



# ARMY ACQUISITION REFORM



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## **VP Gore Views Army Business Opportunities Online**

In a recent visit to *Insight Technologies* on Wednesday, 29 Jul 98, Vice President (VP) Al Gore spoke about the importance for American companies to educate their workers on technology and the necessity to prepare for the challenges of the next century. One of those challenges will be utilizing a **paperfree contracting process**, as the Deputy Secretary of Defense has challenged all of the Department of Defense to do so by the turn of the century. The Army, committed to meeting the goal of this Defense Reform Initiative, has already begun to develop the tools necessary for *paperless contracting*. Among these is a World Wide Web interface for industry to search for and respond to all new business opportunities within the Army, known as the **Army's Single Face to Industry (SFI)**, <http://www.army-acquisition.net/>.

The **SFI** will incorporate the paperless Web-based application developed by and in use at the *Communications-Electronics Command (CECOM)* for release of requests for proposals, receipt of proposals, and conduct of negotiations and source selections over the Internet. The VP was shown this application, known as the **Business Opportunities Page**, on his trip to *Insight Technologies* as one of the initiatives that is assisting industry. *Insight* identified this application used by the Army as leading the way for government in this area. After using the system himself for approximately five minutes, VP Gore was very impressed, and commented that he was glad to see that the Army was using current commercial technologies in support of its business processes to move forward.

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