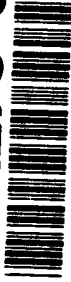


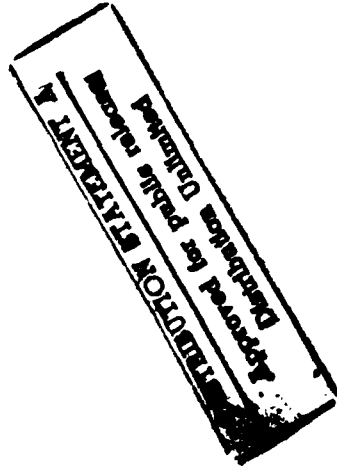
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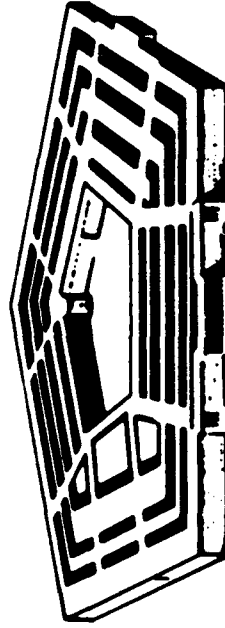
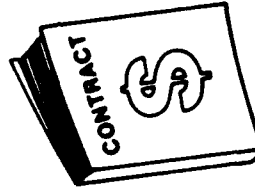
Department of Defense

PRIME CONTRACT AWARDS

Fiscal Year 1993



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PRIME CONTRACT AWARDS

Fiscal Year 1993

Department of Defense
Washington Headquarters Services
Directorate for Information
Operations and Reports

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402

DTIC and NTIS identification number for this publication is DIOR/P03-93/02

FOREWORD

Prime Contract Awards is published semiannually and contains a wide range of summary data covering prime contract awards made during the reporting period, as well as historical data, to provide the prespective required for the analysis of Defense procurement records.

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INTRODUCTION

Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year (FY) 1984 data.

Six categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program.

Notes on Coverage

Amounts in this report are shown for the DoD agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. The data is collected in whole dollars and the totals given in some tables may not add due to rounding.

This report includes awards made by Other Defense Agencies (ODAs), which are listed in the Glossary. Commencing with FY 1990, it also includes tariff or regulated

acquisitions under \$25,000. It does not include obligations for "in house" work performed at government owned and operated establishments such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts have not been included in the totals for procurement actions.

For the definition of terms used in this publication, see the Glossary.

Highlights

DoD procurement actions during FY 1993 totaled \$138,307,134 thousand (rounded), as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$ 12,863,802
Work Outside United States	5,826,463
Educational and Nonprofit Institutions	3,443,799
Business Firms Inside United States	116,007,150
Tariff or Regulated Acquisitions	<u>165,919</u>
TOTAL	\$138,307,134

Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$9,974 million as follows: Army, \$4,138 million; Navy \$1,409 million; Air Force \$4,382 million; Defense Logistics Agency, \$41 million, and Other Defense Agencies, \$4 million.

AWARDS BY TYPE OF CONTRACTOR

DoD Procurement by Type of Contractor

DoD procurement awards during FY 1993 (October 1992 through September 1993) totaled \$138,307 million. This was an increase of \$2,010 million (1.5 percent) above the \$136,297 million awarded during FY 1992. Contract awards to U.S. businesses for work inside the United States decreased by \$1,144 million. Awards to or through other Government Agencies increased by \$3,287 million, awards to educational and nonprofit institutions increased by \$6 million, and awards for work outside the United States decreased by \$115 million. See Tables 1 and 2.

Procurement Trends

DoD procurement increased from \$146.0 billion in FY 1984 to \$163.7 billion in FY 1985; however, it decreased to \$158.8 billion in FY 1986 and continued to decrease each year through FY 1989. During FY 1990, an upward trend is again shown which continued through FY 1991. In FY 1992 awards decreased to \$136.3 billion. This is the lowest FY total in the last ten years. Although in FY 1993 procurement increased

slightly, it is the second lowest FY total in the last ten years, and has the lowest amounts in the last ten years for awards for work outside the United States and for awards to U.S. businesses for work inside the United States. The long term trend in prime contract awards is shown in Table 3.

