



ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

## OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

DEC 16 2011

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  
(PROCUREMENT)  
DEPUTY ASSISTANT SECRETARY OF THE NAVY  
(ACQUISITION AND PROCUREMENT)  
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE  
(CONTRACTING)  
DIRECTORS OF THE DEFENSE AGENCIES  
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Request for Fiscal Year (FY) 2011 Competition Report

This memorandum requests the FY 2011 Component Competition Reports required under Federal Acquisition Regulation Subpart (FAR) 6.502(b) be submitted to DPAP by January 26, 2012. The competition report provides an opportunity to conduct meaningful analysis of competition achievements and highlight actions taken to promote overall and effective competition and provide examples that represent report findings. The report shall address the reporting requirements in FAR 6.502(b), and must include at least three years of trend data on overall competition and fair opportunity achievements.

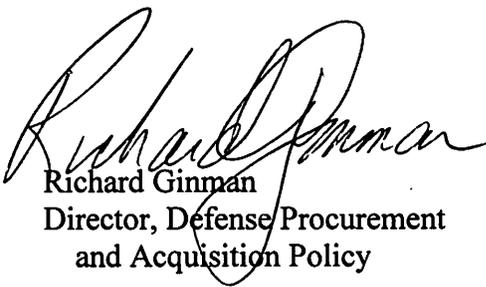
The competition report shall be based on data from the Federal Procurement Data System (FPDS) standard competition report, which tracks overall competition as well as fair opportunity on orders under multiple award contracts and federal supply schedules. FY 2011 was the first year effective competition goals were set for the Components. Competition Advocates are to use the FPDS Ad Hoc report to capture achievements in effective competition. Instructions for running the Ad Hoc report can be found at the following website:

[http://www.acq.osd.mil/dpap/pdi/uid/docs/Filters\\_for\\_Only\\_One\\_Offer\\_\(Jan\\_18\\_2011\).pdf](http://www.acq.osd.mil/dpap/pdi/uid/docs/Filters_for_Only_One_Offer_(Jan_18_2011).pdf)

Promoting real competition remains a focus area under the USD(AT&L) Better Buying Power (BBP) Initiative. As part of the Component Competition Reports, Competition Advocates shall address the steps taken in FY 2011 to implement this BBP initiative as well as plans for improving in FY 2012. As noted in the fourth quarter FY 2011 Competition Advocates meeting, the Department did not achieve its overall or effective competition goals. Component Competition Advocates must strive to improve their competition achievements in FY 2012 and are encouraged to use monthly FPDS data analysis to identify opportunities for improving competitive achievements. Recently, I provided the attached FY 2011 FPDS Product and Service Code presentation to the Senior Procurement Executives and key staff as an example of the type of competitive analysis that can be performed to identify areas for improvement.

The FY 2012 component goals for overall and effective competition are also attached. The DoD overall competition goal is set at 60% based on the Department's Initial FY2012 Organizational Assessment Guidance. The Component's overall competition goals reflect a two percent improvement over their FY 2011 achieved rates, and the effective competition goals reflect a 10% improvement over their FY 2011 achieved rates. Component Competition Advocates shall provide my point of contact a preliminary assessment of these goals once they have discussed with their leadership and procurement activities, but not later than January 7, 2012. To the extent that the goals are not practicable because of anticipated program requirements or impediments, the Competition Advocates shall discuss these impediments in its preliminary assessment and FY 2011 Competition Report.

My point of contact for competition is Mr. Larry McLaury who may be reached at [larry.mclaury@osd.mil](mailto:larry.mclaury@osd.mil) or 703-697-6710.



Richard Ginman  
Director, Defense Procurement  
and Acquisition Policy

Attachments:  
As stated

# OFFSITE COMPETITION BRIEFING

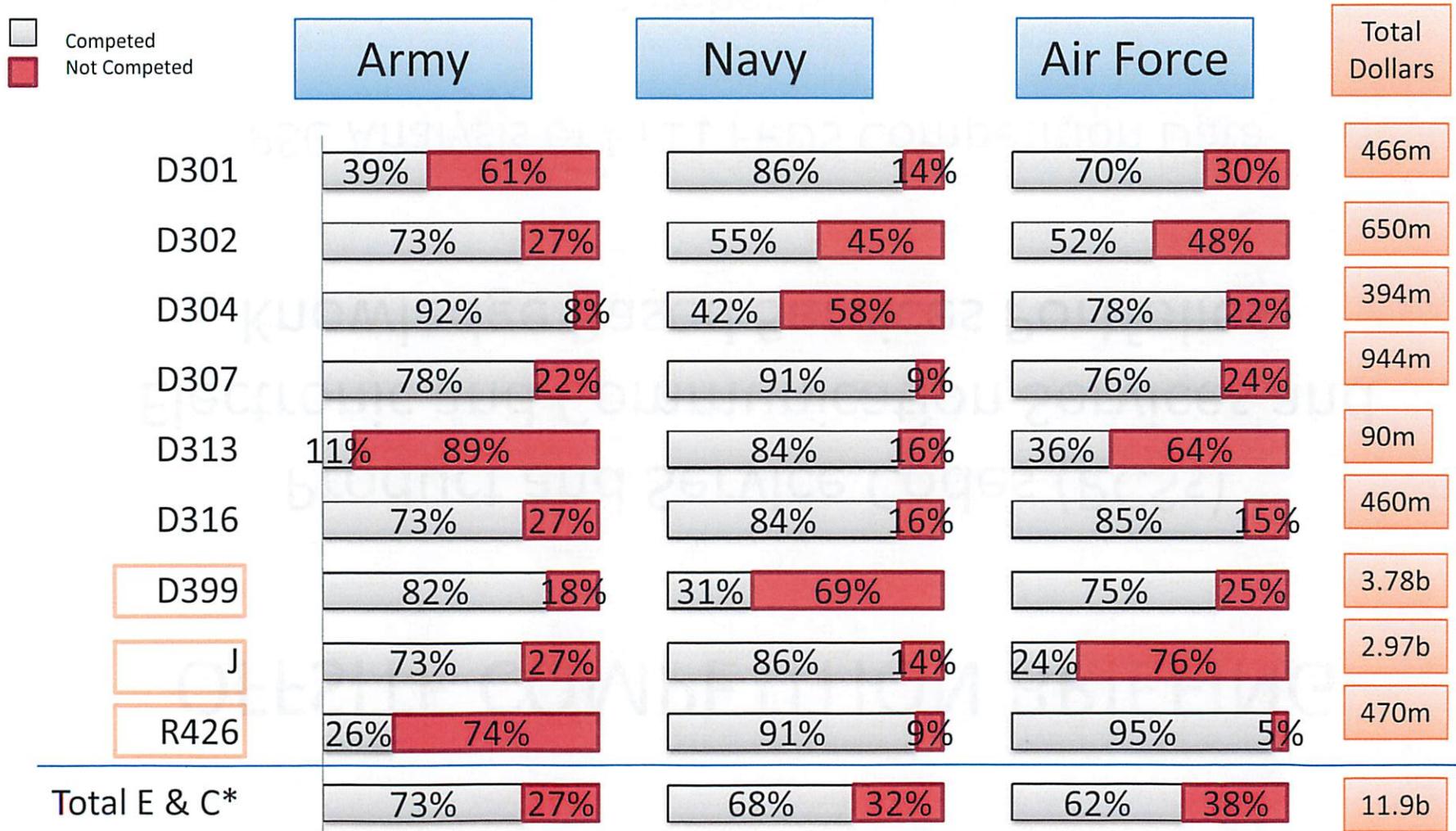
## Product and Service Codes (PCSs) Electronic and Communication Services and Knowledge Based Services Portfolios

PSC Analysis of FY11 FPDS Competition Data

December 6, 2011

# Electronic and Communications

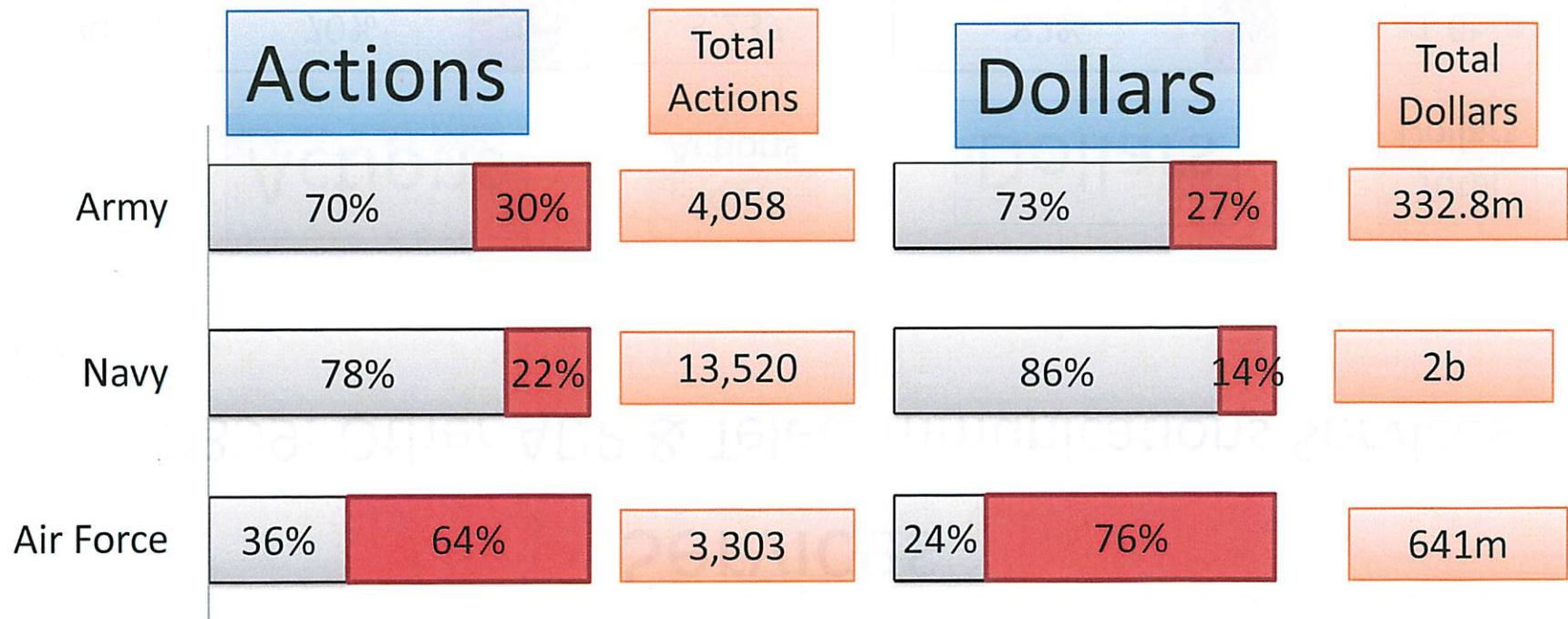
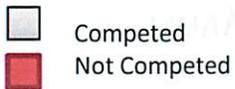
Percent of dollars competed for Selected PSCs and Total E&C



