

# 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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## CECOM PIONEERS BEST VALUE REVERSE AUCTIONING

The Army Communications-Electronics Command (CECOM) Acquisition Center has successfully demonstrated best value reverse auctions. Several activities and companies are marketing or have tested reverse auctions predicated on the lowest price wins. CECOM helped develop commercial software to allow reverse auctioning based on price and non-price factors.

The person running the auction can determine the importance of each factor such as delivery schedule, computer speed or memory, warranty, etc.. The reverse auction then can be run on a number of factors. CECOM has successfully tested the new software with several live auctions that resulted in significant quality increases and price reductions.

CECOM has placed this new software on the Army single interface to industry page so the entire Army can use it. Many companies that offer only low bid reverse auction software charge a percentage of sales whereas CECOM's program is available to the entire Army at no cost.

This innovative e-commerce tool leverages advanced search, selection and comparison technologies and leading edge functionality to expand the usability of the Army's interactive business opportunities page. This new process is a significant step toward realization of the Army and CECOM Acquisition Center's goal to make online acquisition more efficient and cost effective.

Feedback from industry has been extremely positive. Sellers were pleased with the ease of navigating through the site and posting prices.

This initiative, taken by the CECOM Acquisition Center, is indicative of the organization's intent to further pioneer business innovations that help the command produce top value product at the best possible price.

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