



# Competition Management Overview for NDIA Small Business Conference Newport, RI



1 – 3 June 2009



Presented by: Mr. Shelley Muhammad  
Competition Advocate  
Competition Management Office (CMO)

***COMPETITION & READINESS***



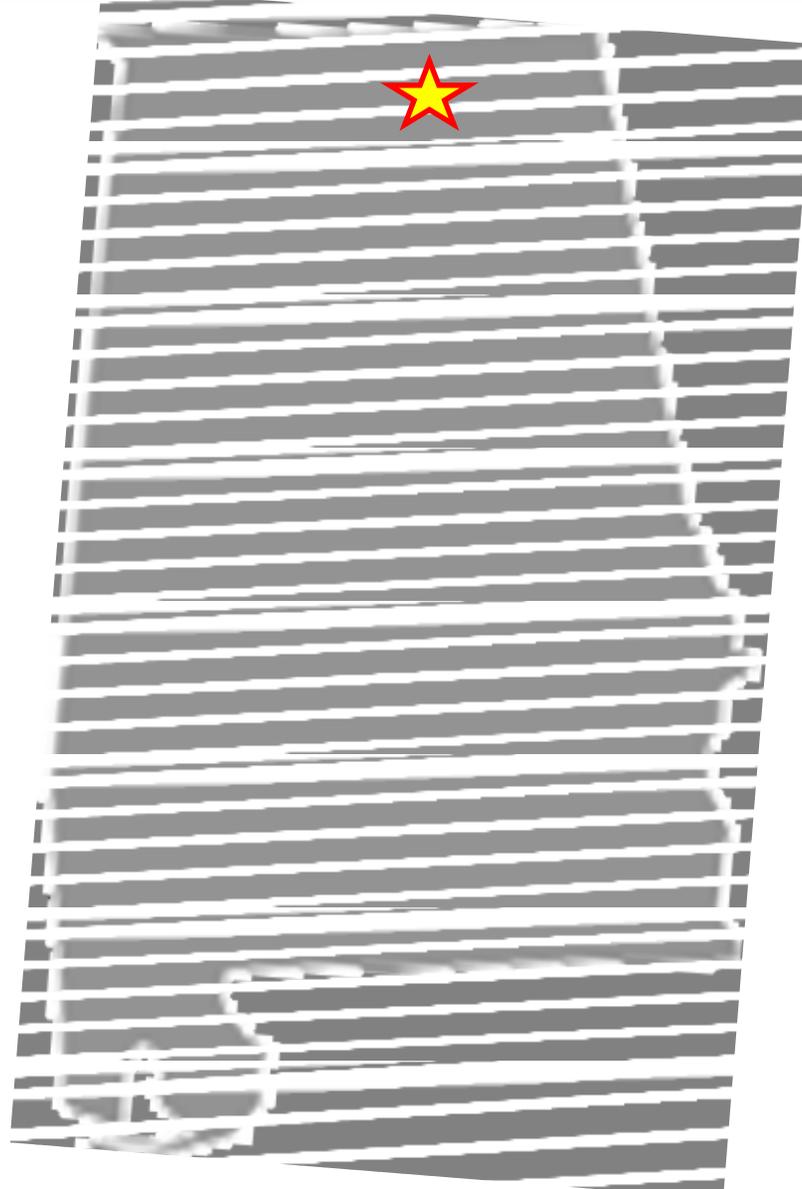
# Topics



- CMO Mission
- CMO Origin/Authority
- Functions
- Organization – Who We Are
- Duties/Responsibilities IAW FAR
- What We Do? More Than J&A Reviews
- Competition Statistics
- Acquisition Documents Reviewed
- J&A Approval Levels
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- Competition Advocate's Shopping List (CASL)
- Standard Aviation & Missile Source Approval Request (SAMSAR)
- Commercial Acquisitions
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- Summary
- Where To Find Us



# Redstone Arsenal Location





# AMCOM

U.S. Army Aviation & Missile Life Cycle Management Command



## Mission:

Provide and Sustain World-class Aviation and Missile Systems to the Joint Warfighter Supporting National Security and Defense Strategies.

## What We Do:

- Develop, Acquire, Field and Sustain Aviation, Missile and Unmanned Vehicle Systems
- Provide Worldwide Onsite Tech Assistance
- Maintain Airworthiness and Safety of Use of Supported Systems
- Maintain Army Metrology Program and Provide World-wide Army Test Measurement & Diagnostic Equipment (TMDE) Calibration and Repair Support
- Provide Contracting for AMCOM, 8 PEO's and Multiple Agencies

Total Workforce :  
>9K (Includes Military)

## What We Manage:

- 2 Depots – Shingo Awards (05-07) and Sec Army Environmental (07)
- Aviation Center Logistics Command at Ft. Rucker
- AMCOM Fleet Management Centers (AFMC) at Ft. Bliss and Ft. Sill
- Aviation and Missile Reset
- Army Metrology and TMDE Calibration and Repair Programs
- Aviation and Missile Foreign Military Sales and Security Assistance



# PEO Aviation



- Apache Attack Helicopter
  - AH64 Apache
- Armed Scout Helicopter
  - OH-58D Kiowa Warrior
- Cargo Helicopter
  - CH47 Chinook
- Utility Helicopter
  - UH60 Black Hawk
- Aviation Systems
  - Aviation Mission Equip, Fixed Wing Aircraft, Air Traffic Control Systems
- Unmanned Aircraft Systems
  - Hunter, Shadow, Raven





# PEO Missiles and Space



- Close Combat Weapon Systems
  - Tow, Javelin
- Joint Attack Munitions Systems
  - Hellfire, Joint Common Missile
- Lower Tier Project Office
  - Patriot
- Cruise Missile Defense Systems
  - Avenger, Stinger, Sentinel
- Non-Line of Sight Launch Sys
- Precision Fire Rockets & Msl Sys
  - ATACMS-BAT, MLRS
- Integrated Air & Missile Defense