\*- "Total" denotes entire E&C Portfolio, not just the listed PSCs

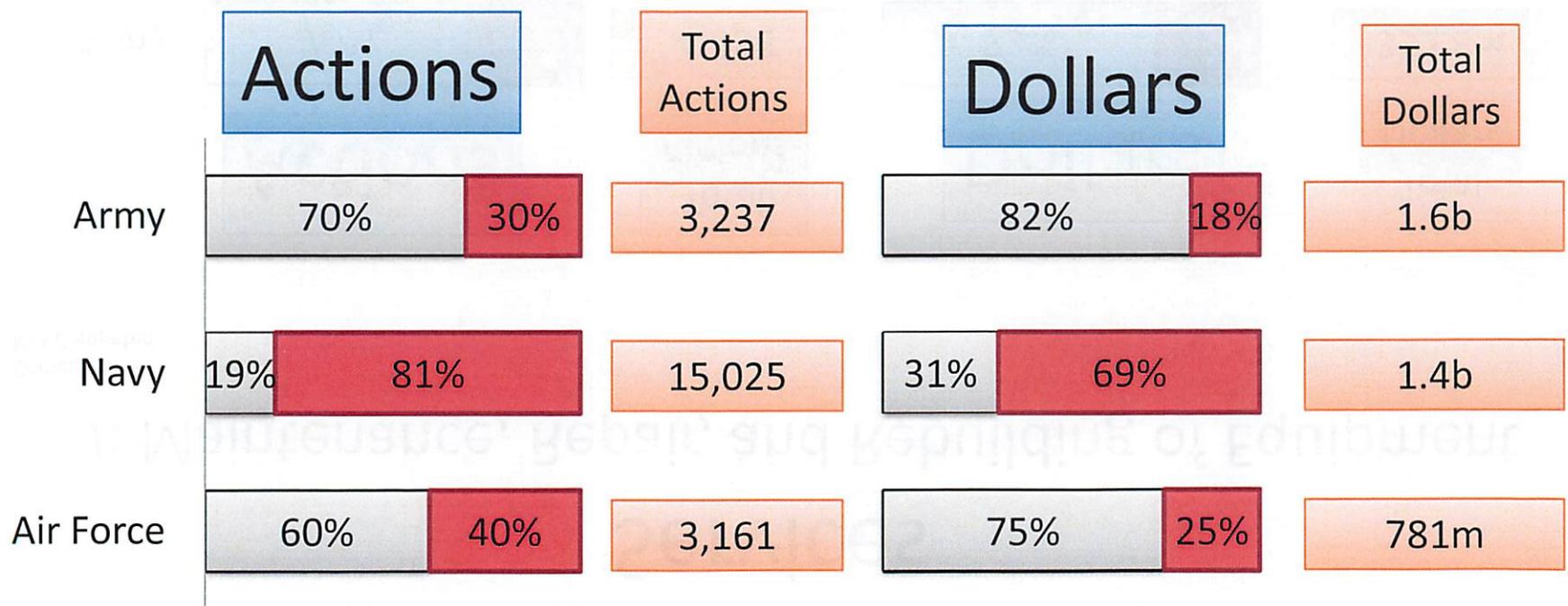
# Electronic and Communications Services

## J: Maintenance, Repair, and Rebuilding of Equipment



# Electronic and Communication Services

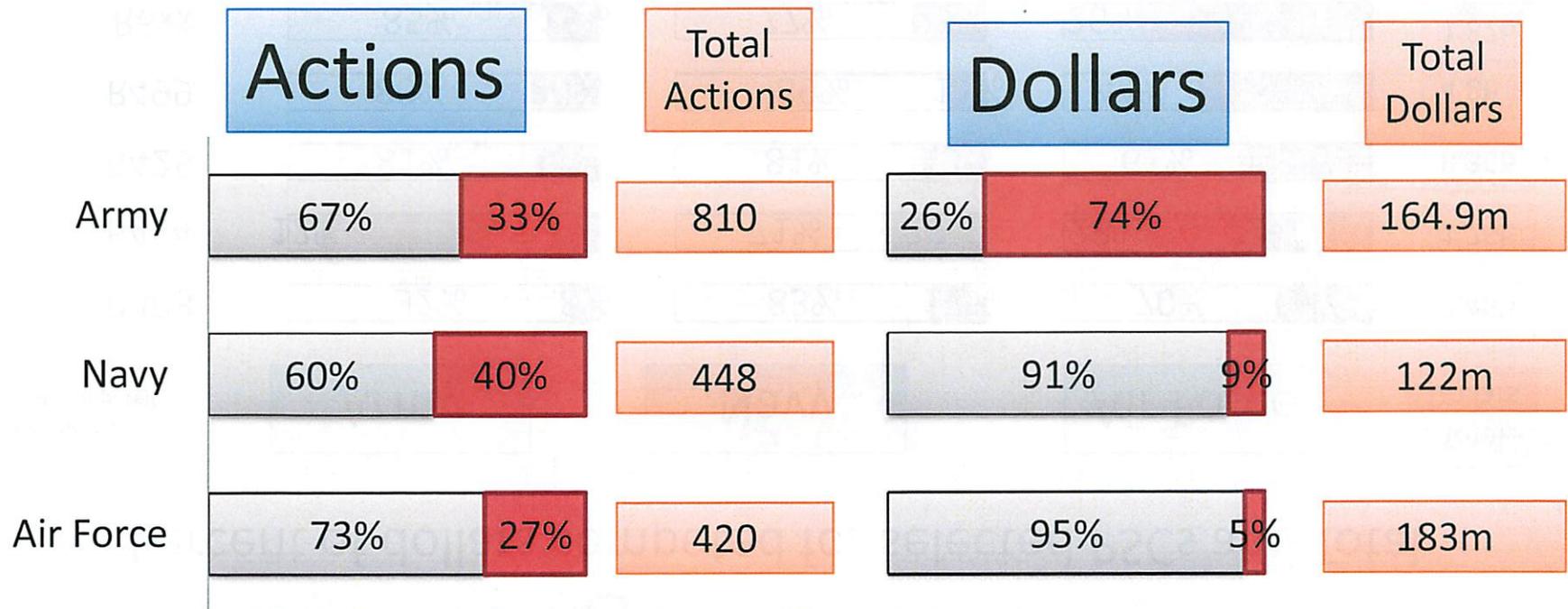
## D399: Other ADP & Telecommunications Services



