



ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

OCT 29 2014

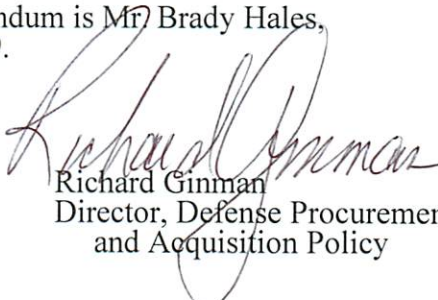
MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS  
COMMAND, (ATTN: ACQUISITION EXECUTIVE)  
COMMANDER, UNITED STATES TRANSPORTATION  
COMMAND, (ATTN: ACQUISITION EXECUTIVE)  
ASSISTANT SECRETARY OF THE ARMY  
(ACQUISITION, LOGISTICS AND TECHNOLOGY)  
ASSISTANT SECRETARY OF THE NAVY  
(RESEARCH, DEVELOPMENT AND ACQUISITION)  
ASSISTANT SECRETARY OF THE AIR FORCE  
(ACQUISITION)  
DIRECTORS OF THE DEFENSE AGENCIES  
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Publication of DoD Competition Reporting – 4<sup>th</sup> Quarter FY 2014

At the August 4, 2014, Business Senior Integration Group (BSIG) meeting, the Under Secretary of Defense for Acquisition, Technology and Logistics announced that he plans to address competition as a recurring BSIG agenda item. To facilitate preparation for those meetings and increase visibility and accountability for results, we are publishing competition data on a quarterly basis to keep you apprised of your organization's contribution and progress toward DoD's competition goal. DoD attained a competition rate of 58.7% for FY 2014, to exceed its goal of 58%. I appreciate everyone's efforts toward achieving this goal.

The attached spreadsheet identifies the competition metrics as of October 22, 2014. The metrics are based on the competition report which tracks obligation and actions based on data from the Federal Procurement Data System – Next Generation. The attachment displays competition metrics for each of the DoD components and each of the MAJCOMs within the Military Departments. The quarterly reports are available on the Defense Procurement and Acquisition Policy website at <http://www.acq.osd.mil/dpap/cpic/cp/index.html>.

My point of contact for this memorandum is Mr. Brady Hales,  
[brady.l.hales.civ@mail.mil](mailto:brady.l.hales.civ@mail.mil) or 703-614-0719.

  
Richard Ginman  
Director, Defense Procurement  
and Acquisition Policy

Attachment:  
As stated

cc:  
Under Secretary of Defense for Acquisition,  
Technology and Logistics  
Principal Deputy Under Secretary of Defense for Acquisition,  
Technology and Logistics  
Deputy Assistant Secretary of the Army  
(Procurement)  
Deputy Assistant Secretary of the Navy  
(Acquisition and Procurement)  
Deputy Assistant Secretary of the Air Force  
(Contracting)