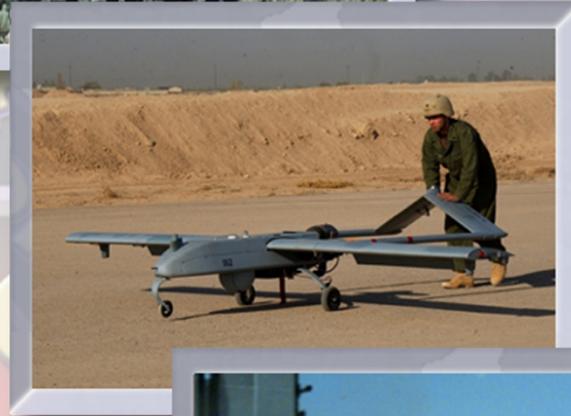




# AMRDEC

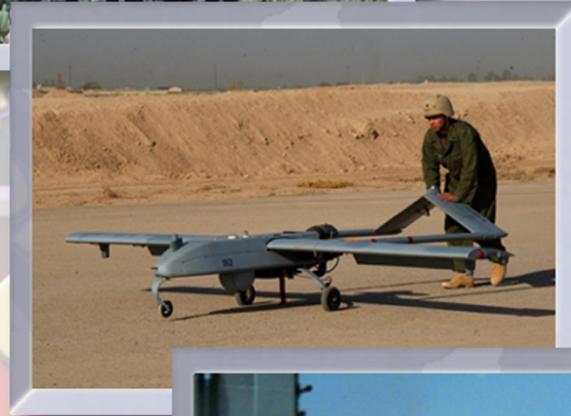


- Rapidly transitions technologies to the Joint Warfighter
- Performs system engineering and integration for PEOs/PMs
- Develops technologies for aviation, missile, and unmanned systems
- Provides technical support for platforms and weapons systems throughout their lifecycle
- Ensures the Government is a “smart buyer” and has “smart vendors”



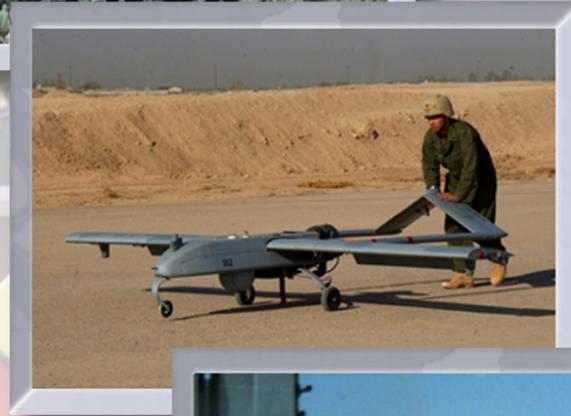
# AMCOM ELEMENTS

- AATD (Aviation Applied Tech Dir)
- CCAD (Corpus Christi Army Depot)
- Fort Rucker
- Garrison (Lab & Base)
- LEAD (Letterkenny Army Depot)
- RDEC (Research, Dev & Engr Ctr)
- SAMD (Security Assist Mgmt Dir)



# OTHER ACTIVITIES

- LAISO (Lead AMC Integ Spt Ofc)
- LOGSA (Logistics Support Activity)
- PEO C3T (C-RAM & TOC Prod Ofc)
- PEO IEW&S (Aircraft Surviv Equip)
- PEO Soldier (Air Warrior)
- RTTC (Redstone Tech Test Ctr)
- Targets
- TMDE (Test, Measure & Diag Equip)
- UGV (Unmanned Ground Vehicle)





# AMCOM Organization Chart



## Aviation and Missile Command "A Life Cycle Management Command"

### Phone Directory

**COMMANDER**  
**MG JAMES R. MYLES** 876-2101  
 Carolyn Caudin, Executive Assistant 876-2101  
 CPT Pale Schmitt, Aide de Camp 876-2102  
 Unclassified Fax 876-1086

**Commercial = DSN**  
 876-740  
 313-497  
 842-738  
 955-645  
 955-738  
 Help Desk  
 876-2291

**OTHER ORGANIZATIONS**  
**Logistics Support Activity (LOGSA)**  
 COL James Reiter 355-0501  
 Geoffrey Embrey 945-0603  
 Richard Manley, CoB 855-0504  
 Diane Claxton, Sec 855-0501  
**US Army Garrison - Redstone**  
**Aviation & Missile Research, Dev & Eng Ctr (AMRDEC)**  
 Dr. William McConkie 876-3322  
 COL John Wright 876-3362  
 Aphadafa McRae, Sec 876-3322  
**US Army Garrison - Redstone**  
 COL John A. Osmekel, Garrison Commander 876-8861  
 Wendy Mitchell, Sec 876-8861/8862  
 Curtis Clark, Deputy to the Garrison Commander 876-8863  
 Deborah Plunkett, Sec 876-8863/8864  
 CSM Ricky L. Cooper  
 Garrison GSM 876-5331  
 Sarah Brazzel, Garrison Protocol 313-0546  
**Lead AMC Integration Support Ofc (LAISO)**  
 Daniel R. Rhodes, Director 855-8717  
 Vacant, Sec 955-8888  
 Kathleen Werhe, Dep Dir 855-8772  
 Joanna Southerland, Sec 842-9935

**FORT EUSTIS**  
 Mr. John Shirley 757-878-2000  
 COL Kihara 757-878-2208

**THEATER AVIATION MAINTENANCE POINT - BALAD (FORMERLY KNOWN AS TASM)**  
 IRAD LTC Brock Gaston 732-532-3986 Ext 7849

**US ARMY TEST, MEASUREMENT & DIAGNOSTICS EQUIP ACTIVITY (USATA CEI IMDS)**  
 Richard E. Turner, Director 876-1134  
 Judy Frank, Sec 876-1134  
 Ron King, Deputy 876-1133  
 Katie Smith, Sec 876-1133

**HQDA 3501 LIAISON**  
 Vacant 733-814-7705

**AMCOM LMP INTEGRATOR**  
 Cathy Dickens 876-2888  
 Chris Swart, XO 876-8150

**COMMAND SERGEANT MAJOR (CSM)**  
 CSM Ricky P. Yates 876-1874  
 Sheila McCrary-Cutcher, Mgmt Assistant 876-1874

### CHIEF OF STAFF

**COL Thomas J. Newman** 876-1120  
 Casselle Young, Mgt Assistant 876-1120  
 C. Shawn Weber, XO 876-2125  
**G-1 Human Resource Mgmt**  
 Tim Drey, Director 876-7217  
 Audrey Peterson 842-0107  
 Lon Reynolds, Deputy 876-8089  
 Erikae Barnes, Budget Clerk 876-8747  
**G-2 Intelligence & Security**  
 Keith Ryan, Director 876-2535  
 Doug Lee, Deputy 876-3745  
 Jeannette Eberbrock, Sec 876-2636  
**G-3 Logistics**  
 Dr David Bramham, Director 876-5990  
 Elice C. McWilliams, Sec 876-4115  
 Rick Maria, Bldg Mgmt 876-2029  
 Angie Foutch, Adm'n Spt Spec 876-8736  
**G-4 Information Mgmt**  
 Vacant *Laurie Hill* 876-2425  
 Brian Taylor, Deputy 955-0353  
 Debi Black, Sec 876-3814  
**G-5 Resource Mgmt**  
 Bill McIlwain, Director 876-5361  
 Mark Barkley, Deputy 876-1810  
 Becky Clanton, Sec 876-2910  
**SAFETY**  
 Pat Wittow, Dir 876-2944  
 Eileen Kurtz, Sec 876-2044