# Electronic and Communications Services

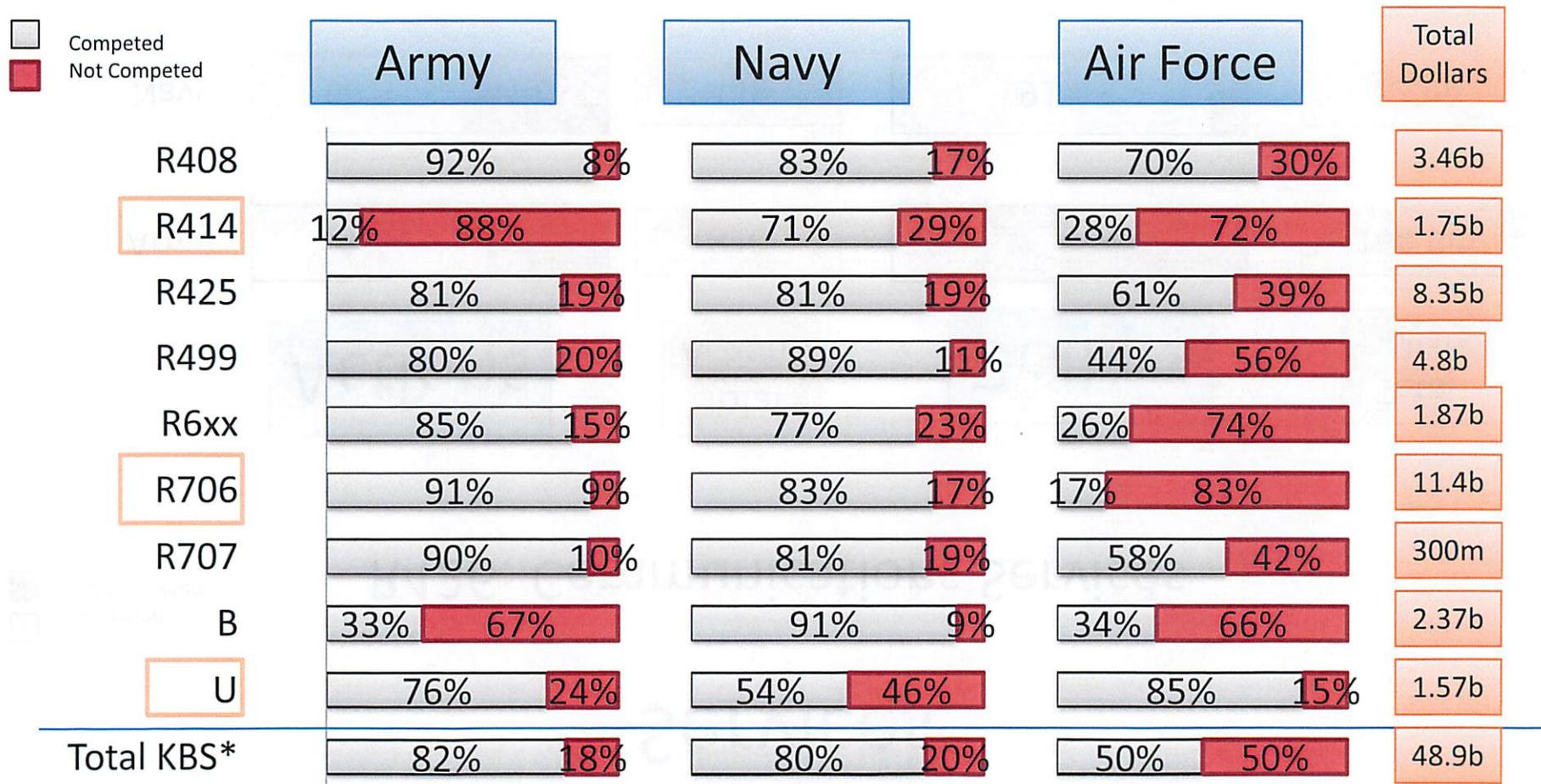
Competed  
 Not Competed

## R426: Communications Services



# Knowledge Based Services

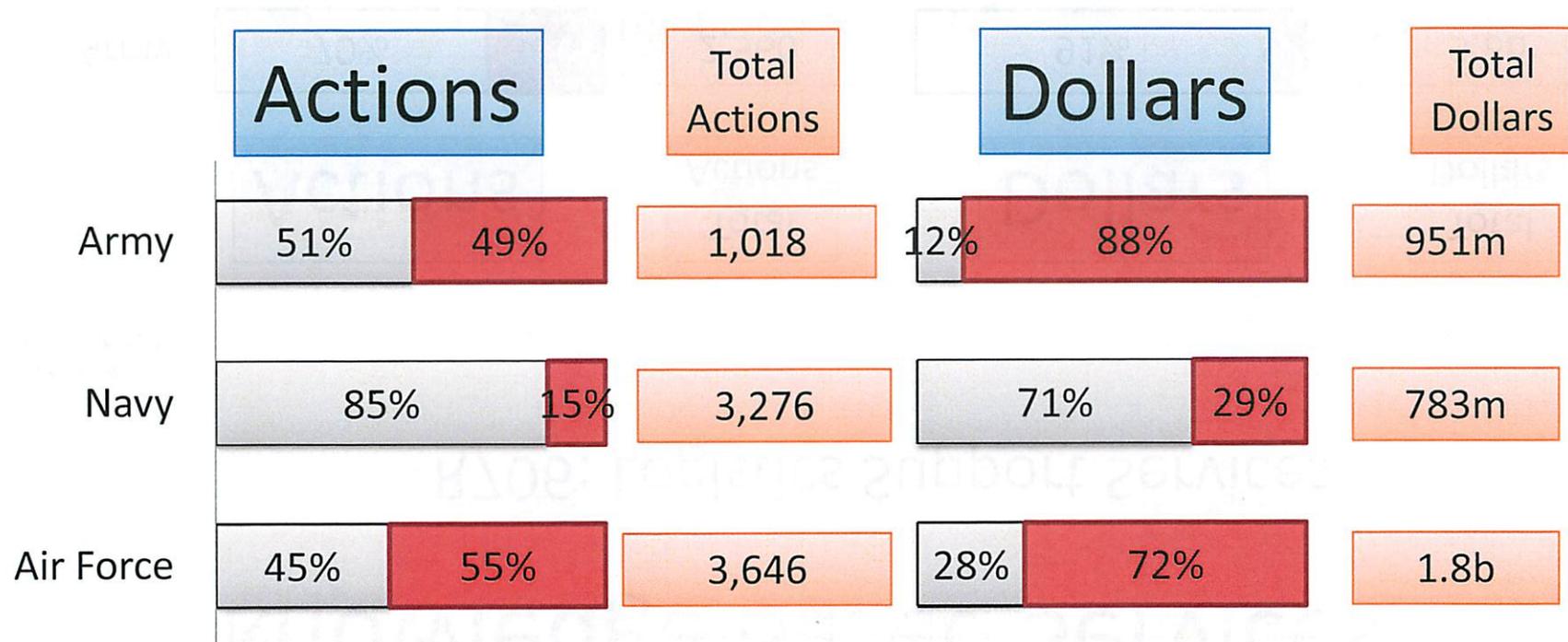
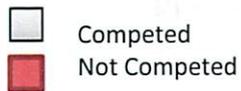
Percent of dollars competed for selected PSCs and Total



\*- "Total" denotes entire KBS Portfolio, not just the listed PSCs

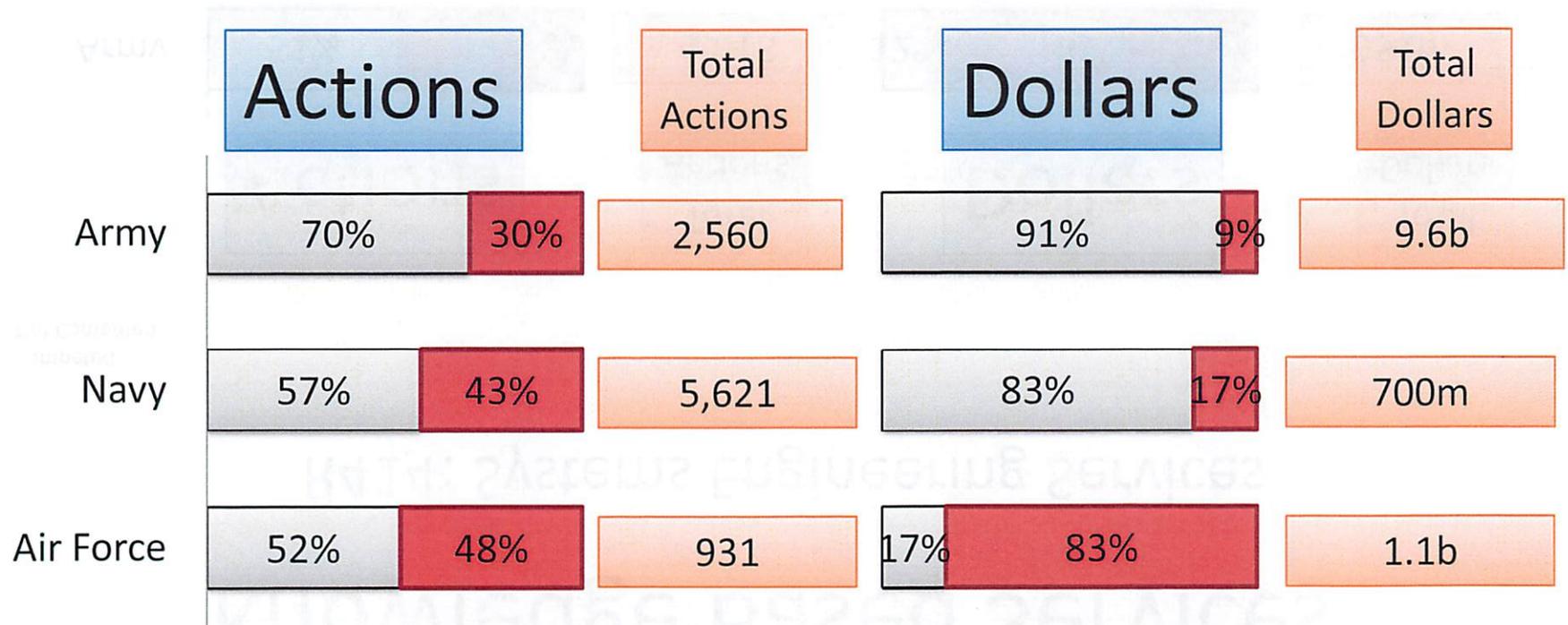
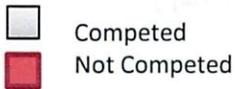
# Knowledge Based Services

## R414: Systems Engineering Services



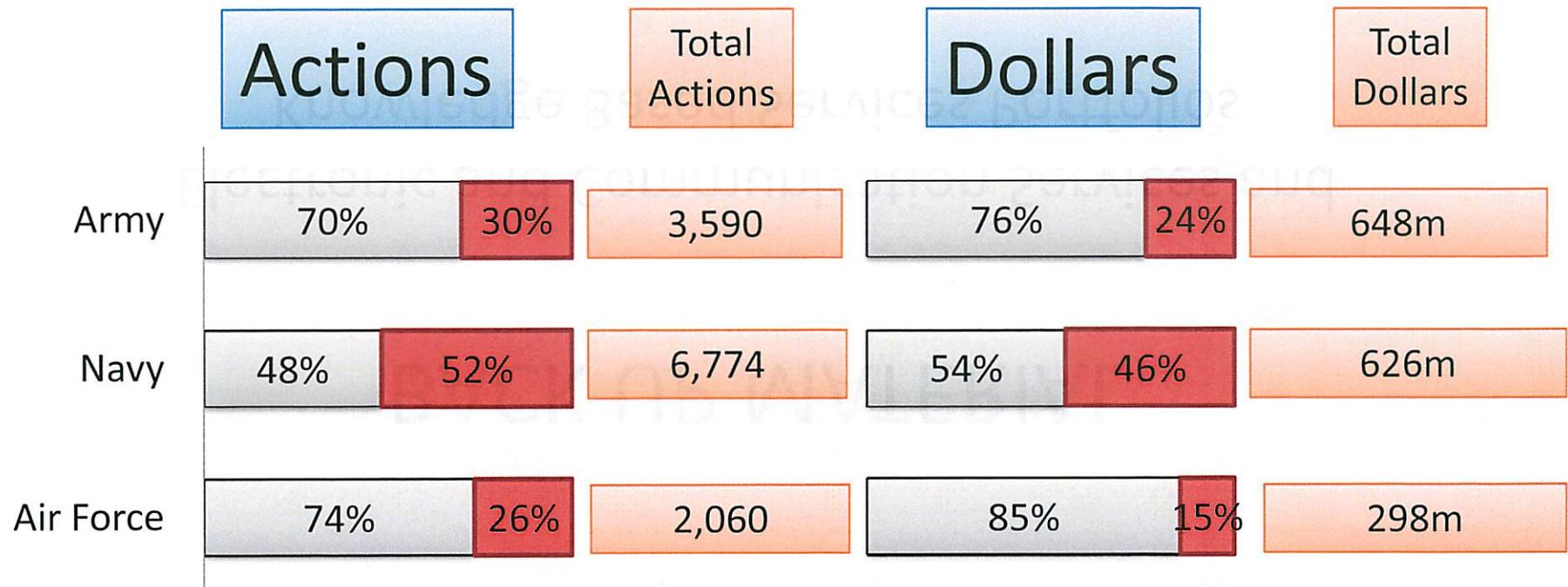
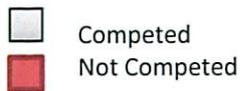
# Knowledge Based Services

