



ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE  
3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

FEB 12 2009

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
COMMANDER, UNITED STATES TRANSPORTATION  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
DEPUTY ASSISTANT SECRETARY OF THE ARMY  
(POLICY AND PROCUREMENT), ASA (ALT)  
DEPUTY ASSISTANT SECRETARY OF THE NAVY  
(ACQUISITION & LOGISTICS MANAGEMENT)  
ASN (RDA)  
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE  
(CONTRACTING), SAF/AQC  
DIRECTORS, DEFENSE AGENCIES  
DIRECTORS, DOD FIELD ACTIVITIES

SUBJECT: CON 217 "Contract Pricing and Negotiations Techniques Course"

Our war fighters deserve the right products and services at the right time at the right location. Our taxpayers deserve that those products and services be procured at the best possible prices under the right terms and conditions. In order for our contracting workforce to carry out this mission, they must have proper tools, training and experience. I have made it a goal to reinvigorate pricing within the DoD contracting workforce.

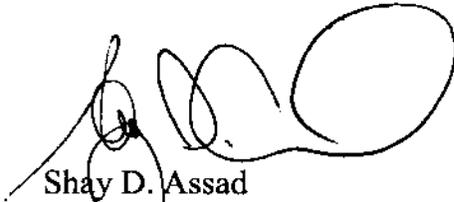
The Defense Acquisition University (DAU) has revised the Contract Pricing and Negotiations Techniques Course, CON 217. The course is now a 5 day classroom course, which is preceded by approximately 32 hours of required on-line pre-course work. Students have 60 days to complete 13 modules ranging from Cost Analysis Basics to Regression Analysis prior to attending the classroom session.

In order for our contracting workforce to make the most of training in this vital area, students need to be prepared on Day 1 of the classroom portion to apply the on-line knowledge in classroom discussions and in "real-life" exercises. Supervisors should work with their employees taking this course to ensure they have ample time to complete the on-line material.



Upon registration, students will be assigned to a DAU instructor who will be available to answer questions and monitor student progress. Failure to make progress in, or to complete, the pre-course work will result in a student being cancelled out of the classroom session.

Your cooperation in this matter is imperative. Please address any questions to Mr. Leonardo J. Manning, DAU, Director for the Center for Contracting, [leonardo.manning@dau.mil](mailto:leonardo.manning@dau.mil), 703-805-2248.

A handwritten signature in black ink, appearing to read 'Shay D. Assad', with a large, stylized flourish extending to the right.

Shay D. Assad  
Director, Defense Procurement