



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

DEC 20 2012

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 2012 Competition Report and Establishment of FY 2013
Competition Goals

This memorandum requests the Fiscal Year (FY) 2012 Component Competition Reports required under Federal Acquisition Regulation Subpart (FAR) 6.502(b) be submitted to DPAP by January 31, 2013. The competition report provides an opportunity to conduct meaningful analysis of competition achievements and highlight actions taken to promote overall and effective competition during the year. The report shall address the reporting requirements in FAR 6.502(b), and must include at least three years of trend data on overall and effective competition, including fair opportunity achievements and examples that represent report findings. The report shall also address, as applicable, contingency competition achievements for actions under Operation Enduring Freedom (OEF), as required by Section 844 of the NDAA for FY2012, as well as the results of the required annual review of omnibus contracts in support of OEF. (Refer to my February 17, 2012 memorandum on this topic, for further details.)

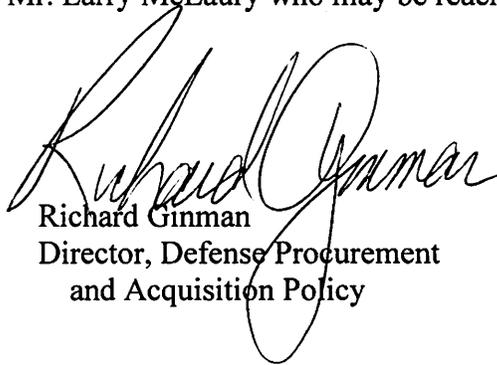
The competition report shall be based on data from the Federal Procurement Data System (FPDS) standard competition report, which tracks overall competition and fair opportunity on orders under multiple award contracts and federal supply schedules. The Competition Advocates shall also use the FPDS standard report, "Competition Procedures but One Only Offer Report," to report on effective competition for contract obligations in which competition was sought but only one offer received.

Promoting effective competition remains a focus area under the USD(AT&L) Better Buying Power (BBP) 2.0: Continuing the Pursuit of Greater Efficiency and Productivity in Defense Spending. The USD(AT&L) memorandum dated March 13, 2012, requested Components to develop plans to improve small business and competition opportunities in selected services portfolio groups. In the FY 2012 fourth quarter Competition Advocates meeting, I requested Competition Advocates to analyze their competition data for these

portfolios and provide status on how they are executing plans to improve competition. Component Competition Advocates are encouraged to use FPDS data analysis to identify opportunities for improving competition achievements in these portfolio groups and are requested to include this information in their FY 2012 competition report.

As noted in the last Competition Advocates meeting, the DoD overall competition goal remains at 60.0% with the effective competition goal at 88.8% for FY 2013. In response to discussions about use of percentage goals, the Components' goals for overall and effective competition are stated in competition dollars obligated rather than percentages as set forth in the attachment. The overall competition goals incorporate a three percent improvement over the FY 2012 competition dollars obligated, and the effective competition goals incorporate a 10% improvement over FY 2012 achievements. Components that achieved a 90% or higher effective competition rate were assigned a goal that maintains the FY 2012 competition dollars obligated. Component Competition Advocates shall provide my point of contact a preliminary assessment of these goals by January 11, 2013. To the extent that the goals are not practicable because of anticipated program requirements or impediments, the Competition Advocates shall discuss these impediments in their preliminary assessment and FY 2012 Competition Report.