## R706: Logistics Support Services



# Knowledge Based Services

## U: Education and Training Services



# BACK UP MATERIAL

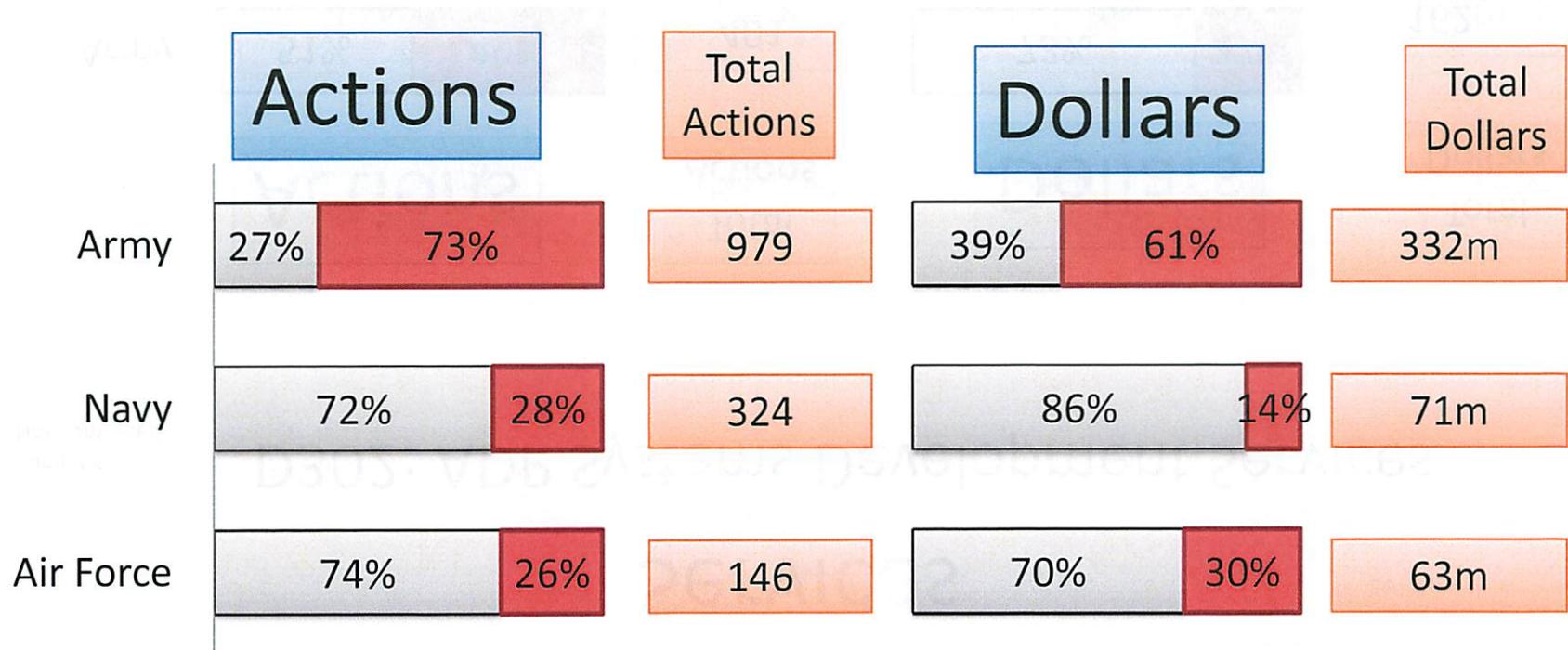
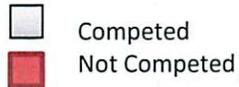
Electronic and Communication Services and  
Knowledge Based Services Portfolios

