



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

SEP 09 2016

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS
COMMAND, (ATTN: ACQUISITION EXECUTIVE)
COMMANDER, UNITED STATES TRANSPORTATION
COMMAND, (ATTN: ACQUISITION EXECUTIVE)
ASSISTANT SECRETARY OF THE ARMY
(ACQUISITION, LOGISTICS AND TECHNOLOGY)
ASSISTANT SECRETARY OF THE NAVY
(RESEARCH, DEVELOPMENT AND ACQUISITION)
ASSISTANT SECRETARY OF THE AIR FORCE
(ACQUISITION)
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Request for Input on Fiscal Year 2017 Competition Goals

This memorandum requests your input for the Fiscal Year (FY) 2017 competition goals based on direction received from the Under Secretary of Defense for Acquisition, Technology and Logistics at the August 18, 2016, Better Buying Power Business Senior Integration Group (B-SIG) meeting. In the meeting, Components were directed to prepare plans to increase competition in FY 2017 and present those plans at the October 5th B-SIG meeting.

Last year, the Department and Component competition goals were based on a three percent (3%) increase over the prior year's actual competition rates. This year, in an effort to establish more meaningful competition goals, we are asking you to project, as best you can, known competitive and non-competitive requirements that will be executed in FY 2017. Ideally, the plans should reflect a rollup across subordinate organizations (e.g., PEO, Command, and/or Field Activities), along with an explanation of the basis for the projected competition rate and any significant variance between the FY 2017 projection and FY 2016 actual rate.

Please submit your input using the attached template and the accompanying narrative explaining your projection to Mr. Larry McLaury by September 30, 2016. He may be reached by e-mail at larry.j.mclaury2.civ@mail.mil or phone number 703-697-6710 with any questions.

Claire M. Grady
Director, Defense Procurement
and Acquisition Policy

Attachment:
As stated

FY 2016 Competition Goal

Instructions - Fill in appropriate command activities and projected contract awards for FY17 in the appropriate blocks. Dollar figures are to be in whole dollars. Adjust the below structure to fit your specific Component/Command/Procurement Office structure (i.e. add command hierachys/levels, add/delete offices, etc). The FY17 goal is a calculated field based on the dollar inputs.

Component/Command/Headquarters Office	FY17 Total Projected Contract Awards	FY17 Total Competitive Awards Projected	FY17 Competitive Goal (%)
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
PEO XXX/Acquisition Office Name	\$ -	\$ -	
Subtotal Headquarters	\$ -	\$ -	

Field Activity/Offices:			
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
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Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Office Name	\$ -	\$ -	
Subtotal Field Activity/Offices	\$ -	\$ -	
TOTALS (for Service/Component)	\$ -	\$ -	

Example FY 2017 Competition Goal

Figures are provided for example only and are not actual figures

Component/Command/Headquarters Office	FY17 Total Projected Contract Awards	FY17 Total Competitive Awards Projected	FY17 Competitive Goal (%)
PEO XXX	\$ 6,587,569,562	\$ 5,500,023,560	83.5%
PEO XXX	\$ 4,587,900,235	\$ 3,658,963,251	79.8%
PEO XXX	\$ 5,234,500,500	\$ 3,258,166,422	62.2%
PEO XXX	\$ 3,537,065,767	\$ 1,996,278,568	56.4%
PEO XXX	\$ 4,431,000,000	\$ 1,364,300,000	30.8%
PEO XXX	\$ 30,000,000	\$ 26,000,000	86.7%
PEO XXX	\$ 82,100,233	\$ 42,100,000	51.3%
PEO XXX	\$ 22,747,304	\$ 947,774	4.2%
Subtotal Headquarters	\$ 24,512,883,601	\$ 15,846,779,575	64.6%

Field Activity/Offices:			
Office Name	\$ 758,534,000	\$ 756,594,000	99.7%
Office Name	\$ 756,125,000	\$ 539,123,250	71.3%
Office Name	\$ 143,000,000	\$ 123,564,222	86.4%
Office Name	\$ 468,546,503	\$ 230,593,551	49.2%
Office Name	\$ 666,800,000	\$ 541,560,000	81.2%
Office Name	\$ 202,546,232	\$ 198,981,831	98.2%
Office Name	\$ 13,280,000	\$ 8,400,000	63.3%
Office Name	\$ 400,560,000	\$ 352,900,000	88.1%
Subtotal Field Activity/Offices	\$ 3,409,391,735	\$ 2,751,716,854	80.7%
TOTALS (for Service/Component)	\$ 27,922,275,336	\$ 18,598,496,429	66.6%