ACQUISITION REFORM



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FORSCOM Reducing Cycle Time Using Commercial Items Test Program

The U.S. Army Forces Command's Army Atlanta Contracting Center recently used the *Commercial Items Test Program* to award a \$5 million contract for leadership training in **51 days versus the normal 210 days**. The contract leveraged combined buying power of Forces Command, Training and Doctrine Command and the U.S. Army Reserve Command to achieve a 60% reduction in "per student" training costs through innovative partnering with contractor Franklin Covey Client Sales, Inc. We project savings of \$3 million on the contract, which incorporates a tiered pricing structure, streamlined group licensing, cumulative purchase level discounts, and credits for major past customers who buy a group license under the new contract. The contract was used as a model for a similar Navy effort. Point of contact is Mr. Mark Robbins, 404/464-2387, e-mail:robbinsm@forscom.army.mil.

ALPHA Contracting: A PM TRADE Success Story

The use of *ALPHA Contracting* on a recent U.S. Army Simulation, Training and Instrumentation Command (STRICOM) Foreign Military Sales procurement resulted in a negotiated contract with *savings of over \$50K in labor cost and more than three months time* versus the traditional procurement process. Upon receipt of government and contractor approval to use this streamlined process, a letter Request for Proposal was issued by the STRICOM Contracting Officer to begin the effort on behalf of PM, Training Devices (PM TRADE). A working level Integrated Product Team (IPT) was promptly assembled to develop the statement of work, data requirements, and other portions of the contract. Once IPT agreement was reached on a particular issue or cost element of the contract, that portion was then put aside, and the focus shifted to another part of the contract. A list of open action items was maintained, helping the team to stay "on track". *ALPHA Contracting* is used successfully at STRICOM and other commands as an effective approach for streamlining procurement.

ARMY ACQUISITION WEBSITE : <http://acqnet.sarda.army.mil/acqref/acqref7.htm>
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