



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

NOV 20 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: Publication of DoD Competition Reporting – 4th Quarter FY 2015

The Under Secretary of Defense for Acquisition, Technology and Logistics addresses the subject of competition in contracting as a recurring Business Senior Integration Group (B-SIG) agenda item. To facilitate preparation for those meetings and increase visibility and accountability for results, we publish competition data on a quarterly basis to keep you apprised of your organization's contribution and progress toward DoD's competition goal.

The attached spreadsheet identifies competition metrics for the fourth quarter of FY 2015. The metrics are based on the competition report, which tracks obligations and actions based on data from the Federal Procurement Data System – Next Generation (FPDS-NG). Displayed are competition results for each of the DoD components. Quarterly reports are available on the DPAP website at <http://www.acq.osd.mil/dpap/cpic/cp/competition.html>.

While the Department did not achieve the FY 2015 competition goal, we will continue to emphasize the importance of competition at quarterly B-SIG meetings. In FY 2016 we are transitioning to an approach that uses a forecast model to examine projected competitive opportunities based on differing circumstance to account for anomalies at the Service/Component level. Under this approach each Service will present plans to identify opportunities for improving competition and establish more meaningful and achievable goals.

My point of contact for this memorandum is Mr. Larry McLaury, 703-697-6710 or larry.j.mclaury2.civ@mail.mil.

Claire M. Grady
Director, Defense Procurement
and Acquisition Policy

Attachments:
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)

Data as of: 10/16/2015

FOURTH QUARTER, FY2015

| Contracting Agency | Total Actions | Total Dollars | Competed Dollars | FY 2015 Compete % | FY 2015 Goal % | Not Competed Dollars | Non-Compete Weight |
|---|-------------------|--------------------------|---------------------------|-------------------|----------------|--------------------------|--------------------|
| DEPT OF THE AIR FORCE | 140,539 | \$ 52,642,383,307 | \$ 20,556,329,209 | 39.0% | 44.4% | \$ 32,085,011,496 | 26% |
| DEPT OF THE ARMY | 274,398 | \$ 72,377,083,072 | \$ 42,919,907,257 | 59.3% | 66.6% | \$ 29,457,339,201 | 24% |
| DEPT OF THE NAVY | 277,582 | \$ 85,120,199,059 | \$ 36,817,596,843 | 43.3% | 45.2% | \$ 48,302,872,334 | 39% |
| DEFENSE LOGISTICS AGENCY | 1,449,760 | \$ 29,340,101,064 | \$ 24,373,048,918 | 83.1% | 85.7% | \$ 4,967,052,147 | 4% |
| DEFENSE ADVANCED RESEARCH PROJECTS AGENCY | 1,196 | \$ 946,935,422 | \$ 712,373,139 | 75.2% | 86.4% | \$ 234,562,283 | 0% |
| DEFENSE COMMISSARY AGENCY | 13,380 | \$ 262,006,808 | \$ 142,655,618 | 54.4% | 92.4% | \$ 119,351,190 | 0% |
| DEFENSE CONTRACT MANAGEMENT AGENCY | 939 | \$ 138,494,449 | \$ 100,686,696 | 72.7% | 71.0% | \$ 37,807,752 | 0% |
| DEFENSE FINANCE AND ACCOUNTING SERVICE | 961 | \$ 199,664,300 | \$ 154,977,231 | 77.6% | 87.6% | \$ 44,687,069 | 0% |
| DEFENSE HEALTH AGENCY | 5,866 | \$ 12,050,020,053 | \$ 10,627,851,562 | 88.2% | 90.2% | \$ 1,422,168,491 | 1% |
| DEFENSE HUMAN RESOURCES ACTIVITY | 644 | \$ 269,630,794 | \$ 128,899,842 | 47.8% | 51.2% | \$ 140,730,952 | 0% |
| DEFENSE INFORMATION SYSTEMS AGENCY | 33,669 | \$ 4,858,767,387 | \$ 3,313,084,312 | 68.2% | 78.3% | \$ 1,541,450,999 | 1% |
| DEFENSE MEDIA ACTIVITY | 616 | \$ 69,976,023 | \$ 48,052,050 | 68.7% | 72.9% | \$ 21,923,974 | 0% |
| DEFENSE MICROELECTRONICS ACTIVITY | 726 | \$ 513,981,245 | \$ 455,955,874 | 88.7% | 96.0% | \$ 58,025,371 | 0% |
| DEFENSE SECURITY COOPERATION AGENCY | 432 | \$ 56,617,576 | \$ 33,970,459 | 60.0% | 69.8% | \$ 22,647,118 | 0% |
| DEFENSE SECURITY SERVICE | 547 | \$ 96,200,615 | \$ 67,720,593 | 70.4% | 81.2% | \$ 28,480,021 | 0% |
| DEFENSE THREAT REDUCTION AGENCY | 1,849 | \$ 916,371,327 | \$ 803,152,738 | 87.6% | 87.3% | \$ 113,365,824 | 0% |
| DEPT OF DEFENSE EDUCATION ACTIVITY | 3,254 | \$ 245,791,903 | \$ 200,584,343 | 81.6% | 73.4% | \$ 45,207,560 | 0% |
| JOINT IMPROVISED EXPLOSIVE DEVICE DEFEAT ORGANIZATION | 155 | \$ 57,404,437 | \$ 41,841,934 | 72.9% | 86.1% | \$ 15,562,503 | 0% |
| MISSILE DEFENSE AGENCY | 4,300 | \$ 4,695,984,129 | \$ 2,302,210,717 | 49.0% | 42.7% | \$ 2,393,773,413 | 2% |
| U.S. SPECIAL OPERATIONS COMMAND | 7,359 | \$ 2,914,273,632 | \$ 2,225,777,753 | 76.4% | 76.4% | \$ 688,495,879 | 1% |
| UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES | 673 | \$ 44,718,757 | \$ 23,271,507 | 52.0% | 65.9% | \$ 21,447,250 | 0% |
| USTRANSCOM | 9,493,089 | \$ 3,371,638,132 | \$ 3,334,175,432 | 98.9% | 99.6% | \$ 37,462,700 | 0% |
| WASHINGTON HEADQUARTERS SERVICES | 9,596 | \$ 1,326,699,392 | \$ 755,257,855 | 56.9% | 60.3% | \$ 571,771,938 | 0% |
| DEPARTMENT OF DEFENSE TOTAL | 11,721,530 | \$272,514,942,884 | \$ 150,139,381,881 | 55.1% | 59.0% | \$122,371,197,466 | 100% |