## Fourth Quarter, FY2014

Contracting Agency	Total Actions	Total Dollars	Compete \$	FY 2014		Non-Compete \$	Non-Compete Weight
				Compete %	FY 2014 Goal %		
DEPT OF THE AIR FORCE	143,096	\$55,638,404,843	\$24,607,568,911	44.2%	41.5%	\$31,030,835,932	27%
DEPT OF THE ARMY	302,392	\$74,526,059,168	\$48,637,049,690	65.3%	67.0%	\$25,889,009,478	22%
DEPT OF THE NAVY	286,230	\$83,674,572,087	\$37,091,138,558	44.3%	41.7%	\$46,583,433,529	40%
DEFENSE LOGISTICS AGENCY	588,055	\$31,560,501,413	\$26,524,228,400	84.0%	83.7%	\$5,036,273,012	4%
DEFENSE ADVANCED RESEARCH PROJECTS AGENCY	1,165	\$875,458,083	\$741,492,622	84.7%	92.3%	\$133,965,461	0%
DEFENSE COMMISSARY AGENCY	137,099	\$1,422,235,216	\$1,314,449,782	92.4%	90.5%	\$107,785,435	0%
DEFENSE CONTRACT MANAGEMENT AGENCY *	770	\$107,061,874	\$74,036,856	69.2%	69.3%	\$33,025,018	0%
DEFENSE FINANCE AND ACCOUNTING SERVICE	876	\$132,691,851	\$113,924,492	85.9%	87.7%	\$18,767,359	0%
DEFENSE HEALTH AGENCY	1,882	\$13,069,956,555	\$11,558,167,570	88.4%	91.8%	\$1,511,788,986	1%
DEFENSE HUMAN RESOURCES ACTIVITY	779	\$257,292,656	\$129,256,728	50.2%	54.1%	\$128,035,929	1%
DEFENSE INFORMATION SYSTEMS AGENCY	66,415	\$5,125,460,900	\$3,940,628,843	76.9%	80.2%	\$1,184,832,058	0%
DEFENSE MEDIA ACTIVITY	814	\$80,835,636	\$57,761,546	71.5%	79.7%	\$23,074,090	0%
DEFENSE MICROELECTRONICS ACTIVITY	651	\$399,614,093	\$383,755,750	96.0%	98.0%	\$15,858,343	0%
DEFENSE SECURITY COOPERATION AGENCY	787	\$47,440,587	\$32,429,871	68.4%	74.4%	\$15,010,716	0%
DEFENSE SECURITY SERVICE	451	\$95,979,294	\$76,419,637	79.6%	89.3%	\$19,559,657	0%
DEFENSE THREAT REDUCTION AGENCY	1,789	\$96,337,234	\$856,732,307	86.0%	87.1%	\$139,604,927	0%
DEPT OF DEFENSE EDUCATION ACTIVITY	2,642	\$314,221,644	\$226,125,024	72.0%	87.8%	\$88,096,619	0%
JOINT IMPROVISED EXPLOSIVE DEVICE DEFEAT ORGANIZATION	176	\$67,135,014	\$56,670,541	84.4%	54.2%	\$10,464,473	0%
MISSILE DEFENSE AGENCY	4,521	\$6,050,847,487	\$2,536,652,717	41.9%	29.9%	\$3,514,194,769	3%
U.S. SPECIAL OPERATIONS COMMAND	7,502	\$2,445,983,250	\$1,832,120,816	74.9%	76.5%	\$613,862,435	1%
UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES	691	\$37,329,929	\$24,134,582	64.7%	55.9%	\$13,195,347	0%
USTRANSCOM	11,432,990	\$4,063,497,236	\$4,045,603,216	99.6%	98.0%	\$17,894,020	0%
WASHINGTON HEADQUARTERS SERVICES	9,062	\$1,265,095,537	\$750,753,246	59.3%	61.5%	\$514,342,292	0%
<b>DEPARTMENT OF DEFENSE TOTAL</b>	<b>12,990,835</b>	<b>\$282,254,011,589</b>	<b>\$165,611,101,706</b>	<b>58.7%</b>	<b>58.0%</b>	<b>\$116,642,909,883</b>	<b>100%</b>

Notes:  
 \* DCMA Procurement Centers S5105A, S5121A Only.

	Legend
	<span style="background-color: #d9ead3; border: 1px solid black; padding: 2px;"> </span> >FY2014 Compete % Goal <span style="background-color: #e6f2ff; border: 1px solid black; padding: 2px;"> </span> <FY2014 Compete % Goal

### ARMY

Major Command	Total Actions	Total Dollars	Compete \$	FY 2014		Non-Compete Weight
				Compete %	Non-Compete \$	
AMC	164,831	\$48,376,797,635	\$26,676,184,275	55.1%	\$21,700,613,359	84%
ATEC	7	-\$14,445	-\$5,935	41.1%	-\$8,510	0%
C-JTSCC	6,302	\$618,069,915	\$542,539,205	87.8%	\$75,530,710	0%
INSCOM	1,337	\$718,776,786	\$589,427,024	82.0%	\$129,349,762	0%
MEDCOM	20,499	\$1,275,019,973	\$877,964,545	68.9%	\$397,055,428	2%
NGB	36,215	\$2,176,815,095	\$1,712,536,409	78.7%	\$464,278,686	2%
PEO STRI	2,791	\$1,922,344,354	\$1,692,273,599	88.0%	\$230,070,755	1%
SMDC	2,774	\$995,437,601	\$848,735,612	85.3%	\$146,701,989	1%
USACE	62,480	\$17,210,074,700	\$14,811,045,913	86.1%	\$2,399,028,787	9%
USAMRAA	5,156	\$1,232,737,554	\$886,349,042	71.9%	\$346,388,512	1%
<b>Total</b>	<b>302,392</b>	<b>\$74,526,059,168</b>	<b>\$48,637,049,690</b>	<b>65.3%</b>	<b>\$25,889,009,478</b>	<b>100%</b>

