



DEPARTMENT OF THE ARMY
U.S. ARMY MEDICAL COMMAND
HEALTH CARE ACQUISITION ACTIVITY
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915 (PARTNERING)
policy letter file
cross file 715 partnering

REPLY TO
ATTENTION OF

MCAA-PARC (715)

2 September 1998

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Partnerships with Industry, Interim Policy Letter 98-08

1. References:

a. Memorandum, HQDA, SARD-PC, 5 Aug 98, subject: White Paper: Develop an Acquisition Strategy for Cradle to Grave Partnerships with Industry (Encl 1).

b. Internet Article, 30 Jun 98, title: Partnering for Success (Encl 2).

2. Partnering, as defined in reference 1a, is a mutual commitment by the parties on how they will interact during the course of the acquisition, with the primary objective of facilitating improved contract performance through enhanced communications. Through partnering charters or agreements, we can reach beyond the conservative contractual constraints to determine procedures to expedite the collective objectives of both parties.

3. The Health Care Acquisition Activity has essentially been practicing informal partnering for many years. Our joint acquisitions with the Air Force, Navy, and other federal agencies involved informal partnering with contractors to accomplish the contractual requirements. We were able to quickly respond to Office of the Assistant Secretary of Defense, Health Affairs requirements to support the Chiropractor Demonstration Project through effective communications with our sister services, the contractors, and the Chiropractor Health Care Demonstration Program Oversight Advisory Committee. Another good precedent was recently set through the Puget Sound Federal Health Council Logistics Committee. In this instance, our contracting personnel at Madigan Army Medical Center were able to arrange for the Navy to participate in the Commercial Reference Lab Contract through close communication with the committee and the contractor. These and other partnership arrangements have proved to be very useful in sharing information and acquisition strategies to support the health care community.

4. We began expanding our partnering concept even further by working closely with industry when we awarded the dental and social worker contracts in Europe. In those instances, a great deal of coordination was accomplished with the program managers

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and the contractors to facilitate staffing and to ensure that the requirements of the Status of Forces Agreement were met along with compliance of host nation specific statutes.

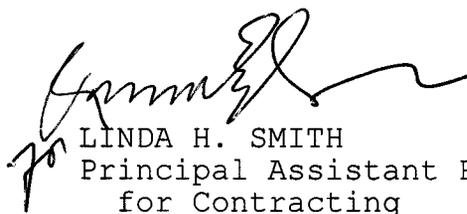
5. The Department of Defense has continuously increased their emphasis on working with industry. In the past performance arena, policy was developed in conjunction with industry representatives who outlined their concerns and made their requirements known. These actions led to the review and adoption of the Health Care Acquisition Performance System that was developed through a Memorandum of Agreement with the Navy. This initiative has contributed to the strengthening of information networks, sharing of resources and increased customer focus.

6. A natural evolvement of all of the above efforts is to now include industry in formal partnering arrangements. Partnering can lead to valuable sources of information, the development of new concepts, and sharing of information as to the latest equipment and newest suppliers. Reference 1b is a useful booklet that can be used as a blueprint for developing partnering arrangements. It is a good start in defining what is expected of partnership relationships and will help you develop your own ideas for further implementation.

7. We anticipate further Army guidelines in this arena within the near future and plan on issuing additional implementation policy as procedures evolve. Partnering is an integral part of Acquisition Reform, and we strongly encourage and support your endeavors to this end.

8. If you would like to discuss new partnering initiatives or ideas, please do not hesitate to contact our office. Our primary action officer for partnering initiatives is Ms. Sylvia Kuzniar, Office of the Principal Assistant Responsible for Contracting, DSN 471-3445.

2 Encls


LINDA H. SMITH
Principal Assistant Responsible
for Contracting