



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

DEC 16 2010

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 & LOGISTICS MANAGEMENT)
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE
(CONTRACTING)
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Competition Report for Fiscal Year (FY) 2010

The USD(AT&L) September 14, 2010 memorandum "Better Buying Power and Obtaining Greater Efficiency and Productivity in Defense Spending," and the corresponding Implementation Directive dated November 3, 2010, seek to obtain greater efficiency and productivity by pursuing initiatives in five areas. One area focuses on promoting "real competition" and requires each component competition advocate to develop plans to improve the overall rate of competition by two percent and an improvement rate of 10 percent for "effective competition." These plans are to be approved by the Component Acquisition Executive. Each competition advocate shall address steps being taken to implement the USD(AT&L) Memorandum and Implementation Directive in its FY 2010 Competition Report.

Given the recent USD(AT&L) initiative on competition, the annual competition report provides an opportunity to conduct meaningful analysis of competition and highlight actions taken to promote "real" and "effective" competition in FY 2010. The FY 2010 Component Competition Advocate reports are due to DPAP by January 21, 2011. In addition to addressing each of the reporting requirements described in Federal Acquisition Regulation Subpart 6.502(b), the reports should provide examples representative of report findings. Consistent with discussions held during the FY 2010 4th quarter Competition Advocates meeting, the new report in the Federal Procurement Data System (FPDS) entitled "Competition Based on Obligations Report" will be used as the basis of the FY 2010 competition report. The competition reports must include at least three years of trend data on competition and fair opportunity achievements. Components are encouraged to run Component level reports from FPDS on January 7, 2011, to maximize consistency with the Components' FPDS FY 2010 certification due to DPAP that day; however, the report may be run anytime after the Component (or a procurement activity) certifies its FY 2010 data. If a different date is used, please specify the date used in your report. If you need assistance in running the FPDS Competition Report(s), please contact your agency's FPDS system administrator. Please note that the user requires system administrator rights in FPDS in

order to run the "Competition Based on Obligations Report" found in the System Administrator section of standard reports.

In FY 2011, component competition advocates must strive to improve upon their competition achievements in accordance with the USD(AT&L) Implementation Directive. The attached table provides FY 2011 goals for overall and effective competition based on the new competition report. Overall competition goals are based on the components achieved competition rate for FY 2010. Effective competition is a new measure and is defined as a market condition that exists when more than one offer is received in response to a solicitation issued under Full and Open Competitive procedures for the following categories: (1) Contracts and purchase orders; (2) Orders and calls under Part 13 BPAs/BOAs; (3) Delivery/task orders issued under multiple award Schedules, GWACS, and ID/IQs -- considering fair opportunity; (4) BPAs and BPA Calls under Schedules; and (5) Single award ID/IQs contracts and the resulting delivery/task orders. Based on this definition, each component will need to run an Ad Hoc FPDS report on FY 2010 data to capture baseline information and accurately reflect any increase in effective competition dollars obligated. The attributes and filters to be used for the Ad Hoc reports are found at the following website: <http://www.acq.osd.mil/dpap/pdi/eb/fpds-ng>. The FY 2011 goal of 10 percent improvement will be based on the FY 2010 dollars obligated baseline data. DPAP will validate the baseline information once the component FPDS certifications are received on January 7, 2011.

Component Competition Advocates shall provide my point of contact a preliminary assessment of its anticipated goals once they have discussed FY 2011 goals with their procurement activities, but not later than January 7, 2011. 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 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.



Shay D. Assad
Director, Defense Procurement
and Acquisition Policy

Attachment:
As stated

DEPARTMENT/COMPONENT BASED ON NEW FPDS REPORT WITH FAIR COMPETITION	FY2011 OVERALL COMPETITION GOAL	FY2010 EFFECTIVE COMPETITION ACTUAL	FY2011 EFFECTIVE COMPETITION GOAL
DEPT OF THE ARMY(2100)	65.2%	TBD	TBD x 1.10
DEPT OF THE NAVY(1700)	56.4%	TBD	TBD x 1.10
DEPT OF THE AIR FORCE(5700)	55.9%	TBD	TBD x 1.10
DEFENSE LOGISTICS AGENCY(97AS)	80.3%	TBD	TBD x 1.10
BUSINESS TRANSFORMATION AGENCY(9777)	74.1%	TBD	TBD x 1.10
DEFENSE ADVANCED RESEARCH PROJECTS AGENCY (DARPA)(97AE)	88.6%	TBD	TBD x 1.10
DEFENSE COMMISSARY AGENCY (DECA)(97AZ)	22.4%	TBD	TBD x 1.10
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)(9763)	79.6%	TBD	TBD x 1.10
DEFENSE FINANCE AND ACCOUNTING SERVICE (DFAS)(97BZ)	56.4%	TBD	TBD x 1.10
DEFENSE HUMAN RESOURCE ACTIVITY (DHRA) (9748	70.8%	TBD	TBD x 1.10
DEFENSE INFORMATION SYSTEMS AGENCY (DISA)(97AK)	84.7%	TBD	TBD x 1.10
DEFENSE MEDIA CENTER (DMC)(97F1)	87.7%	TBD	TBD x 1.10
DEFENSE MICROELECTRONICS ACTIVITY (DMEA)(9771)	84.8%	TBD	TBD x 1.10
DEFENSE SECURITY COOPERATION AGENCY(97AT)	83.8%	TBD	TBD x 1.10
DEFENSE SECURITY SERVICE(97AV)	98.3%	TBD	TBD x 1.10
DEFENSE THREAT REDUCTION AGENCY (DTRA)(9761)	78.3%	TBD	TBD x 1.10
DEPT OF DEFENSE EDUCATION ACTIVITY (DODEA)(97F2)	92.7%	TBD	TBD x 1.10
MISSILE DEFENSE AGENCY (MDA)(97JC)	55.5%	TBD	TBD x 1.10
TRICARE MANAGEMENT ACTIVITY (TMA)(9760)	92.4%	TBD	TBD x 1.10
U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)(97ZS)	46.5%	TBD	TBD x 1.10
U.S. TRANSCOM(9776)	99.8%	TBD	TBD x 1.10
UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES (USUHS)(97H	35.2%	TBD	TBD x 1.10
WASHINGTON HEADQUARTERS SERVICES (WHS)(97F5)	87.5%	TBD	TBD x 1.10
DEPARTMENT OVERALL GOAL	63.8%	TBD	TBD x 1.10