### FOX ARMY HEALTH CENTER

COL Mark Smith, Cmdr 876-4147

### SPARKMAN MANAGEMENT OFFICE

Rick Maris 876-2029

### LETTERKENNY ARMY DEPOT & EAD

**COL STEVEN A. SHAPIRO**, Commander 717-267-8300  
 Karen Wilson, Sec 717-267-8300  
 Unclassified Fax 717-267-8724  
 Dr. John Gray 717-267-8356  
 Deputy Commander  
 Mark Sheffield, Chief of Staff 717-267-8084  
 SOM Curtis B. Green 717-267-8301  
 Depot Sergeant Major  
 DSN 570

### DEPUTY COMMANDING GENERAL FOR MISSILES AND SPACE

**PEO MS**  
**BG GENARO DELLAROCO, PEO** 876-0714  
 Bonnie Coleman, Exec Assistant 876-0714  
 MAJ Bruce Ellis, XO 876-0716  
 Steve Cornelius, Deputy PEO 876-0871  
 Kathy Kanopaski, Sec 876-0871  
 Barry Pike, Chief of Staff 313-4067  
 Beverly Futer, APEO Bus Mgt 876-2875  
 Natalie De Luca, APEO IM/IA 876-5010  
 VAGANT, APEO Logistics 313-3486  
 Frank De Luca, APEO Futures 855-0708  
 Robin Campbell, APEO Operations 313-3412  
 Susan Bradshaw, Security Mgr 876-2322  
 Dr. Leigh Moore, APEO Int Prg 842-0357  
**PM Close Combat Weapon Sys (CCWS)**  
 COL Michael Stevas, PM 876-0728  
 Jon Lower, Dep PM 876-5165  
**PM Joint Attack Munitions Sys (JAMS)**  
 COL Mike Camar, PM 876-1141  
 Willem Rute, Dep PM 876-1141  
**PM Lower Tier Project Ofc (LTPO)**  
 Eric Edwards, PM 955-3240  
 Stan Starnrod, Dep PM 955-3242  
**PM Cruise Missile Defense Sys (CMDS)**  
 COL Edward Mullin, PM 876-4927  
 Michael Bell, Dep PM 876-1193  
**PM Non-Linc of Sight Launch Sys (NLOS-LS)**  
 COL Douglas A. Dever, PM 955-0190  
 Bill Biedlich, Dep PM 842-0794  
**PM Precision Fire Rockets & Missile Sys (PFMS)**  
 COL Dave Rice, PM 876-1191  
 John Rowe, Dep PM 876-6129  
**PM Army Integrated Air & Missile Defense (AIAMD)**  
 Robert Thomas, PM 313-5576  
 Mike Ashrod, Dep PM 313-3401  
 Joint Tactical Ground Station (JTGS)  
 Giff Brandt, Director 313-4205

### CORPUS CHRISTI ARMY DEPOT (CCAD)

**COL JOE DUNAWAY**, 361-981-3771  
 Commander  
 Patricia Valdez, Sec 281-981-3771  
 Pat Oler, Deputy Commander 361-981-3772  
 Larry Jobe, Chief of Staff 361-981-3586  
 Unclassified Fax 361-981-0030  
 SGM Charles Beckman 361-981-6745  
 Depot Sergeant Major  
 DSN 891

### DEPUTY TO THE COMMANDER FOR AVIATION

**MR PAUL BOGOSIAN, PEO** 313-4060  
 Linda Coagley, Exec Assistant 313-4034  
 BG Tim Croxy, Deputy PEO 313-4001  
 Karen Pannel, Exec Assistant 313-4003  
 MAJ Mike Rukowski, XO 313-4002  
 Barry Weiger, APEO Ops 313-4067  
 Vacant APEO Log 313-1840  
 John Mul, APEO Bus Mgmt 842-7094  
 Layne Merritt, APEO Sys Eng 313-4976  
 Rob Lorenz, APEO Life Cycle Mgmt 313-4957  
 Jon Evans, Log Sup Facility 313-0745  
 Dave Sarsbury, Security Mgr 313-4009  
 Patricia Clark, IMO 313-4852  
 Narsha Jaffes, Admin Ofc 313-4180  
**PM Cargo (CH-47 Chinook)**  
 COL Newman Shuffelbarger, PM 318-4252  
 Ray Sellers, Dep PM 313-3398  
**PM Utility (UH-60 Blackhawk / LUH)**  
 COL Neil Thuergold, PM 955-8939  
 Keith Robinson, Dep PM 955-8939  
 LTC James Bashier, LUH PM 313-2514  
 Matt Rainey, Dep LUH PM 313-2214  
**PM Apache (AH-64)**  
 COL Derek Paquette, PM 313-4200  
 Richard Drayton, Dep PM 313-4201  
**PM Armed Scout Helicopter (ASH)**  
 COL Keith Robinson, PM 313-0866  
 Mike Herst, Dep PM 313-0861  
 LTC Barry Biggs, PM A/UH 313-4440  
 Mark Caskey, Dep PM AFH 842-1104  
**PM Unmanned Aerial Vehicle (UAS)**  
 COL Donald Hazelwood, PM 313-5327  
 Timothy Owings, Dep PM 313-5312  
**PM Aviation Systems**  
 COL Michele Yarbrough, PM 313-3740  
 Timothy Owings, Dep PM 313-5312

**Regimental Aviator Maintenance Officer (RAMO)**  
 CW3 Tom Scovran 876-8464

**Regimental Safety Officer**  
 CW3 Fred Burdy 313-5701

**Equal Opportunity**  
 SFC Monique Maxon 876-8648

### SPECIAL & PERSONAL STAFF

**Secretary of the General Staff (SGS)**  
 Linda Reardon, (SGS) 876-1127  
 Debra Toimar 876-3131  
 Shirlee Turpen 876-8026  
**Command Mgmt Support & Protocol**  
 Shelley Feltmeyer 842-0044  
 Liz Blackman Protocol Asst 876-7135  
**Equal Employment Office (EEO)**  
 Bobby Coney 955-7040  
**Inspector General (IG)**  
 LTC Scott Bodine 876-8701  
 Larry Johnson 876-9701  
**Internal Review & Audit**  
 Keith Jones 313-1769  
**Ombudsman**  
 Randy Richardson 876-8850  
 Covelyn McCaulley, Spt Asst 876-6659  
**Competition Advocate**  
 Shelley Muhammad 876-2485  
**Legal Office**  
 Fred Allen, Chief Counsel 876-3405  
 Myra Chastain, SEC 876-8705  
 COL Nat Caspary 876-5107  
 Staff Judge Advocate  
 Kelly McMillin 876-7153  
 LTC Meg Foreman  
 Deputy Staff Judge Advocate 876-9017  
**Public & Congressional Affairs**  
 Singer Stephens, Dir 876-4101  
 Jira Frye, Dep 955-0173  
 Barbara Gummings, Sec 876-4101  
 DSBP  
 David Seitz 876-5441  
 Sent Wherry, Sec 876-5441  
 Ofc of Continuous Improvement (OCIAN)  
 Brian Wood, Dir 876-5402  
 Carol Edwards, Sec 876-5418  
**Historical Office**  
 Michael Baker 842-0564