PCS Analysis

FY11 FPDS Competition Data

# Electronic and Communications Services

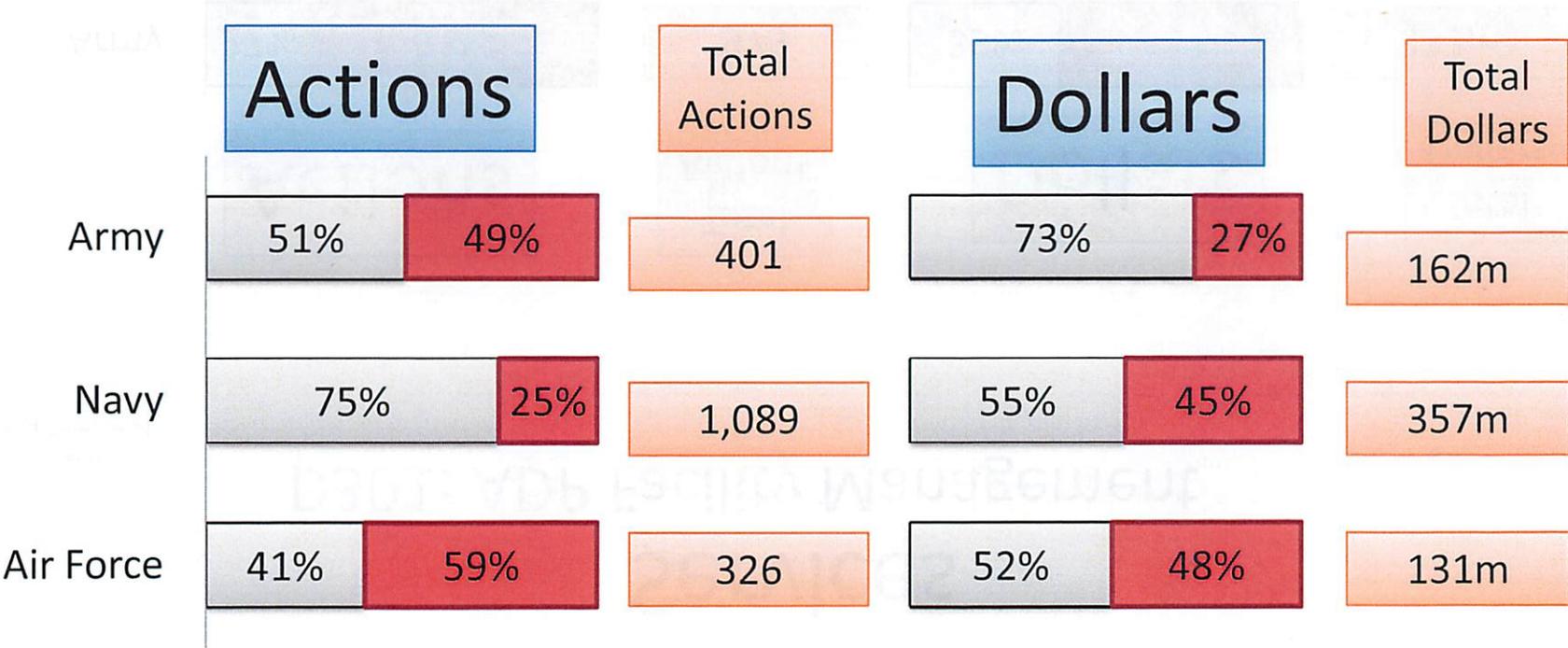
## D301: ADP Facility Management



# Electronic and Communications Services

## D302: ADP Systems Development Services

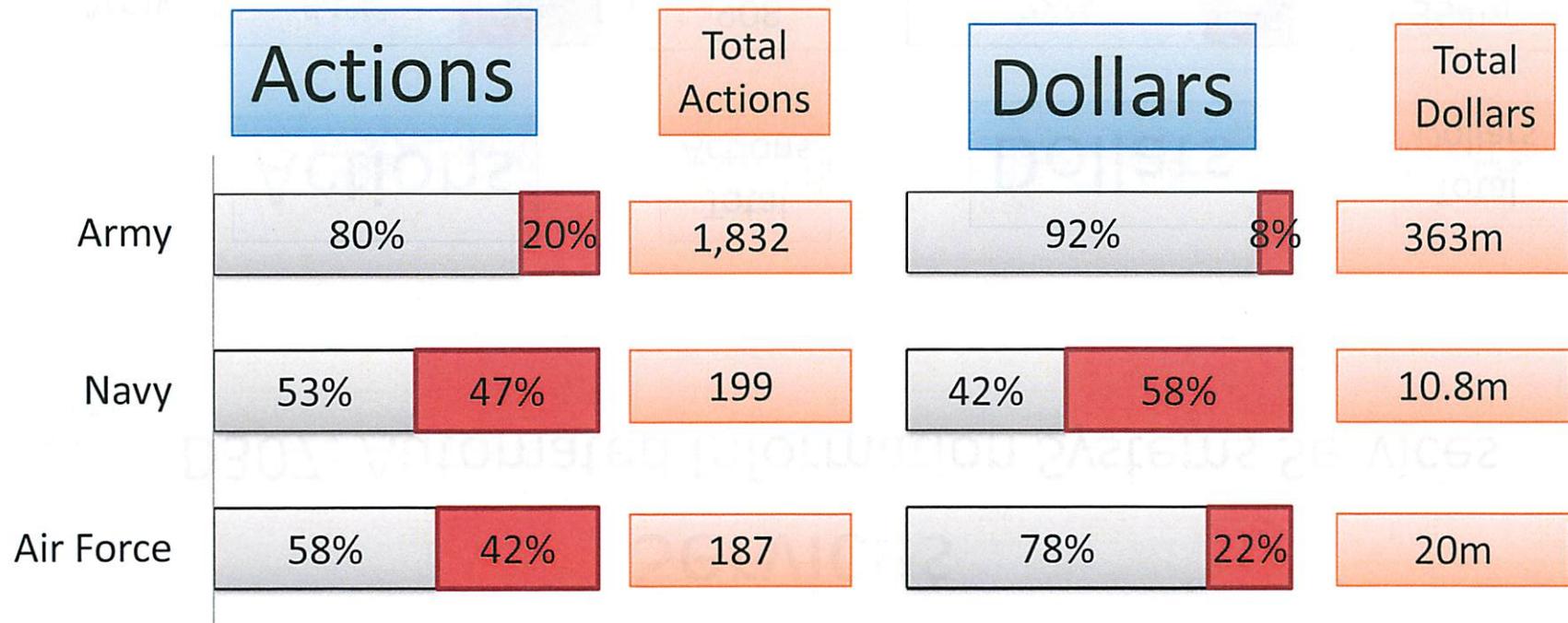
Competed  
 Not Competed



# Electronic and Communications Services



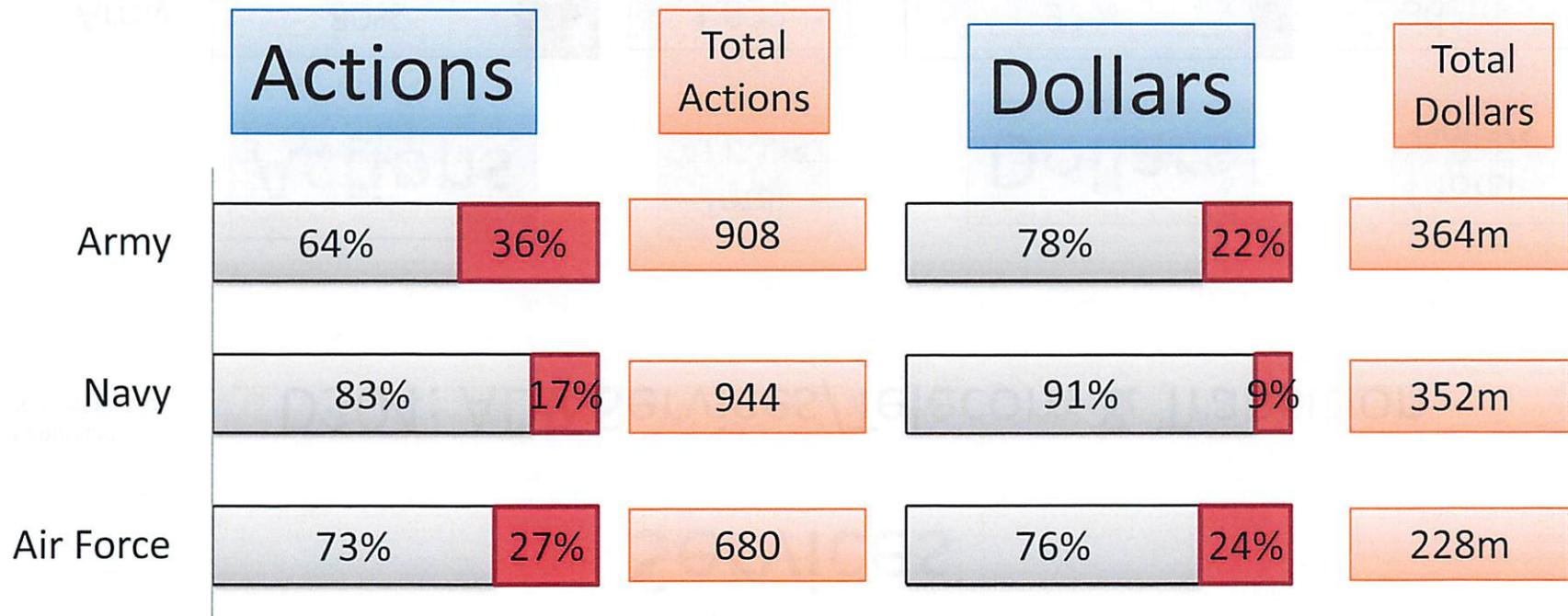
## D304: ADP Services/Telecom & Transition



# Electronic and Communications Services

## D307: Automated Information Systems Services

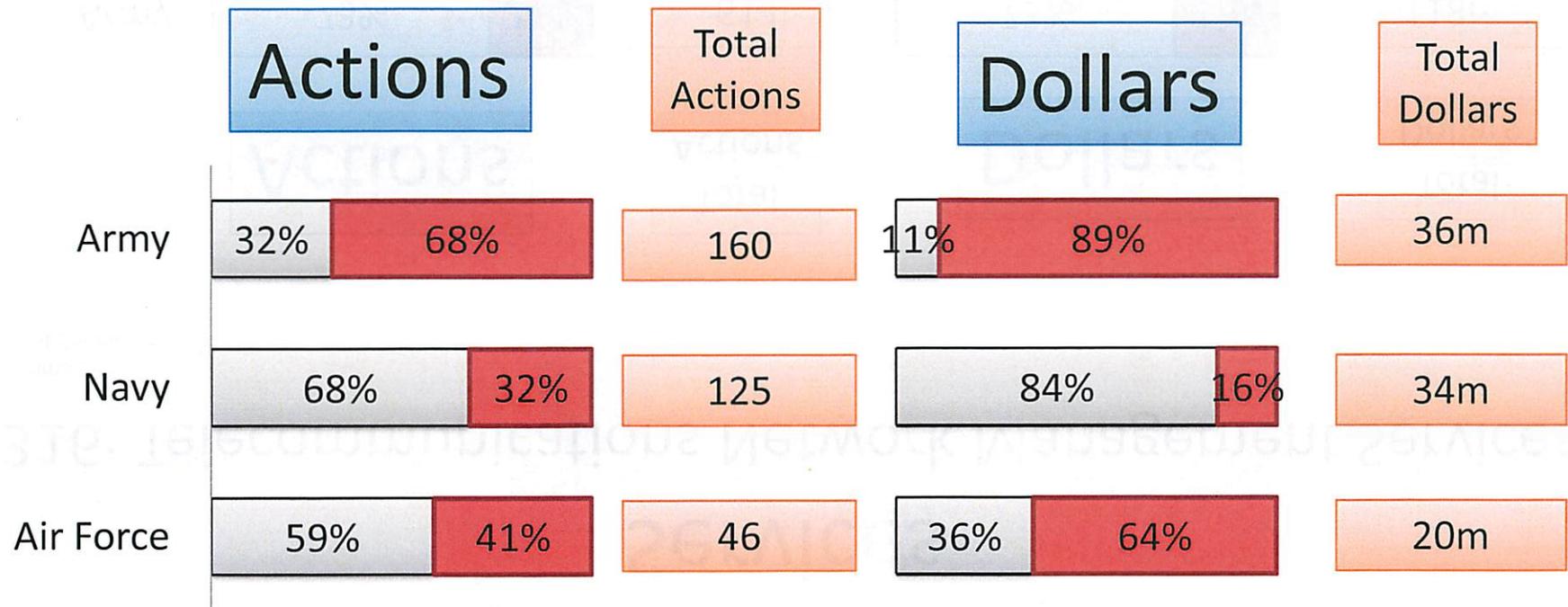
Competed  
 Not Competed



# Electronic and Communications Services

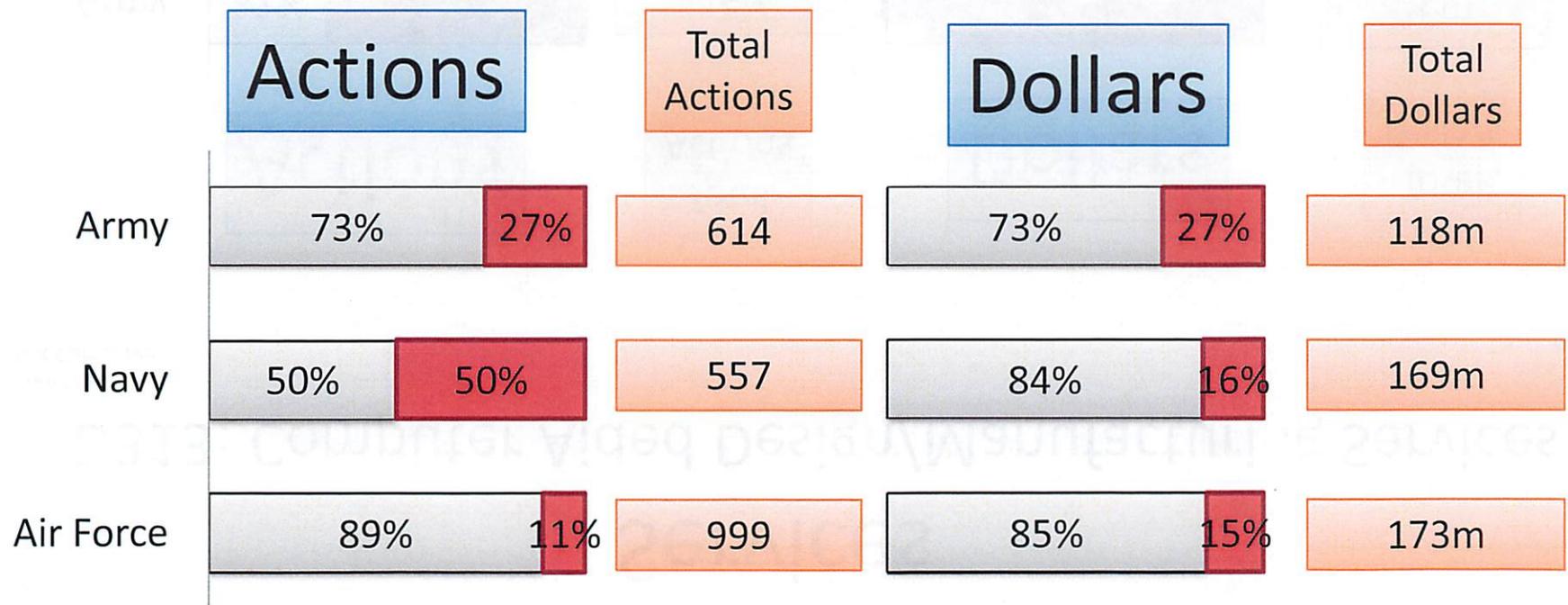
## D313: Computer Aided Design/Manufacturing Services

