

Army Acquisition Reform Newsletter



Volume 6, Issue 8

27 Mar 2000

Army Acquisition Reform Web Site: <http://acqnet.sarda.army.mil/acqref/default.htm>
Questions? Contact Monti Jagers, (703) 681-7571, jagersm@sarda.army.mil

Fort Hood Uses Partnering to Reinvent Commercial Activities (CA) Process

Through an acquisition initiative of "partnering," Fort Hood reinvented its Commercial Activities Program. The goals of the CA Program are to implement the national policy defined in Office of Management and Budget Circular A-76, and to obtain effective service through competition. Fort Hood formed a partnership between its in-house Governmental activities and the support contractor who created all the products used in the cost competition. With the help of a professional facilitator, the Fort Hood CA Partnering Team implemented a partnering program that highlighted program expectations, issues, concerns and problems. As problems were discovered, the CA Team developed action plans that resulted in the identification of solutions. Moreover, the CA Partnering Team created an Issue Resolution Process and a Partnership Monitoring Plan. The Monitoring Plan provided team members with a vehicle that uncovered program-delaying problems before they reach the crippling stage. When a critical problem surfaced, the Issue Resolution Process provided team members with an instrument that helped solve the problem in a timely manner. The Partnering Agreement between the Government and the support contractor was the first created by the Fort Hood contracting community.

To show how partnering saved taxpayer dollars, the Partnering Team compared the prior CA studies conducted at Fort Hood and the FY 99 CA studies. Contractor support for these prior studies lasted 15 months on average. The average cost per manpower space for these prior studies amounted to \$1,400.00. In contrast, the average cost for all of the studies initiated in FY 99 was \$1,330.00 per manpower space resulting in a \$70.00 per space savings. Thus, based on 474 manpower spaces studied, this amounted to a total savings of \$33,180.00. Additionally, the contractor study support effort for the FY 99 studies lasted only 11 months rather than the 15 months required before partnering was implemented. This equated to a 4 month savings achieved through the use of a formal partnering program.

The POC for this article is Nancy Brown, (254) 287-3301, Nancy.Brown@hood.army.mil