



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

Office Of The Assistant Secretary

JAN 22 2001

MEMORANDUM FOR ALMAJCOM/FOA/DRU

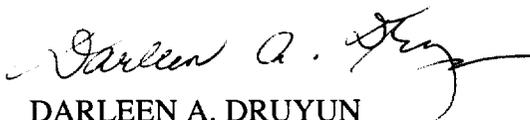
FROM: SAF/AQ
1060 Air Force Pentagon
Washington, DC 20330-1060

SUBJECT: FY01 Competition Goals and FY00 Competition/Commercial Results

Since the implementation of the Competition in Contracting Act of 1984 and the Federal Acquisition Streamlining Act of 1994, the Air Force has consistently met or exceeded competition and commercial acquisition objectives. In FY00, the Air Force competed 63.8 percent of dollars available for competition, nearly two percentage points over the 62 percent goal. Simultaneously, the rate of contracting actions awarded under FAR Part 12 commercial procedures also increased two percentage points, to 18 percent of all actions. I congratulate the entire Air Force acquisition community in making FY00 a banner year for competition and commercial acquisition!

The Air Force competition goal for FY01 is established at 56 percent. This goal, based on data provided in competition plans submitted by your activities, reflects lower projections in systems and sustainment contracts. Fewer and smaller new starts, increases in follow-on buys for mature systems, formation of long-term relationships with selected suppliers and continuing industry consolidation make it increasingly difficult to maintain the higher goals of recent years.

While our challenges in achieving these goals are formidable, they are not insurmountable. Increased use of commercial technologies, well-crafted performance-based requirements and solid market research, in the long run, will enhance our ability to maintain a healthy, competitive defense industry environment.


DARLEEN A. DRUYUN
Principal Deputy Assistant Secretary
(Acquisition & Management)

Attachments:

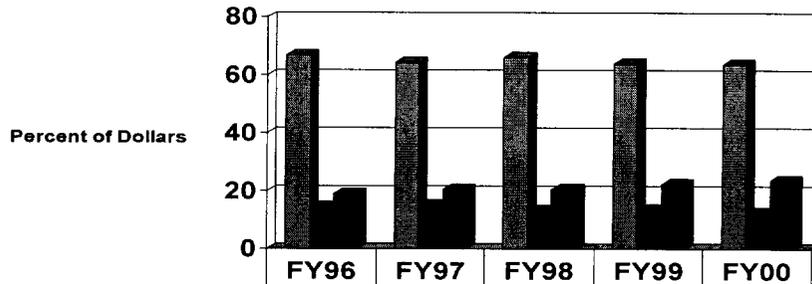
1. FY01 Competition Goals
2. Five-Year Contract Competititon Charts
3. FAR Part 12 Report Card

cc:
AFPEOs

Contracting Activity	FY 01 Competition Goal (%)
ACC	96
AETC	96
AFRC	95
AFSOC	95
AFSPC	96
AIA	94
AMC	97
PACAF	95
USAFA	95
USAFE	97
11 CONS	82
AFOTEC	97
AFMC	49
Air Force Total	56

Air Force Contract Competition*

(Dollars)

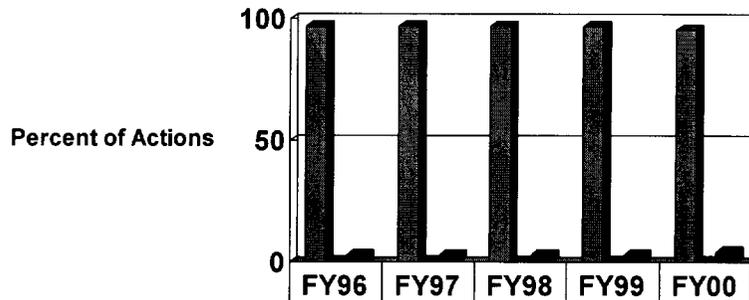


■ Competitive	66.8	64.4	66.2	64.1	63.8
■ Follow-on	14.3	15.1	13.2	13.4	12.6
■ Non-competitive	18.9	20.5	20.6	22.5	23.6
Total (Billions)	\$29.7	\$28.9	\$29.0	\$31.1	\$31.9

*Excludes foreign military sales, other government awards, education and non-profit, utility service awards, 8(a) awards and miscellaneous exceptions.

Air Force Contract Competition*

(Actions)



■ Competitive	97.11	97.14	97.04	97.11	95.5
■ Follow-on	0.16	0.15	0.18	0.2	0.3
■ Non-competitive	2.73	2.71	2.78	2.69	4.2
Total Actions (M)	1.578	1.250	.976	.798	.479

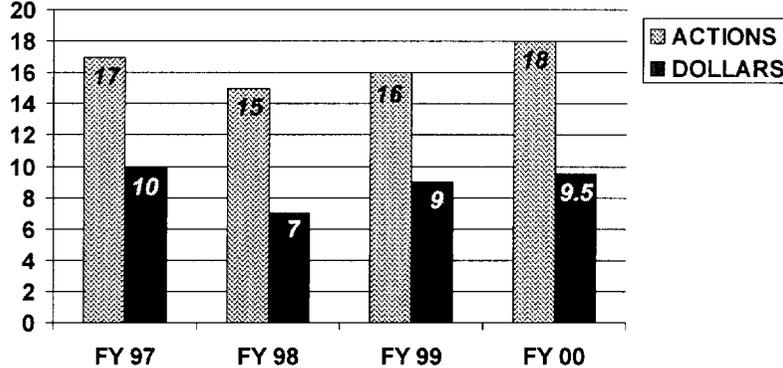
*Excludes foreign military sales, other government awards, education and non-profit, utility service awards, 8(a) awards and miscellaneous exceptions.



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Air Force FAR Part 12 Report Card

Percentage



Total Actions	47,712	46,752	37,433	48,592
Part 12	7,878	6,798	6,048	8,615
Total Dollars	\$31B	\$31B	\$30B	\$35.6B
Part 12 Dollars	\$3B	\$2B	\$3B	\$3.3B

AS of

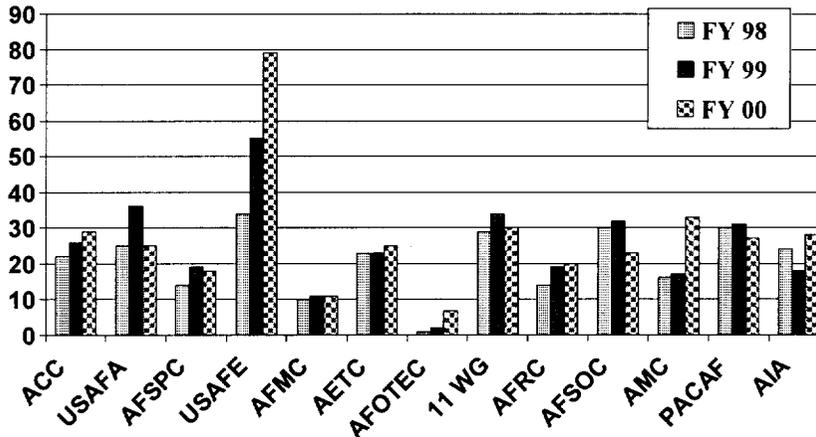
Turning Dollars & Desires into Dominant Aerospace Power!



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MAJCOM FAR Part 12 Actions

Percentage



AS of

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