

MASTER OF SCIENCE IN CONTRACT MANAGEMENT

AN ANALYSIS OF COMMUNICATIONS BETWEEN THE UNITED STATES ARMY COMMUNICATIONS-ELECTRONICS COMMAND (CECOM) AND INDUSTRY

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This research examines the methods of communications utilized between the U.S. Army's Communications-Electronics Command (CECOM), Fort Monmouth, New Jersey and its supplier base. The primary intent is to examine the effectiveness of various communication methods. As part of this discussion of communications, this thesis will discuss various methods utilized by the CECOM Acquisition Center to interface with industry, but will specifically address the effectiveness of three methods. These three methods consist of the Joint Partnering Contractor (JPC), Technical and Industry Liaison Office (TILO) and the U.S. Army Interagency Interactive Business Opportunities Page (IBOP). Finally, this thesis will analyze the effectiveness of the methods utilized by the CECOM Acquisition Center and make recommendations on how these methods can improve.

KEYWORDS: Communication, Technical Industrial Liaison Office, Joint Partnering Contractor, Interactive Business Opportunity Page

ACQUISITION REFORM THROUGH ALPHA CONTRACTING

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The focus of acquisition reform is to obtain better products for the Department of Defense (DoD) and motivate the actual contracting process of acquiring those products for defense systems. The motivation comes from acquisition reform. The Alpha Contracting Process is one of several innovative contracting concepts of acquisition reform that has been implemented by several commands. The purpose of this thesis will be to determine the effectiveness of the Alpha Contracting Process. Data gathered from field research, interviews, case studies, and survey data are employed to support the effectiveness of Alpha Contracting. Advantages, disadvantages, and potential inhibitors to Alpha Contracting are discussed, as well as mechanisms to overcome the inhibitors. This thesis will provide a model of the traditional contracting process versus the alpha contracting process.

The thesis concludes that alpha contracting can innovate the contracting process and provides recommendations for future research.

KEYWORDS: Alpha Contracting, Process Innovation, Acquisition Reform Initiatives, Traditional Contracting, Sole Source Contracting, and Integrated Product Teams