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NAVY ACQUISITION REFORM

INFO-ALERT



INNOVATIVE COMMERCIAL CONTRACTING STRATEGIES – FASTER * CHEAPER * BETTER

Dr. H. Lee Buchanan, the Assistant Secretary of the Navy (Research, Development, and Acquisition) signed a Memorandum on 24 April 2000, providing an innovative strategy for identifying an acquisition commercial solution to meet today's DoN requirements. The strategy combines the use of the Broad Agency Announcement concept, industry commercial best practices, and FAR Part 12 contracting methods.

The new strategy uses a two-phased acquisition approach:

- Phase I – Commercial Area Announcement (CAA)
- Phase II – Request for Commercial Offering (RCO)

Phase I is a form of market research – a means of determining what is possible in the commercial world to meet the Navy's requirements.

Highlights of Phase I are:

- Publish CAA in numerous journals (Wall Street Journal, USA Today, etc.) and the Commerce Business Daily
- Conduct a "Business Opportunities Day"
- Encourage industry to share their innovative approaches

There is no commitment to contract in this Phase; it is a tool for industry to share their ideas and innovations for satisfying the Navy's requirement.

Phase II will incorporate what was learned during Phase I. A 2-3 page RCO will be issued that provides the performance-based Statement of Objectives. Responses to the RCO will include detailed concepts and ideas that will meet / exceed the objectives. Phase II will be conducted in an environment of full and open competition.

Dr. Buchanan invites additional comments or approaches that might contribute to the increased use of commercial items to best meet the warfighter's needs. Ms. Deborah Tronic is the Department's point of contact. She can be reached at telephone number 703-602-2842 or by email at tronic.deborah@hq.navy.mil. Full text of the Memorandum is available at: http://www.abm.rda.hq.navy.mil/abm2000_15a.pdf. An advance Navy Acquisition Procedures Supplement (NAPS) notice will be issued with detailed guidance to Contracting Officers.

Upcoming Events

Navy-Industry R&D Partnership Conference	9-11 August
World Standards Day Conference	14-15 August
Military & Aerospace Avionics COTS Conf.	22-25 August