Small Business Performance

Small businesses received \$24,872 million during FY 1993, an increase of \$883 million over the \$23,989 million during FY 1992. In FY 1993, small businesses received the largest percentage in the last ten years (21.4 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart 1 shows that 6,760,762 procurement actions, or 66.2 percent of the total 10,214,060 actions awarded to business firms, involved small businesses.

Chart II shows total awards to business firms, to small business firms, and percent to small businesses for FY 1984 through FY 1993.

TABLE 1
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1993-FY 1992 ^{A/}
 (AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/				ARMY				NAVY			
	Oct 92-		Oct 91-		Oct 92-		Oct 91-		Oct 92-		Oct 91-	
	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92
TOTAL C/												
ACTIONS OF \$25,000 OR LESS	\$138,307,134	\$136,296,711			\$31,294,657	\$30,888,976			\$41,560,800		\$43,155,918	
ACTIONS OVER \$25,000	14,593,737	14,858,744			2,586,229	2,607,738			3,071,162		3,247,242	
	123,713,397	121,437,966			28,708,427	28,281,237			38,489,638		39,908,676	
INTERAGENCY / FMS												
ACTIONS OF \$25,000 OR LESS	12,863,802	9,576,847			4,931,863	2,856,046			2,497,...		2,721,977	
ACTIONS OVER \$25,000	1,430,892	1,541,330			440,053	472,941			473,772		504,024	
	11,432,909	8,035,517			4,491,809	2,383,105			2,026,399		2,217,954	
FOR WORK OUTSIDE U. S. D/												
ACTIONS OF \$25,000 OR LESS	7,826,463	5,941,341			1,834,397	1,820,485			1,075,152		1,331,925	
ACTIONS OVER \$25,000	734,145	854,719			202,025	244,679			170,638		159,549	
	5,092,318	5,086,622			1,632,372	1,575,806			904,514		1,172,375	
EDUCATIONAL + NONPROFIT INSTITUTIONS												
ACTIONS OF \$25,000 OR LESS	3,443,799	3,438,236			758,873	698,284			746,461		866,244	
ACTIONS OVER \$25,000	124,986	109,655			32,643	25,843			26,456		26,154	
	3,318,813	3,328,581			726,230	672,440			720,005		840,089	
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)												
ACTIONS OF \$25,000 OR LESS	116,007,150	117,150,787			23,614,026	25,329,791			37,241,099		38,235,214	
ACTIONS OVER \$25,000	12,137,794	12,163,540			1,756,009	1,679,905			2,402,378		2,556,956	
	103,869,357	104,987,247			21,858,016	23,649,886			34,838,720		35,678,258	
SMALL BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	24,871,687	23,988,906			6,422,519	6,131,431			7,161,785		7,628,792	
ACTIONS OVER \$25,000	6,496,322	6,414,889			1,362,743	1,320,102			1,821,274		1,908,391	
	18,375,365	17,574,017			5,059,776	4,811,330			5,340,512		5,720,400	
OTHER BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	91,135,463	93,161,881			17,191,507	19,198,360			30,079,313		30,606,422	
ACTIONS OVER \$25,000	5,641,472	5,748,651			393,266	359,803			581,104		648,565	
	85,493,992	87,413,230			16,798,241	18,838,557			29,438,209		29,957,858	
SMALL BUSINESS PERCENT OF BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	21.4	20.5			27.2	24.2			19.2		20.0	
ACTIONS OVER \$25,000	53.5	52.7			77.6	78.6			75.8		74.6	
	17.7	16.7			23.1	20.3			15.3		16.0	

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards.
 C/ Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.
 D/ Includes foreign firms for performance in U.S.