### AVIATION CENTER LOGISTICS COMMAND (ACLC) FORT RUCKER

COL Alan M. Stull, Commander 334-255-3117  
 Kimberly Clark, Sec 334-255-3554  
 Robert P. Hill, Deputy to the Commander 334-255-8774  
 Elaine Tice, Chief of Staff 334-255-8184  
 Unclassified Fax 334-255-3172  
 DSN 558

### DEPUTY TO THE COMMANDER

**MR RONNIE CHRONISTER** 842-8888  
 Ellen McWherry, Mgt Asst 842-8888  
 Det. Mclennan-Baugh, XO 842-8880  
**Integrated Materiel Mgmt Ctr (IMMC)**  
 Tom Ingers, Acting Director 378-3103  
 Alisa McBride, Sec 378-3106  
 William F. Andrews, Deputy 378-3108  
 Ima Brown, Sec 378-3148  
**Maintenance Directorate**  
 Vacant 876-5265  
**Material & Supply Chain Mgt Dir**  
 Auto Whitman 876-6930  
**Readiness Directorate**  
 Chris Olesie 876-9819  
**Business Management Office**  
 Jim Wasson 876-8007  
**Associate Dir for AVN - Logistics**  
 Toddie Stokes 313-1641  
**Associate Dir for Logistics - MIS**  
 Vacant 313-3489  
**Associate Dir Prog Mgmt Support**  
 Michael Hertwig 876-2392  
**Acquisition Center**  
 Ms. L. Marlene Cruze 378-7181  
 Shirley Webb, Sec 378-7181  
 COL Scott Campbell 842-8065  
 Sharon Miller, Sec 842-8065  
**Security Assistance Mgt Dir (SAMDM)**  
 Dr Thomas Pizloff, Dir 313-8905  
 Joy Branch, Sec 313-8907  
 Dan Parker, Dep 313-8907  
 Vacant, Sec 313-8907  
**G-3 Operations & Plans**  
 Mr Gary Nenniger, Dir 876-1457  
 Michela Hunter, Sec 876-1457  
 Lisha Adams, Deputy 876-1457  
 Vacant, Sec 876-1457  
 Chris Smith, Dir: CDM 842-3002  
**Ops Aviation Reset (PM Reset)**  
 COL Al Evans, Dir 955-0810  
 Emmitt Rodriguez, Dep 876-9915  
 Patricia Luke, Sec 955-0833  
**LCMC Chief Financial Office**  
 Barbara Hobert 313-0005

### AMCOM Operations Center (AOC)

COL William Manero 876-9593  
 AOC Duty Ofc 313-2096  
 AOC (Tot Free) 1-866-462-8286  
**Command Initiatives Group**  
 Angie Kelmstier 878-2023



# Organization – Who We Are



**COMPETITION  
ADVOCATE**

**ALTERNATE  
COMPETITION  
ADVOCATE**

**PROCUREMENT  
ANALYST  
(5)**

**LOGISTICS  
MANAGEMENT**

**GENERAL  
ENGINEER**

**PROGRAM  
ANALYST**

**PROGRAM  
SUPPORT  
ASSISTANT**



***‘Without Competition, You May as Well Be Burning Money’***





# Competition Definition

*Competition is the effort of two or more parties acting independently to secure the business of a third party by offering the most favorable terms.*



# CMO Mission



To unite with Team Redstone to promote full and open competition, oversee the Commercial and Non-Developmental Item (NDI) Program and expand AMCOM's industrial base to develop, acquire, field and sustain aviation and missile systems' technological superiority on and off the battlefield.



# CMO Mission

*(Continued)*



- Promote Full and Open Competition by Eliminating:
  - Unnecessary Specifications/Drawings
  - Restrictive Need Statements/Provisions
- Challenge/Reduce Barriers or Obstacles
- Use Performance Specifications when Feasible
- Obtain Quality Products, Systems, Services on Schedule, at Fair and Reasonable Prices
- Acquire NDI/Commercial Items



# Authority



- **Public Law 98-369: Competition in Contracting Act (CICA), 1984** ... Each MSC shall have an Advocate for Competition responsible for challenging barriers and promoting full and open competition while challenging specifications and restrictive need statements.
- **Public Law 103-355: Federal Acquisition Streamlining Act (FASA), 1994** ... Advocates for Competition ... shall promote the acquisition of commercial items ... and challenge burdensome contract clauses.
- **Public Law 104-106: Federal Acquisition Reform Act (FARA), 1996** ... shall ensure that the requirement to obtain full and open competition is implemented in a manner that is consistent with the need to efficiently fulfill the Government's requirements.



# Competition Advocate Role IAW AFARS Subpart 5106.5



## Subpart 5106.5 -- Competition Advocates

### *5106.501 -- Requirement.*

- The Assistant Secretary of the Army (Acquisition, Logistics and Technology) (ASA(ALT)) appoints the Army Competition Advocate General.
- The Deputy Assistant Secretary of the Army for Policy and Procurement (SAAL-ZP) is the Army Competition Advocate General (ACAG).
- The ACAG has delegated to HCAs the authority to appoint the Special Competition Advocates (SCAs) at Army procuring activities and their alternates.



# Competition Advocate Duties AFARS Subpart 5106.502



## **5106.502 -- Duties and responsibilities.**

- (b) (2) Special competition advocates must report to the Army Competition Advocate General (ref. 5101.290(b) (3)), no later than November 15 of each year, the following information:
- (A) The level of competition achieved against their goal for the fiscal year and reasons for not attaining the goal.
  - (B) Significant actions taken to increase competition or overcome barriers to competition, number of new sources identified as a result of market research, notable savings or performance/quality enhancements resulting from competition, and employees recognized for initiatives to enhance competition.
  - (C) Mitigating factors affecting goal achievement. (D) A plan for competition in the coming fiscal year.
  - (E) Any other activities and accomplishments.
  - (F) Their competition goal for the coming fiscal year.



