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

ACQUISITION,
TECHNOLOGY
AND LOGISTICS

SEP 14 2009

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Competition in Department of Defense Acquisition

Competition is the cornerstone of our acquisition process and the benefits are well established. The President's Memorandum on Government Contracting dated March 4, 2009, reinforces the importance of striving for an open and competitive process as an overriding obligation to American taxpayers and the need to place greater emphasis on achieving competition in our procurements. In Fiscal Year 2008, Department of Defense (DoD) competitive obligations totaled $252 billion, a record 64 percent of DoD obligations. While this is better than DoD's ten year average of 61 percent, we must continue to emphasize the importance of competition and take appropriate action to overcome barriers and reach our competitive obligations goals in the years to come.

Meeting this goal requires a commitment to competition from personnel throughout the acquisition process, from identifying and developing requirements to putting them on contract. To facilitate this effort, a working group of representatives from various DoD components developed a standardized competition training tool to educate and focus all DoD agencies on current competition policy and guidance, reiterate the importance and benefits of competition, and highlight opportunities to increase competition in government acquisitions. The training tool is structured to emphasize key concepts with links to in-depth material for those desiring a more thorough understanding of policy and procedures. Additionally, it will both educate and motivate acquisition professionals and their technical experts to do their part in ensuring the competitive process is maintained, sustained, and nurtured. I am confident that the Department will benefit from this training and enable us to continue to fulfill our commitment to the American taxpayers. The training is available at: http://www.acq.osd.mil/dpap/cpic/cp/docs/training.ppt.

I ask Defense components to reinvigorate and expand the role of the competition advocate(s) and reinforce the importance of competition to everyone involved in the acquisition process, including the requirements community. To the maximum extent practicable, competition advocates are encouraged to take the lead to ensure this training is delivered in an environment that provides the greatest opportunity for real-time dialogue and discussion. An additional resource to gain access to this training material can be found on the Defense Acquisition University (DAU) Distance Learning Center as Continuous Learning Module (CLM) 055.

My point of contact for this initiative is Ms. Teresa Brooks at 703-697-6710 or Teresa.brooks@osd.mil.

Shay D. Assad
Director, Defense Procurement
and Acquisition Policy

DISTRIBUTION LIST:
SECRETARIES OF THE MILITARY DEPARTMENTS
CHAIRMAN OF THE JOINT CHIEFS OF STAFF
UNDER SECRETARIES OF DEFENSE
COMMANDER, UNITED STATES SPECIAL OPERATIONS
COMMANDER, UNITED STATES TRANSPORTATION COMMAND
DEPUTY UNDER SECRETARY OF DEFENSE (LOGISTICS
AND MATERIAL READINESS)
DIRECTOR, DEFENSE RESEARCH AND ENGINEERING
ASSISTANT SECRETARIES OF DEFENSE
GENERAL COUNSEL OF THE DEPARTMENT OF DEFENSE
DIRECTOR, OPERATIONAL TEST AND EVALUATION
INSPECTOR GENERAL OF THE DEPARTMENT OF DEFENSE
ASSISTANTS TO THE SECRETARY OF DEFENSE
DIRECTOR, ADMINISTRATION AND MANAGEMENT
DIRECTOR, ACQUISITION AND RESOURCE ANALYSIS
DIRECTOR, DEFENSE PROCUREMENT AND
ACQUISITION POLICY
DIRECTOR, PORTFOLIO MANAGEMENT
DIRECTOR, SMALL BUSINESS PROGRAMS
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES