



ACQUISITION AND
TECHNOLOGY

THE UNDER SECRETARY OF DEFENSE

3010 DEFENSE PENTAGON
WASHINGTON, DC 20301-3010



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MEMORANDUM FOR COMPONENT ACQUISITION EXECUTIVES

Subject: Acquisition Process Improvements

Noel Longuemare and I recently led a Defense Manufacturing Council conference and I want to encourage you to begin immediately to implement some of the major improvements the participants in that conference recommended. They are:

- Identify critical manufacturing processes on new system design contracts and monitor their maturation as you monitor system design progress
- Assure that development contracts allow for cost-performance tradeoff decisions
- Provide for the integrated views of engineering, logistics, contracts and costing experts in drafting requirements and in overseeing contract performance
- Appropriately reward cost saving achievements of government personnel and contractors
- Implement on all new contracts acquisition techniques that have proven successful on pilot programs

I am enthusiastic about making changes that will improve our acquisition system. I welcome any further ideas you may have and know I can count on your support in the implementation of the above concepts. There are actions that I am also pursuing independently at the OSD level (e.g., incentives for cost saving) to provide a broader framework.

Paul Kaminski

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