# Responsibilities IAW FAR

According to **FAR 6.502(a)**, Agency and procuring activity **competition advocates are responsible for promoting the acquisition of commercial items, promoting full and open competition, challenging requirements** that are not stated in terms of functions to be performed, performance required or essential physical characteristics, and challenging barriers to the acquisition of commercial items and full and open competition such as **unnecessarily restrictive statements of work, unnecessarily detailed specifications, and unnecessarily burdensome contract clauses.**



## What is a Justification and Approval?



- A Contracting Officer shall not commence negotiations for a sole source contract, or award any contract without providing for full and open competition
- Each justification shall contain sufficient facts and rationale to justify the use of the specific authority cited.



# J&A Approval Levels

- \$550,000 and Below Contracting Officer Certification (CO)
- \$550,001 - \$11,500,00 Competition Advocate or Alternate
- \$11,500,001 - \$78,500,000 Principal Assistant Responsible for Contracting or Deputy to the Commanding General (CG)
- \$78,500,001 and Above Department of Army (DA)

(Effective 28 Sep 06)



# FAR Part 6 – Exceptions to Full & Open Competition



- 6.302-1 Only one responsible source, or a limited number of responsible sources
- 6.302-2 Unusual and compelling urgency
- 6-302-3 Industrial mobilization; engineering, developmental, or research capability; or expert services
- 6.302-4 International agreement
- 6.302-5 Authorized or required by statute
- 6.302-6 National security
- 6.302-7 Public interest



# AMCOM

## ACQUISITION DOCUMENTS REVIEWED

*Turn-Around Goal is 2 days*

	<u>FY 01</u>	<u>FY 02</u>	<u>FY 03</u>	<u>FY 04</u>	<u>FY 05</u>	<u>FY 06</u>	<u>FY 07</u>	<u>FY 08</u>	<u>FY 09</u>
J&A \$ Breakout:									(As of 2nd Qtr 09)
\$550K - \$11.5M	554	389	491	559	523	416	343	329	179
\$11.5M - \$78.5M	110	80	97	107	129	97	97	99	62
\$78.5M & Over	<u>12</u>	<u>22</u>	<u>26</u>	<u>16</u>	<u>32</u>	<u>12</u>	<u>28</u>	<u>31</u>	<u>5</u>
<b>TOTAL J&amp;A's</b>	<b>676</b>	<b>491</b>	<b>614</b>	<b>682</b>	<b>684</b>	<b>525</b>	<b>468</b>	<b>459</b>	<b>246</b>
(Of the 459 J&A's: 418 Auth 1 -- 37 Auth 2 -- 3 Auth 3 -- 1 Auth 6)									
AP's	38	41	45	54	69	41	48	45	34
MDD's	28	36	45	47	29	17	0	0	0
Commercial Waiver's	0	1457	2614	2430	2591	1669	1198	1162	535
Other Document's	191	267	98	164	158	138	154	155	124
Re-Work's	<u>104</u>	<u>95</u>	<u>90</u>	<u>165</u>	<u>143</u>	<u>150</u>	<u>144</u>	<u>207</u>	<u>143</u>
<b>TOTAL Other</b>	<b>361</b>	<b>1896</b>	<b>2892</b>	<b>2860</b>	<b>2990</b>	<b>1915</b>	<b>1544</b>	<b>1569</b>	<b>836</b>
<b>TOTAL REVIEWED</b>	<b>1037</b>	<b>2387</b>	<b>3506</b>	<b>3542</b>	<b>3674</b>	<b>2440</b>	<b>2012</b>	<b>2028</b>	<b>1082</b>

Note: \$10M - \$50M and \$50M & Over applies to FY 00 - FY 04 / \$10M - \$75M and \$75M & Over applies to FY 05 and FY 06

\$550K - \$11.5M, \$11.5M - \$78.5M & Over \$78.5M applies to FY 07 and beyond



# Competition Statistics

<u>FY</u>	<u>GOAL %</u>	<u>ACTUAL %</u>	<u>COMPETITIVE OBLIGATIONS</u>	<u>NON-COMP OBLIGATIONS</u>	<u>TOTAL OBLIGATIONS</u>
99	20.6%	25.1%	\$ 1,194.3	\$ 3,564.6	\$ 4,758.9
00	19.0%	21.6%	\$ 1,221.8	\$ 4,433.4	\$ 5,655.2
01	17.9%	22.0%	\$ 1,278.9	\$ 4,543.3	\$ 5,822.2
02	18.0%	19.5%	\$ 1,351.0	\$ 5,561.5	\$ 6,912.5
03	14.4%	18.9%	\$ 1,695.6	\$ 7,285.3	\$ 8,980.9
04	15.2%	19.7%	\$ 2,118.3	\$ 8,647.0	\$ 10,765.3
05	17.3%	24.8%	\$ 2,670.0	\$ 8,076.9	\$ 10,746.9
06	19.4%	24.4%	\$ 2,627.1	\$ 8,161.1	\$ 10,788.2
07	19.2%	30.3%	\$ 3,041.7	\$ 6,993.9	\$ 10,035.6
08	19.5%	24.0%	\$ 4,660.6	\$ 14,732.4	\$ 19,393.0
<b>09</b>	<b>19.0%</b>	<b>24.9%</b>	<b>\$ 2,546.8</b>	<b>\$ 7,693.2</b>	<b>\$ 10,240.0</b>

(As of 2<sup>nd</sup> Qtr FY 09)

NOTE: FY 98 - FY 06 exclude FMS, OGA and Other Congressionally Directed Buys (Authorized by Statue, Source Directed FMS, Resale, Utilities, etc. --

These actions contain an Extent Competed Code = B (Not Available for Competition). These statistics were extracted from the DD-350 database.

FY 07 only excludes Other Congressionally Directed Buys as stated above. These statistics were extracted from the ACBIS database.

FY 08 and beyond has no exclusions. These statistics were extracted from the ACBIS database.