Notes:
 * DCMA (Procurement Centers S5105A & S5121A)

Legend
 >FY2015 Compete % Goal
 <FY2015 Compete % Goal

| Contracting Agency | 4th Q FY 2015 | 4th Q FY 2014 | Delta | 3rd Q FY 2015 | Delta |
|---|---------------|---------------|--------------|---------------|-------------|
| | Compete % | Compete % ** | | Compete % | |
| DEPT OF THE AIR FORCE | 39.0% | 43.5% | -4.5% | 35.4% | 3.6% |
| DEPT OF THE ARMY | 59.3% | 65.3% | -6.0% | 54.8% | 4.5% |
| DEPT OF THE NAVY | 43.3% | 44.5% | -1.3% | 40.8% | 2.5% |
| DEFENSE LOGISTICS AGENCY | 83.1% | 84.1% | -1.0% | 83.7% | -0.7% |
| DEFENSE ADVANCED RESEARCH PROJECTS AGENCY | 75.2% | 84.7% | -9.5% | 71.9% | 3.3% |
| DEFENSE COMMISSARY AGENCY | 54.4% | 92.4% | -38.0% | 47.3% | 7.2% |
| DEFENSE CONTRACT MANAGEMENT AGENCY | 72.7% | 69.6% | 3.1% | 85.5% | -12.8% |
| DEFENSE FINANCE AND ACCOUNTING SERVICE | 77.6% | 83.3% | -5.7% | 81.4% | -3.8% |
| DEFENSE HEALTH AGENCY | 88.2% | 88.4% | -0.2% | 87.3% | 0.9% |
| DEFENSE HUMAN RESOURCES ACTIVITY | 47.8% | 50.2% | -2.4% | 48.3% | -0.5% |
| DEFENSE INFORMATION SYSTEMS AGENCY | 68.2% | 76.7% | -8.5% | 66.8% | 1.4% |
| DEFENSE MEDIA ACTIVITY | 68.7% | 71.7% | -3.0% | 66.3% | 2.4% |
| DEFENSE MICROELECTRONICS ACTIVITY | 88.7% | 96.0% | -7.3% | 89.4% | -0.7% |
| DEFENSE SECURITY COOPERATION AGENCY | 60.0% | 68.4% | -8.4% | 55.0% | 5.0% |
| DEFENSE SECURITY SERVICE | 70.4% | 79.7% | -9.3% | 74.4% | -4.0% |
| DEFENSE THREAT REDUCTION AGENCY | 87.6% | 85.7% | 2.0% | 86.0% | 1.6% |
| DEPT OF DEFENSE EDUCATION ACTIVITY | 81.6% | 72.0% | 9.6% | 86.4% | -4.8% |
| JOINT IMPROVISED EXPLOSIVE DEVICE DEFEAT ORGANIZATION | 72.9% | 82.4% | -9.5% | 68.9% | 4.0% |
| MISSILE DEFENSE AGENCY | 49.0% | 41.9% | 7.1% | 46.1% | 2.9% |
| U.S. SPECIAL OPERATIONS COMMAND | 76.4% | 74.9% | 1.5% | 74.6% | 1.8% |
| UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES | 52.0% | 64.7% | -12.6% | 89.5% | -37.4% |
| USTRANSCOM | 98.9% | 99.6% | -0.7% | 98.8% | 0.1% |
| WASHINGTON HEADQUARTERS SERVICES | 56.9% | 59.9% | -2.9% | 58.1% | -1.1% |
| DEPARTMENT OF DEFENSE TOTAL | 55.1% | 58.6% | -3.5% | 52.4% | 2.7% |

De-obligation of noncompetitive Dollars resulted in a greater than 100% competition rate

Legend
 >0%
 <0%

** Data for 4Q FY 2014 pulled on 10/16/2015