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



Richard Ginman
Director, Defense Procurement
and Acquisition Policy

Attachments:
As stated

DEPARTMENT/COMPONENT	FY 2012 Total Dollars Obligated	FY 2012 Overall Competed Dollars Obligated	FY 2012 Overall Rate	* FY 2013 Goal Overall Competition Dollars Obligated	FY 2012 Effective Dollars Obligated	FY 2012 Effective Rate	** FY 2013 Goal Effective Competition Dollars Obligated
DEPT OF THE ARMY	\$ 108,070,600,378	\$ 68,141,074,109	63.1%	\$ 70,185,306,333	\$ 58,192,477,289	85.4%	\$ 64,011,725,018
DEPT OF THE NAVY	\$ 93,685,846,510	\$ 42,751,861,248	45.6%	\$ 44,034,417,086	\$ 33,944,977,831	79.4%	\$ 37,339,475,614
DEPT OF THE AIR FORCE	\$ 69,641,776,697	\$ 25,648,080,985	36.8%	\$ 26,417,523,414	\$ 22,185,590,052	86.5%	\$ 24,404,149,057
DEFENSE LOGISTICS AGENCY	\$ 42,971,604,129	\$ 35,785,078,436	83.3%	\$ 36,858,630,789	\$ 32,958,057,240	92.1%	\$ 32,958,057,240
DEFENSE ADVANCED RESEARCH PROJECTS AGENCY	\$ 750,153,620	\$ 677,920,077	90.4%	\$ 698,257,679	\$ 677,920,077	100.0%	\$ 677,920,077
DEFENSE COMMISSARY AGENCY (DECA)	\$ 6,444,635,430	\$ 1,361,421,478	21.1%	\$ 1,402,264,123	\$ 1,349,168,685	99.1%	\$ 1,349,168,685
DEFENSE CONTRACT MANAGEMENT AGENCY	\$ 261,517,688	\$ 42,301,457	16.2%	\$ 43,570,501	\$ 28,426,579	67.2%	\$ 31,269,237
DEFENSE FINANCE AND ACCOUNTING SERVICE	\$ 191,299,132	\$ 114,019,081	59.6%	\$ 117,439,654	\$ 90,531,151	79.4%	\$ 99,584,266
DEFENSE HUMAN RESOURCE ACTIVITY	\$ 164,572,973	\$ 97,041,534	59.0%	\$ 99,952,780	\$ 82,679,387	85.2%	\$ 90,947,325
DEFENSE INFORMATION SYSTEMS AGENCY	\$ 5,114,454,426	\$ 4,217,283,581	82.5%	\$ 4,343,802,088	\$ 3,116,572,566	73.9%	\$ 3,428,229,823
DEFENSE MEDIA ACTIVITY	\$ 144,485,408	\$ 114,901,813	79.5%	\$ 118,348,868	\$ 106,169,276	92.4%	\$ 106,169,276
DEFENSE MICROELECTRONICS ACTIVITY	\$ 822,511,462	\$ 713,261,820	86.7%	\$ 734,659,675	\$ 13,551,975	1.9%	\$ 14,907,172
DEFENSE SECURITY COOPERATION AGENCY	\$ 59,754,034	\$ 48,902,664	81.8%	\$ 50,369,744	\$ 34,427,476	70.4%	\$ 37,870,223
DEFENSE SECURITY SERVICE (DSS)	\$ 93,367,388	\$ 85,802,008	91.9%	\$ 88,376,068	\$ 80,568,085	93.9%	\$ 80,568,085
DEFENSE THREAT REDUCTION AGENCY	\$ 1,040,705,046	\$ 869,294,235	83.5%	\$ 895,373,062	\$ 733,684,334	84.4%	\$ 807,052,768
DEPT OF DEFENSE EDUCATION ACTIVITY	\$ 268,256,609	\$ 225,297,970	84.0%	\$ 232,056,909	\$ 177,309,502	78.7%	\$ 195,040,452
JOINT IMPROVISED EXPLOSIVE DEVISE DEFEAT ORGANIZATION	\$ 25,429,048	\$ 8,182,246	32.2%	\$ 8,427,713	\$ 8,116,788	99.2%	\$ 8,116,788
MISSILE DEFENSE AGENCY	\$ 6,769,417,977	\$ 4,151,798,271	61.3%	\$ 4,276,352,219	\$ 2,121,568,916	51.1%	\$ 2,333,725,808
TRICARE MANAGEMENT ACTIVITY (TMA)	\$ 11,847,966,966	\$ 10,659,591,093	90.0%	\$ 10,979,378,826	\$ 10,638,271,911	99.8%	\$ 10,638,271,911
U.S. SPECIAL OPERATIONS COMMAND (SOCOM)	\$ 2,690,919,368	\$ 1,967,097,574	73.1%	\$ 2,026,110,501	\$ 1,858,907,207	94.5%	\$ 1,858,907,207
U.S. TRANSPORTATION COMMAND (TRANSCOM)	\$ 7,799,231,579	\$ 7,764,240,313	99.6%	\$ 7,997,167,522	\$ 7,515,784,623	96.8%	\$ 7,515,784,623
WASHINGTON HEADQUARTERS SERVICES	\$ 1,023,105,067	\$ 726,688,793	71.0%	\$ 748,489,457	\$ 596,611,499	82.1%	\$ 656,272,649
DEPARTMENT GOAL	\$ 359,881,610,937	\$ 206,171,140,786	57.3%	\$ 212,356,275,010	\$ 176,482,496,513	85.6%	\$ 188,643,213,305
Notes:							
* FY 2013 overall competition goals are based on 3% improvement over FY2012 actual competed dollars obligated.							
** FY 2013 effective competition goals are based on 10% improvement over FY2012 actual competed dollars obligated.							
Components that achieved a FY 2012 rate of 90% or more are to maintain the same obligated amount.							