# Functions



ACQUISITION PLANS

JUSTIFICATION & CERTIFICATION

JUSTIFICATION & APPROVAL

COMPETITION ADVOCATE

COMMERCIAL ITEM ADVOCATE

MARKET RESEARCH

ACQUISITION STRATEGY

REPORTING STATISTICS

CASL

COMPONENT BREAKOUT

COMMAND GROUP ADVISOR

POLICY

COMPLIANCE

REVERSE ENGINEERING

BEST VALUE

SPARE PARTS MANAGER

READING ROOM

BUDGET

PRICE CHALLENGE

READINESS & SUPPORTABILITY

SAMSAR/SOURCE DEVELOPMENT

ICAAP



# We Do More Than J&A Reviews



➤ **Review Acquisition Documents:**

Acquisition Strategies

Justification and Approvals (J&A)

Technical Justifications and Certifications

Market Research Reports/Commerciality Determinations (MRR/CD)

Commerciality Determination and Certification (CDAC) System

➤ **Other Competition Functions/Incentives:**

**Competition Advocate Shopping List (CASL)**

Commercial Item Advocate

**Component Breakout/Source Development - Standard Aviation & Missile Source Approval Request (SAMSAR)**

Reading Room

Spare Parts Manager

Readiness & Supportability

**Reverse Engineering**

Reporting Competition and Commerciality Statistics



# Why Buy Commercial?



- **It is the law:**
  - Public Law 103-355
  - 1994 Federal Acquisition Streamlining Act
  
- **Federal Acquisition Regulation (FAR) 12.101:**
  - (a) Conduct market research to determine whether commercial items or non-developmental items are available that could meet the agency's requirements.
  - (b) Acquire commercial items or non-developmental items when they are available to meet the needs of the agency.



# AMCOM

## COMMERCIAL ACQUISITION METRICS

	TOTAL ACTIONS		COMMERCIAL ACTIONS	
	<u>NUMBER</u>	<u>DOLLARS</u>	<u>NUMBER (%)</u>	<u>DOLLARS</u>
FY 98	4,860	\$5,202.0M	183 (3.8%)	\$32.0M
FY 99	5,283	\$5,711.0M	257 (4.9%)	\$68.0M
FY 00	5,502	\$6,452.0M	295 (5.4%)	\$159.4M
FY 01	6,004	\$7,354.4M	350 (5.8%)	\$222.9M
FY 02	6,033	\$8,632.6M	412 (6.8%)	\$280.3M
FY 03	7,228	\$7,286.3M	911 (12.6%)	\$285.3M
FY 04	13,076	\$12,225.4M	2,169 (16.6%)	\$604.0M
FY 05	15,054	\$11,909.6M	3,173 (21.1%)	\$931.2M
FY 06	11,751	\$11,941.3M	3,138 (26.7%)	\$1,439.8M
FY 07	21,160	\$13,513.5M	7,118 (33.6%)	\$1,596.0M
FY 08	20,098	\$18,662.4M	5,866 (29.2%)	\$1,673.0M
<b>FY 09</b>	<b>6,822</b>	<b>\$10,391.3M</b>	<b>1,344 (19.7%)</b>	<b>\$778.1M</b>

(As of 2<sup>nd</sup> Qtr FY 09)

NOTE: \* FY 98 - FY 06 extracted from the DD-350 database

\* Total Actions where C14 = N or Y and Competitive Actions where C14 = Y

\*\* FY 07 and beyond extracted from ACBIS database

\*\* Total Actions where commercial procedures = A,B,C,D and Competitive Actions = A,B



# Competition Management Office Home Page



Competition Management Office - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites

Address [http://www.redstone.army.mil/cgi-bin/cmo\\_main/index.pl](http://www.redstone.army.mil/cgi-bin/cmo_main/index.pl) Go Links

Google Go Bookmarks Popups okay Check AutoLink AutoFill Send to Settings



## AMCOM's Competition Management Office - CMO

Home Help CMO Staff CMO Analyst Review (xls) Email the CMO HQ AMC (E)

- CASL
- Consumable Items Transferred to DLA
- General Information
- SAMSAR
- Reading Room
- Competition Statistics
- Unsolicited Proposals
- CMO Overview
- "Good News" Stories
- J&A Documentation
- Commercial Items/NDI
- Waiver of FAR Part 12 (MRR/CD)
- Training Presentation
- Frequently Asked Questions
- Search

### Welcome to the Competition Management Office

Our Mission is to exercise full line authority for the implementation and intensive management of a comprehensive competition program and responsive cost-effective spare parts acquisition program; to provide surveillance over the Command Competition Program and the Command Spare Parts Acquisition Program throughout all phases of the life cycle of aviation and missile systems and equipment to reduce cost while maintaining a balanced program; to maintain oversight of the Commercial/Non-Developmental Item (NDI) Program; and to accomplish the stated objectives of the Aviation and Missile Command (AMCOM) Life Cycle Management Command (LCMC), Program Executive Offices (PEOs), Other Commands, Activities and Organizations.

Site Last Updated: April 10, 2008 | Date of Last Review: August 1, 2007  
[Site Purpose](#) | [Site Map](#) | [FOIA Notice\(E\)](#) | [AMCOM\(E\)](#) | [Adobe Reader\(E\)](#)  
[Accessibility Information Notice](#) | [Privacy and Security Notice](#)  
Legend: E = External Site, R = Restricted Access

Internet



# CASL – Competition Advocate's Shopping List



## ➤ What is CASL?

An automated, internet-based system for Aviation and Missile upcoming procurements covering up to 5 out-years in the areas of:

Spare/Repair Parts – Updated Quarterly

Maintenance & Overhaul – Updated Quarterly

Major Items/Services – Updated on an As-Needed Basis

Critical Safety Items (CSI) – Updated Nightly

Spiral Bevel Gears – Updated Annually

## ➤ Benefits:

Single Point of Entry for Contracting Community to view AMCOM's Projected Requirements

Useful tool for 1<sup>st</sup> tier suppliers down

Serves as a Market Research Technique for the Contracting Community

Serves as the Source for Developing AMCOM's Annual Competition Plan and Small Business Plan



# Competition Advocate's Shopping List (CASL)

Competition Management Office - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address [http://www.redstone.army.mil/cgi-bin/cmo\\_main/casl.pl](http://www.redstone.army.mil/cgi-bin/cmo_main/casl.pl)

AMCOM's  
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- Search

### Competition Advocates Shopping List - (CASL) Aviation and Missile Projected Requirements

- Usage Instructions/Column Headings**  
**STOP** - Please read these instructions before proceeding to below projected listings in order to be successful in processing SAMSAR packages.  
[Read Instruction](#)(Document)
- Spare/Repair Parts Projections**  
[Aviation](#) [Missile](#)  
**NEW Feature** - You can now view the Top Drawing for those NSNs that are selectable (Dist. A or Dist. C)
- Maintenance & Overhaul (M&O) Projections**  
[Aviation](#) [Missile](#)
- Major Items/Services Projections \* Aviation & Missile**  
[Query All](#) \* Includes Corpus Christi Army Depot (CCAD) and Letterkenny Army Depot (LEAD)  
[Express Data Only](#) [EXPRESS Information](#)
- Critical Safety Items (CSI) List - Aviation Only**  
Projections shown in Spare/Repair Parts and/or M&O Listing above  
[HTML](#) [Raw Text](#)
- Spiral Bevel Gear List - Aviation Only**  
Projections shown in Spare/Repair Parts

