



DEPARTMENT OF THE AIR FORCE
OFFICE OF THE CHIEF OF STAFF
WASHINGTON, DC

12 JUL 2000

MEMORANDUM FOR ALMAJCOM/FOA/DRU

FROM: HQ USAF/CV
1670 Air Force Pentagon
Washington, DC 20330-1670

SUBJECT: Performance-Based Services Acquisition (PBSA), (Reference USD (AT&L)
Memorandum, 05 Apr 00)

I request your support in implementing the referenced Under Secretary of Defense (Acquisition, Technology & Logistics) memo. This memorandum directs that 50 percent of services acquisitions, measured in both dollars and actions, be performance-based by the year 2005. In addition, all relevant acquisition and functional workforce personnel must attend PBSA training within the next year.

The Air Force leadership at all levels of command must fully embrace PBSA. Successful PBSA implementation requires a strong cross-functional team effort. In accordance with the implementing instruction (AFI 63-124 *Performance-Based Service Contracts*), the primary tenet of PBSA is to describe contract requirements in terms of "what" is the desired outcome or end result rather than "how" the contractor is to accomplish the work.

Your efforts in institutionalizing PBSA are a key factor in realizing the benefits of cost savings and improved contractor performance. I am strongly committed to PBSA as the Air Force's business strategy for acquiring services. All functional communities must continue to support PBSA and comply with AFI 63-124. PBSA is an important component of the revolution in business affairs and will continue to be emphasized as one of the Air Force's highest priorities. Towards that end, all functional communities must comply with AFI 63-124 and provide full support in meeting the PBSA goal in 2005.

The Air Force point of contact for PBSA is Major Skip Solis, SAF/AQCO, DSN 425-7024, COMM (703) 588-7024, e-mail: skip.solis@pentagon.af.mil. The Air Force Contracting web site for PBSA is <http://www.safaq.hq.af.mil/contracting/toolkit/part37/>.


JOHN W. HANDY
General, USAF
Vice Chief of Staff

Atch 2