Competed  
 Not Competed

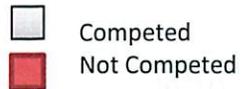


# Electronic and Communication Services

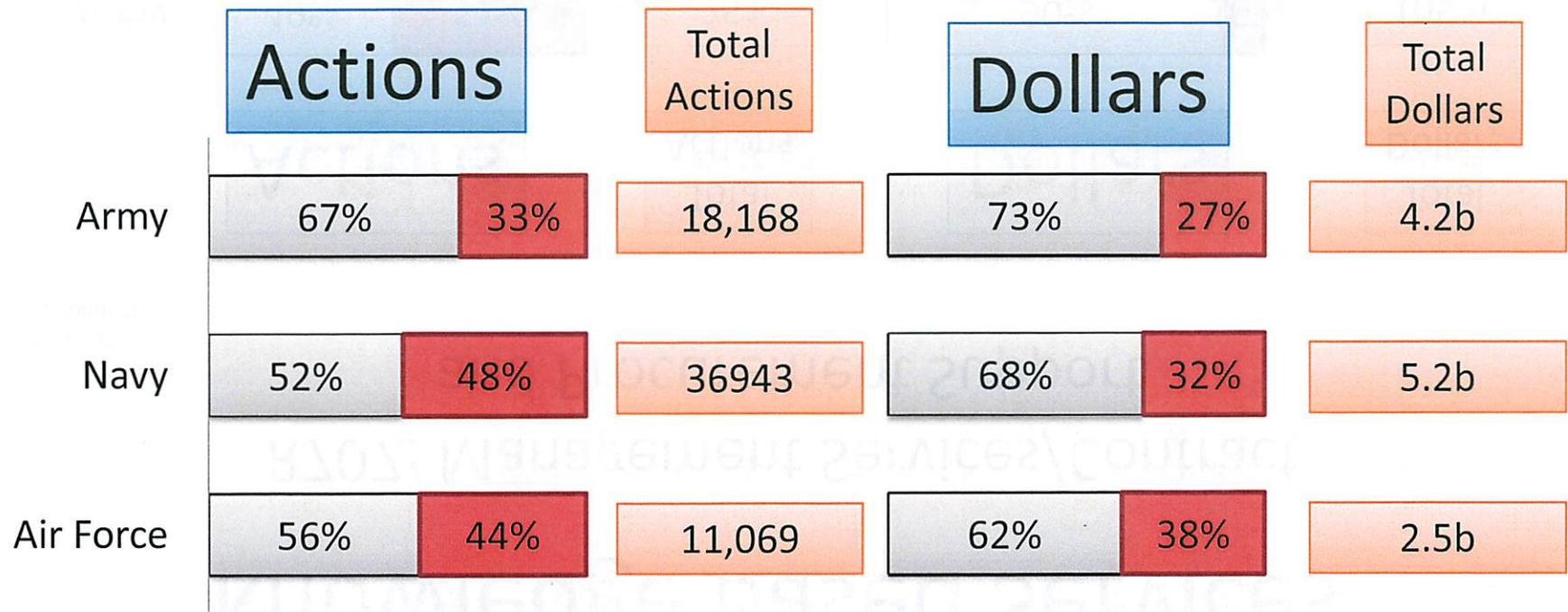
## D316: Telecommunications Network Management Services



# Electronic and Communications Services

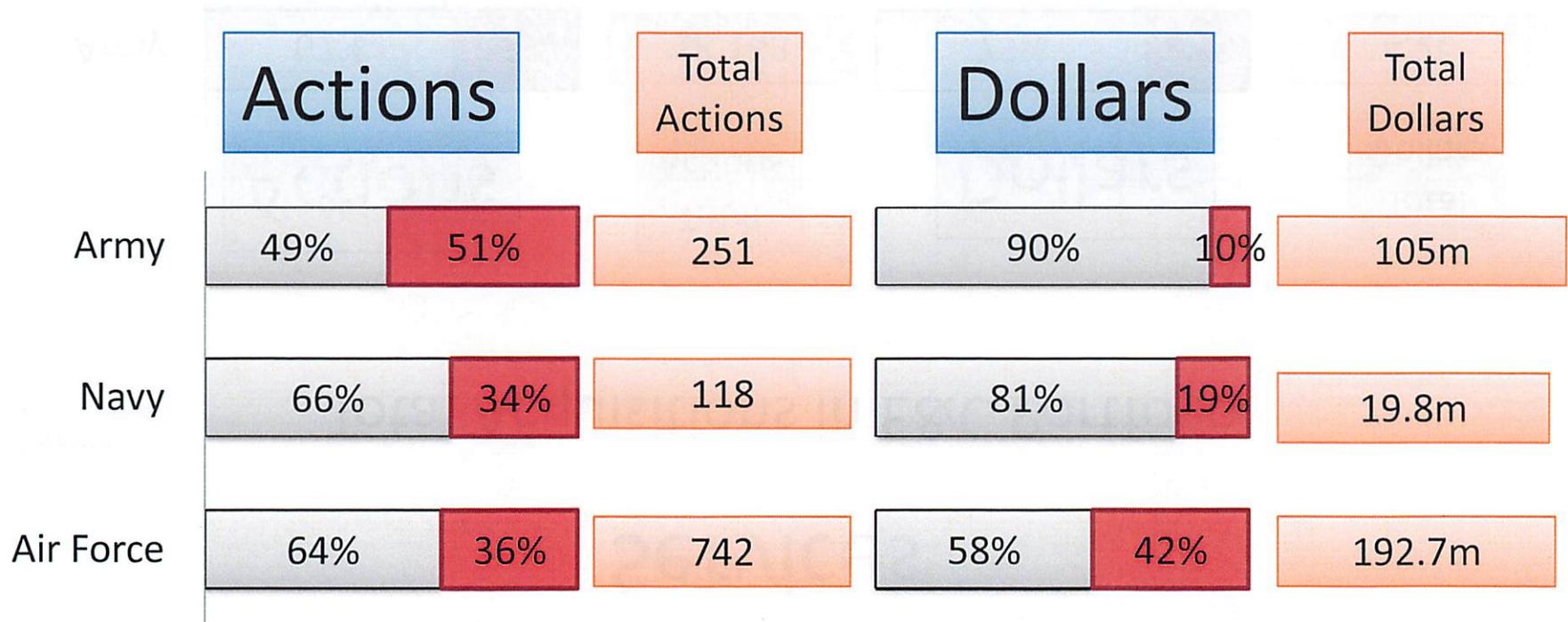
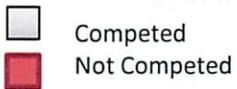


## Total Acquisitions in E&C Portfolio



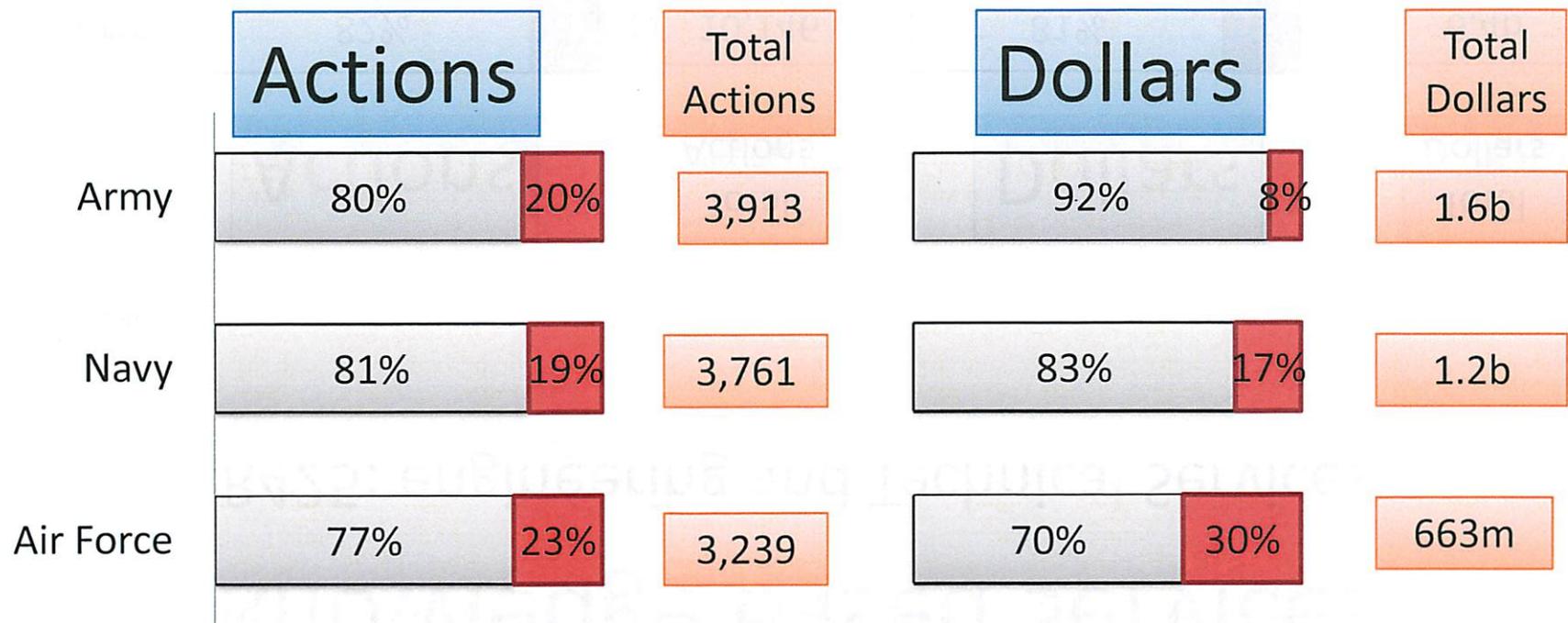
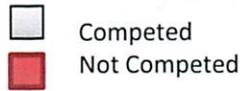
# Knowledge Based Services