Internet



# Competition Advocate's Shopping List (CASL)



**Aviation Repair Parts Data - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address: [http://trol.redstone.army.mil/cgi-bin/cmo/get\\_spare\\_repair\\_data\\_a.pl](http://trol.redstone.army.mil/cgi-bin/cmo/get_spare_repair_data_a.pl)

**Aviation Repair Parts Data**

**Updated Quarterly - Latest Run Date: March 2008**

**"No points of contact have been identified at this time for below projections - any questions may be addressed to this office".**

Mouseover any link for a description of the item or use this link for a [complete listing of abbreviations](#)  
**Use the column header link to sort by the selected field.**

For NSNs listed below that are not selectable, you can either (1) contact the Competition Management Office via e-mail at [cmo@us.army.mil](mailto:cmo@us.army.mil) to visit our "Reading Room" to view this document or (2) go to the Technical Data Repository web site located at <http://www.edms.redstone.army.mil> to request a set of drawings for a specified cost.

[SEARCH HISTORICAL DATA](#)

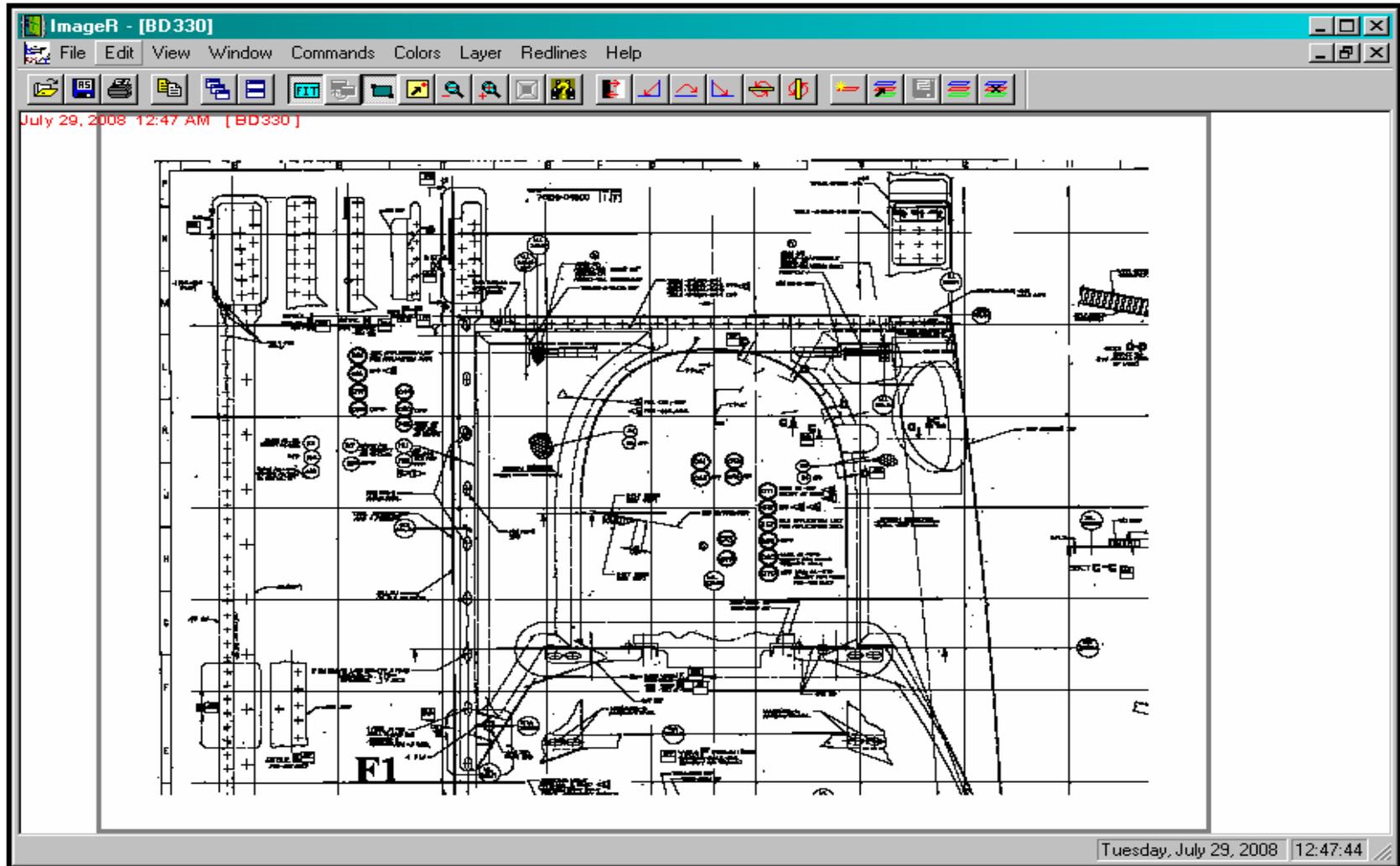
Records returned : 2738

Print	<a href="#">WSC</a>	<a href="#">NSN</a>	<a href="#">APN</a>	<a href="#">NOUN</a>	<a href="#">MFG</a>	<a href="#">RCD</a>	<a href="#">C/F</a>	<a href="#">AMRC</a>	<a href="#">CSI</a>	<a href="#">FY08</a>	<a href="#">FY08QTY</a>	<a href="#">FY09</a>	<a href="#">FY09QTY</a>	<a href="#">FY10</a>	<a href="#">FY10QTY</a>
<input type="checkbox"/>	<a href="#">BK</a>	1560011922459	145S5022-1	POD ASSY, FUS 772	772						0		0	\$38,570	2
<input type="checkbox"/>	<a href="#">BJ</a>	1560012058112	7-311113129-3	SUPPORT ASSE 8V6	8V6						7	\$4,280	5		0
<input type="checkbox"/>	<a href="#">BE</a>	<a href="#">1560012196816</a>	70215-02531-0	FAIRING ASSE 78286	78286	<a href="#">O</a>			<a href="#">3C</a>		0		0	\$57,228	19
<input type="checkbox"/>	<a href="#">BE</a>	<a href="#">1560012207220</a>	70219-04300-0	FAIRING, AIRC 78286	78286	<a href="#">O</a>			<a href="#">3C</a>	\$307,377	63	\$297,619	61		0
<input type="checkbox"/>	<a href="#">BJ</a>	1560012208051	7-311632232	SUPPORT, STRU 8V613	8V613	<a href="#">F</a>			<a href="#">1G</a>		0		0	\$15,528	24
<input type="checkbox"/>	<a href="#">BK</a>	1560012238858	414S2409-9005	FORMER 77272	77272	<a href="#">Z</a>			<a href="#">3C</a>	\$867,614	22	\$591,555	15	\$157,748	4
<input type="checkbox"/>	<a href="#">BK</a>	1560012238860	114S3402-57	FORMER 77272	77272	<a href="#">Z</a>			<a href="#">1G</a>		0	\$359,007	23		0
<input type="checkbox"/>	<a href="#">BE</a>	1560012311755	70214-02555-0	FLOOR, AIRCRA 78286	78286	<a href="#">F</a>			<a href="#">1C</a>	\$626,601	57	\$219,860	20		0
<input type="checkbox"/>	<a href="#">BK</a>	1560012327776	145S2552-3	FLOOR, AIRCRA 81996	81996	<a href="#">F</a>			<a href="#">1G</a>		0		0	\$95,634	23
<input type="checkbox"/>	<a href="#">BE</a>	1560012338332	70308-03801-1	PIPE, EXHAUST 78286	78286	<a href="#">Z</a>			<a href="#">1B</a>	\$7,598,572	226	\$6,926,132	206	\$7,060,620	210

