

To the DoD Total Acquisition Workforce – Well done!

The GAO has just released its annual report on defense acquisition, and for the first time in my memory notes the progress the Department has made in controlling cost on our programs. This is a direct result of the work you have done and I want to thank you and congratulate you all on the progress we have made. As the GAO notes, concepts like “should cost” where every manager works to identify specific ways to reduce costs and then proactively attacks those targets are being applied successfully. We are requiring demonstrated performance before we make investment decisions. We are taking the time to negotiate sound business deals. While I want to applaud the progress we have made, I also want to acknowledge that our work is not done and in fact is becoming even more challenging. We are now swimming upstream against the inefficiencies that sequestration is imposing on us and the debilitating impact of the expectation of furloughs across our workforce. In this tough climate I will soon issue the implementing instructions for Better Buying Power 2.0, the next step in our effort to continuously improve the way we do business. Why now, you may well ask, with all the problems we are being forced to cope with? The answer is the same as it always has been and always will be – because our warfighters and the American taxpayer depend on us. Again congratulations on the progress you have made. We are getting better business deals- deals that treat industry fairly and deals that increase the value we receive for our resources. As those resources shrink the Department is counting on us to do even more – and we will.