## R707: Management Services/Contract and Procurement Support



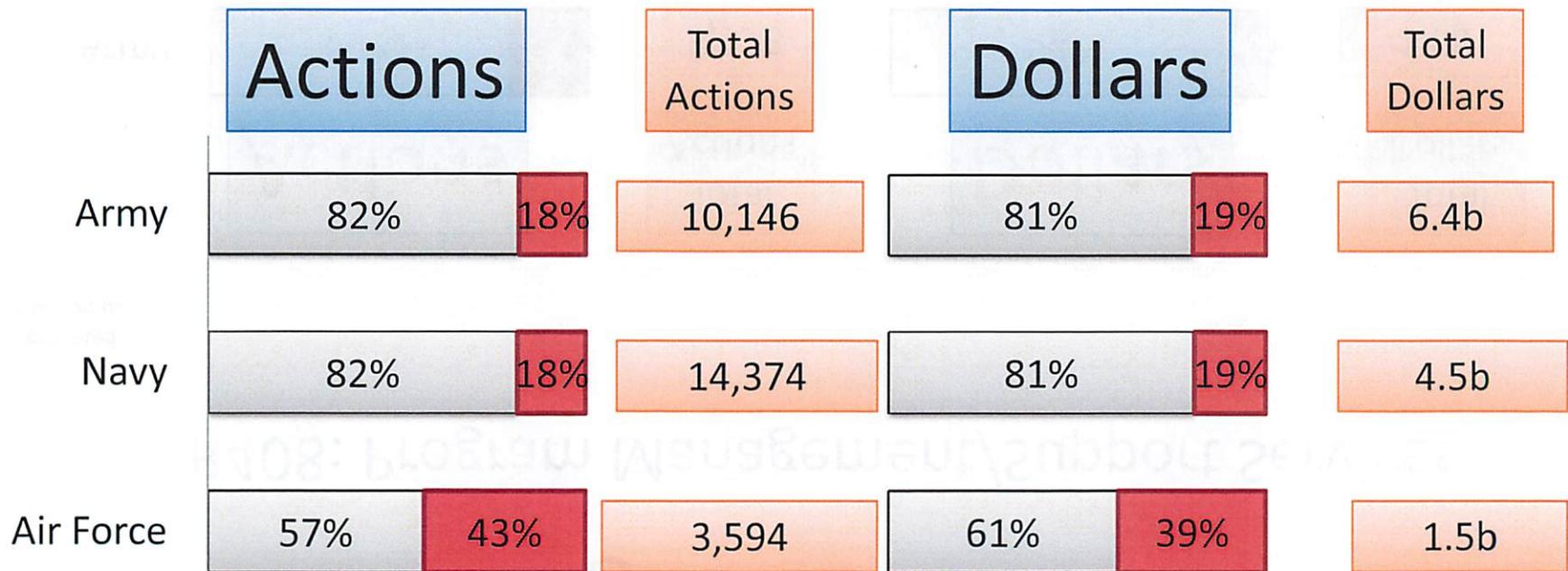
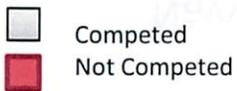
# Knowledge Based Services

## R408: Program Management/Support Services



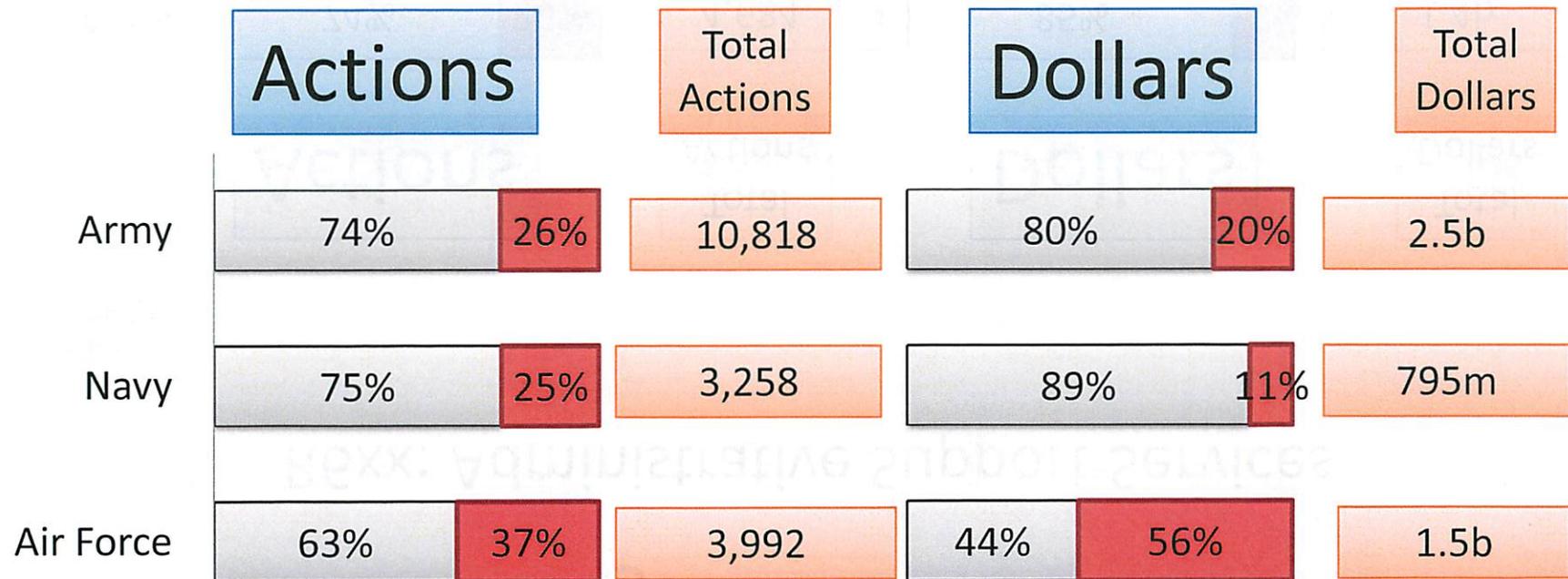
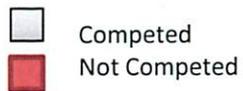
# Knowledge Based Services

## R425: engineering and Technical Services



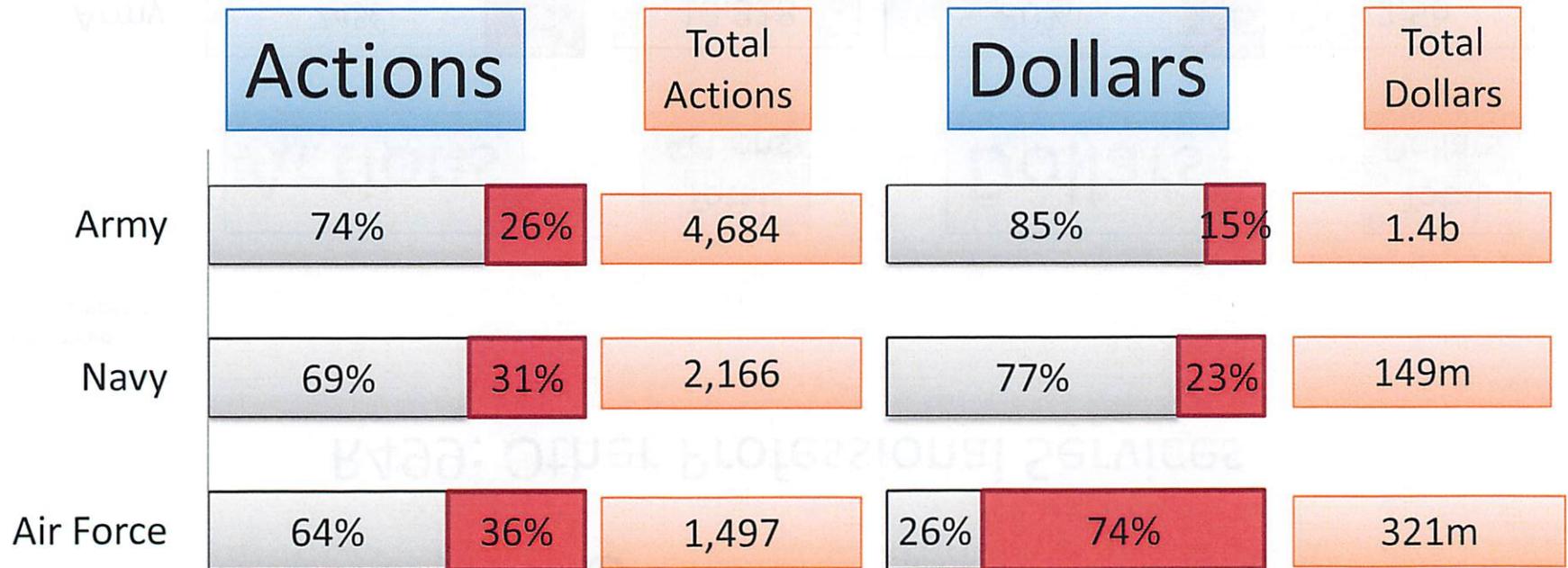
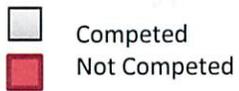
# Knowledge Based Services

