

FOUR DECADES OF ACQUISITION CHANGE

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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?