FOUR DECADES OF ACQUISITION CHANGE

Rube Manasco
Retired USAF Civ
Disclaimer

• What you are about to see and hear are my recollections and opinions which in no way are intended to reflect the position or policy of OSD/AF or NDIA
Quotes

• Someone once said:
  – Those who do not study the past are doomed to repeat it.
  – The more things change the more they stay the same.
  – You either get larger, smaller or go out of business
Carry Over from 60’s to 70’s

• Total Package Procurement
• Truth in Negotiations Act
• CSCSC
70’s – Major Changes

• Requirements Process Changes
• Past Performance
• DTC/LCC
• Fixed Price Development
• OMB Circular A-109
80’s – Major Changes

- DAR/FAR and CICA
- Warranties/Third Party Leasing Agreements
- Second Sourcing
- Award w/o Discussions
90’s – Major Changes

- Lightning Bolts/Thunder Booms
- CAIV
- Long Term Pricing Agreements
- Price Based Acquisition
- No Certified Cost and Pricing Data
- Commercial Parts
- Bumper to Bumper Warranties
- Oral Proposals
- Limited Specs and Standards
- TSPR
- RDC/Limited Audits
2000 – Major Changes

• No TSPR
• No Priced Based Acquisition
• Return of:
  – Specs & Standards
  – Systems Engineering
  – Earned Value
  – Certified Cost and Pricing Data
  – Full Audits
  – War on Overhead Rates
  – Cost & Performance Incentives
  – Fixed Price Development
• Rebuilding the Acquisition Workforce:
  – In-sourcing
  – Section 852
My Guess on What’s Next

• If government workforce equals workload – status quo
• If not – a return to TSPR or something like it may be dictated
• Another round of industry consolidation
• Your thoughts?