[http://trol.redstone.army.mil/cgi-bin/cmo/get\\_spare\\_repair\\_data\\_a.pl?p\\_column=MFG&p\\_order=ASC&p\\_history\\_search=&p\\_nsn\\_search=&p](#)
Internet



# “Top Drawing” Example





# SAMSAR – Standard Aviation and Missile Source Approval Request

## ➤ What is SAMSAR?

- An automated, internet-based system for Aviation and Missile SARs
- Electronic Submittal
- Concurrent Evaluations
- Electronic Tracking
- Secure Access for Customers

## ➤ Benefits:

- Simplified SAR process for suppliers of Aviation and Missile parts
- Designed to accommodate electronic, hardcopy or hybrid submissions
- Allows for tracking and more efficient processing of documents
- Concurrent access is provided where appropriate to speed the SAR process
- Metrics are available to determine opportunities for improvement



# Reading Room



## ➤ What Is It?

A dedicated room designed and configured to allow the viewing of Aviation and Missile top level drawings

Contractor Briefings and Demonstration

Training

## ➤ Who Can View?

Active contractors registered in the Central Contractor Register (CCR)

Any AMCOM Element or Team Redstone member

## ➤ What Is Required To View? (Protect Intellectual Property)

Use and Non-Disclosure Agreement (DFARS 227.7103-7)

Military Critical Technical Data Agreement (DD Form 2345) for export concerns or foreign customers

Registration for Scientific Information and Technical Information Services (DD Form 1540)



# Summary

- Ensuring timely delivery of quality products and services at a reasonable price
- Increasing the use of Commercial Technology
- Exceeding Competition Goals for 10 years in a row
- Providing Upcoming Business Opportunities to Industry
- Developing Simplified Qualification Processes for Aviation & Missile items



## *Where To Find Us*



- ON THE WEB: <http://www.redstone.army.mil/cmo>, or
- From the AMCOM homepage, select "c" from the subject index and go down to Competition Management Office, or
- In The Building: Redstone Arsenal, Sparkman Center, Building 5303, 1<sup>st</sup> Floor, Room 3135



# *Important Points of Contact*



- Acquisition Center's Public Website: <https://wwwproc.redstone.army.mil/acquisition/>
- Competition Advocate's Shopping List (CASL): [https://ams8.redstone.army.mil/casl\\_cmo/casldbacasl\\_cmo\\_casl](https://ams8.redstone.army.mil/casl_cmo/casldbacasl_cmo_casl)
- Standard Aviation & Missile Source Approval Request (SAMSAR):  
[https://ams8.redstone.army.mil/casl\\_cmo/casldbacasl\\_cmo\\_samsar](https://ams8.redstone.army.mil/casl_cmo/casldbacasl_cmo_samsar)
- Office of Small Business Programs: Mr. David Seitz, [david.seitz@us.army.mil](mailto:david.seitz@us.army.mil)  
U. S. Army Aviation and Missile Command  
ATTN: AMSAM-SB  
Redstone Arsenal, AL 35898-5000  
(256) 876-5441 / Fax (256) 842-0085  
<http://www.redstone.army.mil/osbp/>
- Manufacturing SAR: Angel Kirby, [angel.kirby@us.army.mil](mailto:angel.kirby@us.army.mil) cc: [AE-K-TTS@amrdec.army.mil](mailto:AE-K-TTS@amrdec.army.mil)  
U.S. Army Research, Development, and Engineering Command  
(RDMR-AEK, Ms. Angel Kirby  
Redstone Arsenal, Alabama 35898-5000  
(256) 313-8993 / Fax (256) 313-3205
- Maintenance & Overhaul (M&O) SAR: William Alvarez, [william.alvarez1@us.army.mil](mailto:william.alvarez1@us.army.mil) cc: [AE-K-TTS@amrdec.army.mil](mailto:AE-K-TTS@amrdec.army.mil)  
U.S. Army Research, Development, and Engineering Command  
(RDMR-AEK, Mr. William Alvarez)  
Redstone Arsenal, Alabama 35898-5000  
(256) 313-6259 / Fax (256) 313-3205



# *Important Points of Contact (con't)*



➤ Freedom of Information/Privacy Act Programs Office:

U. S. Army Garrison  
ATTN: IMSE-RED-HR  
Bldg. 3687, 3465 Zeus Road  
Redstone Arsenal, AL 35898-5000  
(256) 876-6360 / Fax (256) 876-2057  
<http://www.redstone.army.mil/foia>

➤ Price Challenge Program (PCP):

AVIATION POC:

Commander  
U.S. Army Aviation and Missile Command  
ATTN: AMSAM-MMC-MM-AWL  
Redstone Arsenal, AL 35898-5000  
(256) 842-6776, Fax: (256) 842-0602

MISSILE POC:

Commander  
U.S. Army Aviation and Missile Command  
ATTN: AMSAM-MMC-MM-AWL  
Redstone Arsenal, AL 35898-5000  
(256) 876-3889, Fax: (256) 842-0602

➤ Reverse Engineering (RE) Program & Repair Parts Purchase or Borrow Program (RPPOB):

Commander  
U. S. Army Aviation and Missile Command  
Competition Management Office  
ATTN: AMSAM-CM  
Redstone Arsenal, AL 35898-5000  
(256) 876-2485, Fax (256) 876-2045

➤ To Order Technical Drawings: <http://www.edms.redstone.army.mil>

➤ To Order Technical Manuals: <http://www.ntis.gov/ordering.htm>

➤ Defense Logistics Agency (DLA): <http://www.dla.mil>