### NAVY

Major Command	Total Actions	Total Dollars	Compete \$	FY 2014		Non-Compete Weight
				Compete %	Non-Compete \$	
MSC	6,237	\$1,757,422,786	\$1,637,289,862	93.2%	\$120,132,923	0%
NAVAIR	19,072	\$24,820,781,227	\$5,669,024,624	22.8%	\$19,151,756,603	41%
NAVFAC	38,272	\$8,230,036,405	\$6,676,079,861	81.1%	\$1,553,956,544	3%
NAVSEA	52,597	\$29,662,013,191	\$12,511,608,128	42.2%	\$17,150,405,063	37%
NAVSUP	117,228	\$7,570,692,947	\$3,397,583,182	44.9%	\$4,173,109,764	9%
ONR	11,509	\$1,289,832,521	\$995,813,028	77.2%	\$294,019,494	1%
SPAWAR	18,370	\$4,992,425,625	\$3,870,416,972	77.5%	\$1,122,008,652	2%
SSP	894	\$2,379,405,359	\$95,557,726	4.0%	\$2,283,847,634	5%
USMC	22,027	\$2,769,187,378	\$2,034,990,525	73.5%	\$734,196,853	2%
<b>Total</b>	<b>286,206</b>	<b>\$83,471,797,438</b>	<b>\$36,888,363,909</b>	<b>44.2%</b>	<b>\$46,583,433,529</b>	<b>100%</b>

### AIR FORCE

Major Command	Total Actions	Total Dollars	Compete \$	FY 2014		Non-Compete Weight
				Compete %	Non-Compete \$	
ACC	17,446	\$1,790,317,603	\$1,467,636,312	82.0%	\$322,708,156	1%
AETC	11,919	\$1,493,257,178	\$1,079,536,908	72.3%	\$413,433,211	1%
AFDW	1,712	\$374,874,472	\$278,561,632	74.3%	\$96,787,279	0%
AFGSC	4,858	\$266,153,561	\$207,945,367	78.1%	\$58,208,194	0%
AFICA	6,452	\$2,966,689,065	\$2,825,796,930	95.3%	\$140,892,135	0%
AFISRA	906	\$195,573,318	\$100,404,000	51.3%	\$95,206,322	0%
AFMC	58,248	\$37,346,167,271	\$13,284,899,071	35.6%	\$24,061,268,199	78%
AFOTEC	97	\$16,124,061	\$15,621,463	96.9%	\$502,598	0%
AFRC	2,367	\$228,861,065	\$197,360,528	86.2%	\$31,500,537	0%
AFSOC	2,831	\$185,614,723	\$152,880,381	82.4%	\$32,734,342	0%
AFSPC	8,809	\$8,431,497,844	\$3,230,183,267	38.3%	\$5,201,315,569	17%
AMC	10,807	\$1,023,585,781	\$788,063,362	77.0%	\$235,405,589	1%
PACAF	8,114	\$731,744,367	\$440,817,386	60.2%	\$289,952,520	1%
USFAA	1,189	\$153,325,290	\$125,194,687	81.7%	\$28,130,603	0%
USAFE	7,339	\$435,458,295	\$412,667,618	94.8%	\$22,790,677	0%
<b>Total</b>	<b>143,094</b>	<b>\$55,639,243,894</b>	<b>\$24,607,568,911</b>	<b>44.2%</b>	<b>\$31,030,835,932</b>	<b>100%</b>