## R499: Other Professional Services



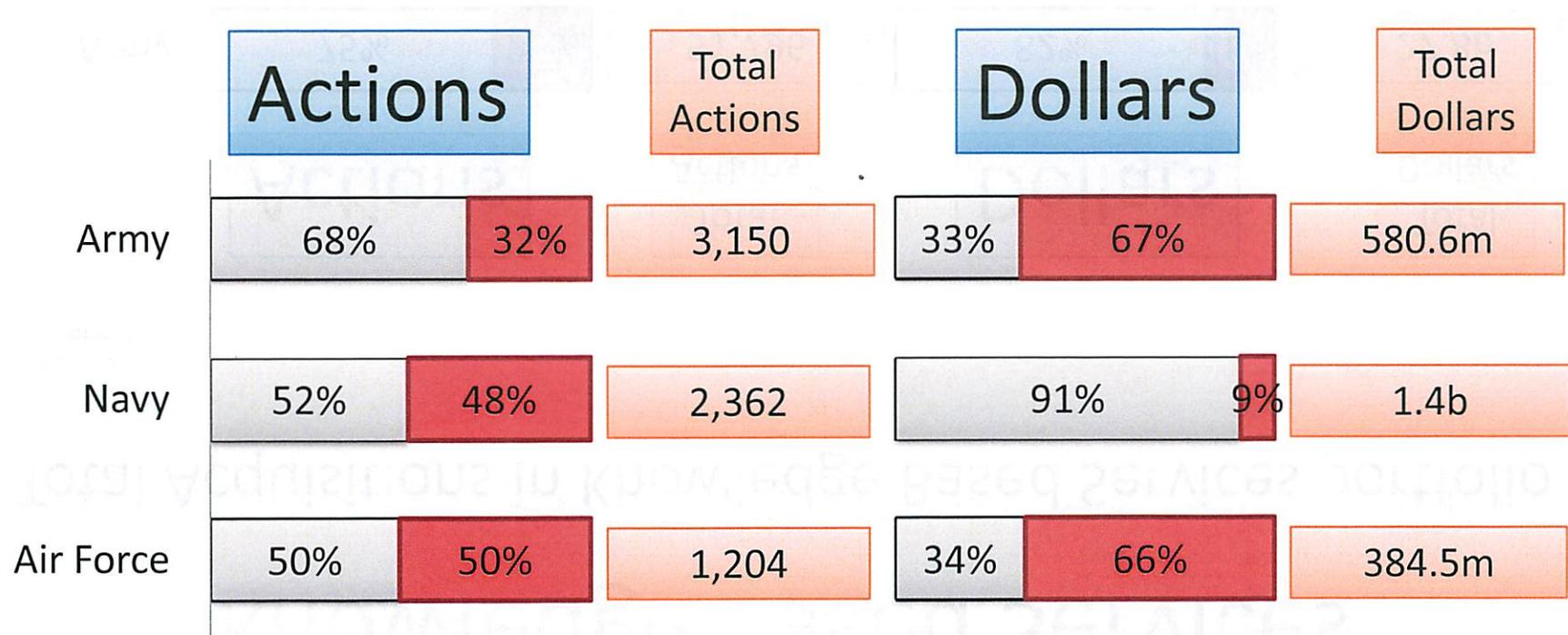
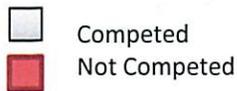
# Knowledge Based Services

## R6xx: Administrative Support Services



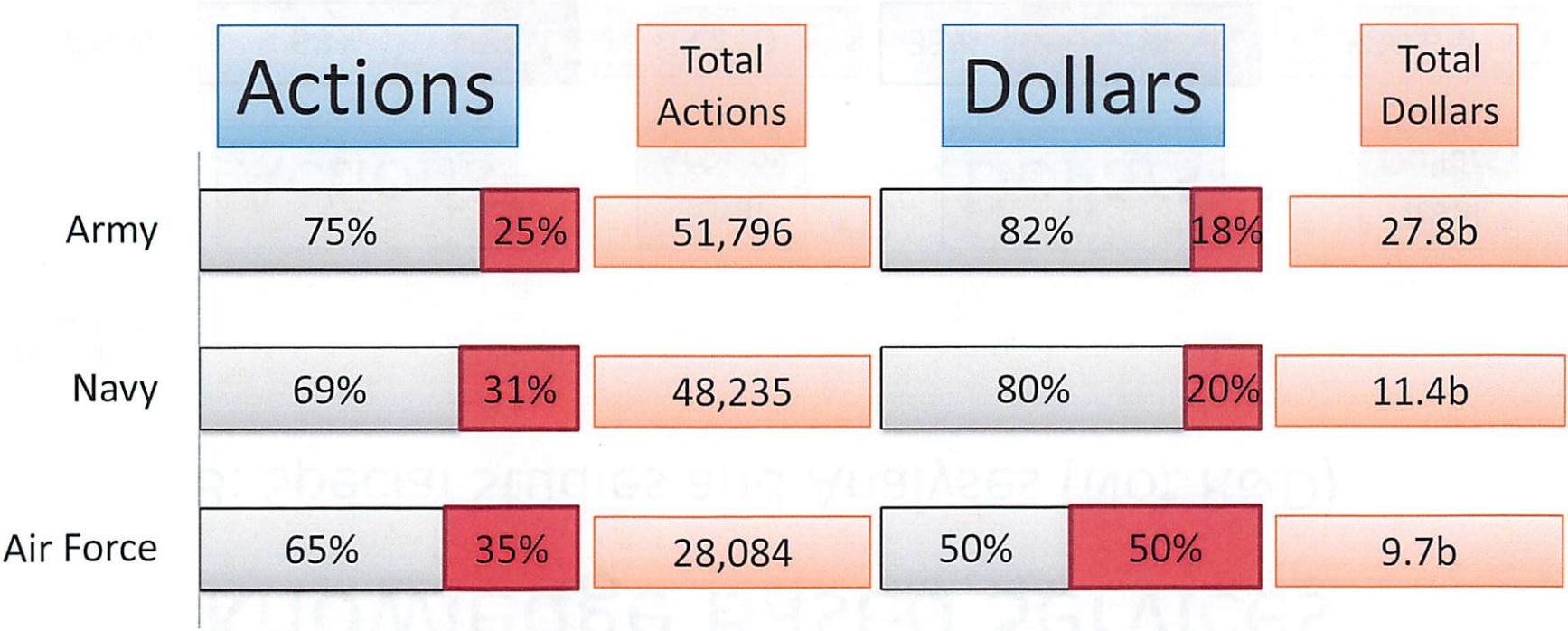
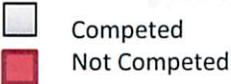
# Knowledge Based Services

## B: Special Studies and Analyses (Not R&D)



# Knowledge Based Services

## Total Acquisitions in Knowledge Based Services portfolio



TAB C - FY 2012 Overall & Effective Competition Goals.xlsx

DEPARTMENT/COMPONENT	FY2011 OVERALL GOAL	FY2011 OVERALL ACTUAL *	FY2012 OVERALL (2% GOAL)	FY2011 EFFECTIVE GOAL	FY2011 EFFECTIVE ACTUAL *	FY2012 EFFECTIVE (10% GOAL) **
DEPT OF THE ARMY	65.4%	62.6%	63.9%	86.0%	80.0%	88.0%
DEPT OF THE NAVY	55.6%	48.3%	49.3%	85.1%	77.7%	85.5%
DEPT OF THE AIR FORCE	53.7%	42.2%	43.0%	77.5%	85.0%	93.5%
DEFENSE LOGISTICS AGENCY	80.4%	82.6%	84.3%	95.7%	88.7%	97.6%
BUSINESS TRANSFORMATION AGENCY (BTA)	74.0%	81.4%	***	81.3%	78.4%	***
DEFENSE ADVANCED RESEARCH PROJECTS AGENCY	88.7%	88.3%	90.1%	99.7%	100.0%	100.0%
DEFENSE COMMISSARY AGENCY (DECA)	19.0%	23.1%	23.6%	98.7%	99.0%	99.0%
DEFENSE CONTRACT MANAGEMENT AGENCY	88.5%	66.2%	71.9%	88.9%	71.9%	79.1%
DEFENSE FINANCE AND ACCOUNTING SERVICE	56.0%	46.8%	47.7%	68.4%	71.1%	78.2%
DEFENSE HUMAN RESOURCE ACTIVITY	70.8%	55.3%	56.4%	94.4%	84.6%	93.1%
DEFENSE INFORMATION SYSTEMS AGENCY	83.3%	82.8%	84.5%	86.0%	74.5%	82.0%
DEFENSE MEDIA ACTIVITY	87.8%	87.2%	88.9%	93.3%	96.1%	96.1%
DEFENSE MICROELECTRONICS ACTIVITY	84.8%	79.8%	81.4%	29.0%	5.9%	6.5%
DEFENSE SECURITY COOPERATION AGENCY	83.8%	81.3%	82.9%	77.4%	70.8%	77.9%
DEFENSE SECURITY SERVICE (DSS)	93.6%	97.6%	99.6%	93.6%	91.8%	91.8%
DEFENSE THREAT REDUCTION AGENCY	78.3%	84.2%	85.9%	69.1%	83.1%	91.4%
DEPT OF DEFENSE EDUCATION ACTIVITY	92.6%	91.5%	93.3%	91.4%	78.5%	86.4%
MISSILE DEFENSE AGENCY	55.2%	64.7%	55.2%	59.8%	54.6%	60.1%
TRICARE MANAGEMENT ACTIVITY (TMA)	92.4%	90.2%	92.0%	99.9%	100.0%	100.0%
U.S. SPECIAL OPERATIONS COMMAND (SOCOM)	61.0%	65.7%	67.0%	82.2%	100.0%	100.0%
U.S. TRANSPORTATION COMMAND (TRANSCOM)	98.0%	99.6%	99.0%	98.9%	95.3%	95.3%
UNIFORMED SERVICES U OF THE HEALTH SCIENCES (USUHS)	38.1%	40.3%	****	86.3%	87.0%	****
WASHINGTON HEADQUARTERS SERVICES	87.4%	81.0%	82.6%	95.9%	83.6%	92.0%
<b>DEPARTMENT OVERALL GOAL</b>	<b>62.8%</b>	<b>58.5%</b>	<b>60.0%</b>	<b>86.3%</b>	<b>82.4%</b>	<b>90.6%</b>

Notes:

\* FY2011 actual achieved rates as of Nov 1, 2011.

\*\* FY2012 effective competition goals are based on 10% improvement over FY2011 achieved rates. Components that achieved an actual rate of 90% or higher are to maintain the FY 2011 actual rate.

\*\*\* BTA was disestablished in FY2011

\*\*\*\* USUHS will be reported under TMA for FY2012 Reporting purposes.