



ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

SEP 29 2015

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 2016 Competition Goals

This memorandum requests input for establishing your Fiscal Year (FY) 2016 competition goals. During the June 2015, Better Buying Power Business Senior Integration Group (B-SIG) meeting, the Under Secretary of Defense for Acquisition, Technology and Logistics emphasized the need for the Components to take a more proactive, forward-looking approach to enable competition goal setting relative to a plan that can be actively managed, is more meaningful, and is achievable. Competition will continue to be tracked quarterly at B-SIG meetings with the next competition briefing scheduled for November 19, 2015.

The Department historically sets Component competition goals based on a two percent (2%) increase over the prior year's actual competition rate. At the November 19<sup>th</sup> B-SIG meeting, we will review Department of Defense-wide FY 2015 actuals and FY 2016 projections based on your input. To accomplish this, Components are requested to develop FY 2016 competition projections using input from their respective subordinate organizations using the attached spreadsheet to collect and submit your input. Each Component shall use the reporting structure consistent with its organization (e.g., PEO, Command, and/or Field Activities) to report the information. Components should be prepared to explain the basis for reported FY 2016 projections and any significant variance between the projection and FY 2015 actual competition data.

Please submit your input in the attached format to Mr. Larry McLaury by October 23, 2015. He may be reached by e-mail at [larry.j.mclaury2.civ@mail.mil](mailto: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 FY16 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 hierarchies/levels, add/delete offices, etc). The FY16 goal is a calculated field based on the dollar inputs.

Component/Command/Headquarters Office	FY16 Total Projected Contract Awards	FY16 Total Competitive Awards Projected	FY16 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	\$ -	\$ -	
<b>Subtotal Headquarters</b>	<b>\$ -</b>	<b>\$ -</b>	

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

# Example FY 2016 Competition Goal

**Figures are provided for example only and are not actual figures**

Component/Command/Headquarters Office	FY16 Total Projected Contract Awards	FY16 Total Competitive Awards Projected	FY16 Competitive Goal (%)
PEO XXX	\$ 6,587,569,562	\$ 5,500,023,560	83.49%
PEO XXX	\$ 4,587,900,235	\$ 3,658,963,251	79.75%
PEO XXX	\$ 5,234,500,500	\$ 3,258,166,422	62.24%
PEO XXX	\$ 3,537,065,767	\$ 1,996,278,568	56.44%
PEO XXX	\$ 4,431,000,000	\$ 1,364,300,000	30.79%
PEO XXX	\$ 30,000,000	\$ 26,000,000	86.67%
PEO XXX	\$ 82,100,233	\$ 42,100,000	51.28%
PEO XXX	\$ 22,747,304	\$ 947,774	4.17%
<b>Subtotal Headquarters</b>	<b>\$ 24,512,883,601</b>	<b>\$ 15,846,779,575</b>	<b>65%</b>

<b>Field Activity/Offices:</b>			
Office Name	\$ 758,534,000	\$ 756,594,000	99.74%
Office Name	\$ 756,125,000	\$ 539,123,250	71.30%
Office Name	\$ 143,000,000	\$ 123,564,222	86.41%
Office Name	\$ 468,546,503	\$ 230,593,551	49.21%
Office Name	\$ 666,800,000	\$ 541,560,000	81.22%
Office Name	\$ 202,546,232	\$ 198,981,831	98.24%
Office Name	\$ 13,280,000	\$ 8,400,000	63.25%
Office Name	\$ 400,560,000	\$ 352,900,000	88.10%
<b>Subtotal Field Activity/Offices</b>	<b>\$ 3,409,391,735</b>	<b>\$ 2,751,716,854</b>	<b>80.71%</b>
<b>TOTALS (for Service/Component)</b>			
	<b>\$ 27,922,275,336</b>	<b>\$ 18,598,496,429</b>	<b>66.61%</b>