



ACQUISITION AND
TECHNOLOGY

THE UNDER SECRETARY OF DEFENSE
3010 DEFENSE PENTAGON
WASHINGTON, D.C. 20301-3010



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MEMORANDUM FOR COMPONENT ACQUISITION EXECUTIVES

SUBJECT: Industry Recognition of Improved Requests for Proposals

I want to commend you on the progress we are seeing regarding requests for proposals (RFP). While I have received, and discussed with you, previous negative feedback from industry executives regarding the quality of our RFPs, I am also starting to hear that our reform efforts are making a positive impact. They are seeing real results:

- **More** performance-based specifications
- Fewer MILSPECs and MILSTDs
- **More** acceptance of contractor procedures and formats
- **Fewer overall** reporting requirements
- **More** Government-Industry cooperation throughout the contracting process,
... ensuring a clearer understanding of requirements and capabilities.

It is encouraging to know that our combined efforts are beginning to pay off. The actions we've taken make industry more responsive to the needs of the Department. In turn, that makes us, the Acquisition Community, more responsive to the needs of the Warfighter.

Please extend my gratitude to everyone who has contributed to this effort, and encourage them to keep improving the process. It is through the procurement process that we can effect substantial progress in the way we acquire major systems, goods, and services for our forces. We must continue to be receptive to the changes and be innovative in our search to further improve the contracting process.

Thank you for your commitment and, in particular, for your attention to this important area.

Paul Kaminski

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