

Army Acquisition Reform Newsletter



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Army Acquisition Reform Web Site: <http://acqnet.sarda.army.mil/acqref/default.htm>
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About Roadshow 2000

Roadshow 2000 is the ninth in a series of Acquisition and Logistics Improvement Seminars sponsored by Department of Army for the acquisition and logistics workforce at their home stations. Previous Roadshows presented the latest initiatives in subjects like RFP Streamlining, Writing Performance Specifications, Best Value Contracting, Logistics Streamlining, Reducing Total Ownership Costs, and A76 Outsourcing along with a whole host of associated streamlining tools and techniques.

Roadshow 2000 takes for granted that those tools and techniques are well understood and intentionally shifts the focus to the higher level of approaching acquisition and logistics in a more business management oriented perspective.

Emphasis for this Roadshow will be on looking beyond profit and fee to find the key interests which motivate the very best suppliers to do business with the Government; buying based on the market value of goods and services; and on taking better advantage of commercial markets and practices. Additional topics will be covered as selected by sponsoring agencies to meet local training needs.

The Roadshow 2000 format will be based on seminars conducted by professional trainers. They will be drawing on more in-depth workshops developed for and approved by DoD agencies and will be able to expand on many aspects of the topics they are presenting. Roadshow 2000 attendees will be expected to pick topics of interest to them and to become active participants in the seminars to gain the best advantage of the training opportunity. The entire Roadshow has been devoted to reinforcing the institutionalization of acquisition reform tools and techniques and to encouraging attendees to adopt a higher level business management perspective towards their own duties and responsibilities.

Go to: <http://institute.brtrc.com/instweb/mainmenu/about.htm> to view the date and acquisition reform topics scheduled for your site.

For more information, contact LTC Ed Turner, 703-590-9254, turnert@sarda.army.mil.