TABLE 1 (concluded)
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1993-FY 1992 ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS	
	Oct 92-	Oct 91-	Oct 92-	Oct 91-	Oct 92-	Oct 91-	Oct 92-	Oct 91-
	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92	Sep 93	Sep 92
TOTAL C/								
ACTIONS OF \$25,000 OR LESS	\$42,708,182	\$40,523,069	\$9,772,618	\$8,489,729	\$2,559,773	\$2,817,972		
ACTIONS OVER \$25,000	2,510,121	2,665,957	1,812,411	1,622,469	316,689	279,132		
	40,198,060	37,857,112	7,960,208	6,867,260	2,243,083	2,538,840		
INTERAGENCY / FMS								
ACTIONS OF \$25,000 OR LESS	5,095,606	3,668,969	195,909	169,137	59,109	56,095		
ACTIONS OVER \$25,000	371,364	401,376	81,348	81,403	31,365	29,609		
	4,724,241	3,267,593	114,561	87,734	27,744	26,486		
FOR WORK OUTSIDE U. S. D/								
ACTIONS OF \$25,000 OR LESS	1,169,183	1,706,806	1,546,089	933,058	10,396	13,937		
ACTIONS OVER \$25,000	314,414	407,977	39,422	39,404	123	156		
	854,770	1,298,829	1,506,667	893,653	10,273	13,781		
EDUCATIONAL + NONPROFIT INSTITUTIONS								
ACTIONS OF \$25,000 OR LESS	1,462,502	1,425,571	105,294	108,837	27,079	23,314		
ACTIONS OVER \$25,000	39,133	36,447	5,994	7,814	5,511	5,539		
	1,423,370	1,389,124	99,300	101,023	21,568	17,775		
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)								
ACTIONS OF \$25,000 OR LESS	34,979,675	33,721,042	7,922,547	7,276,938	2,457,709	2,722,541		
ACTIONS OVER \$25,000	1,783,995	1,819,476	1,682,866	1,492,088	274,210	241,743		
	33,195,680	31,901,567	6,239,681	5,784,849	2,183,499	2,480,798		
SMALL BUSINESS FIRMS								
ACTIONS OF \$25,000 OR LESS	5,305,582	4,665,051	3,556,145	2,950,719	909,327	1,043,447		
ACTIONS OVER \$25,000	1,246,686	1,209,915	1,094,261	944,735	234,128	204,284		
	4,058,896	3,455,135	2,461,885	2,005,983	675,198	839,163		
OTHER BUSINESS FIRMS								
ACTIONS OF \$25,000 OR LESS	29,674,093	29,055,992	4,366,401	4,326,219	1,548,383	1,679,094		
ACTIONS OVER \$25,000	537,310	609,561	588,605	547,353	40,082	37,459		
	29,136,784	28,446,431	3,777,796	3,778,866	1,508,301	1,641,535		
SMALL BUSINESS PERCENT OF BUSINESS FIRMS								
ACTIONS OF \$25,000 OR LESS	15.2	13.8	44.9	40.5	37.0	38.3		
ACTIONS OVER \$25,000	69.9	66.5	65.0	63.3	45.4	84.5		
	12.2	10.8	39.5	34.7	30.9	33.8		

NOTE: Refer to first page of this table for footnotes.

TABLE 2
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1993 - FY 1992 ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1993	1992	1993	1992	1993	1992
TOTAL C/	\$138,307,134	\$136,296,711	\$31,294,657	\$30,888,976	\$41,560,800	\$43,155,918
1st Qtr, Oct-Dec	25,225,908	18,102,178	5,932,892	2,304,799	6,055,273	7,690,790
2nd Qtr, Jan-Mar	36,014,707	37,412,344	6,128,782	8,142,875	14,354,835	9,643,331
3rd Qtr, Apr-Jun	27,929,488	31,315,713	6,835,739	7,392,646	17,571,883	10,363,643
4th Qtr, Jul-Sep	49,137,032	49,466,476	12,397,264	13,048,655	13,579,309	15,458,154
INTERAGENCY / FMS	12,863,802	9,576,847	4,931,863	2,856,046	2,497,170	2,721,977
1st Qtr, Oct-Dec	2,418,163	1,789,247	941,982	275,469	638,308	713,687
2nd Qtr, Jan-Mar	2,568,453	2,263,120	465,655	674,197	869,035	626,255
3rd Qtr, Apr-Jun	2,112,284	2,398,505	894,696	708,719	423,615	593,760
4th Qtr, Jul-Sep	5,764,901	3,125,976	2,629,530	1,197,661	566,212	788,276
FOR WORK OUTSIDE U. S. D/	5,826,463	5,941,341	1,834,397	1,820,485	1,075,152	1,331,925
1st Qtr, Oct-Dec	1,000,917	989,889	228,537	164,284	150,438	157,183
2nd Qtr, Jan-Mar	1,310,915	1,077,517	517,715	230,265	318,290	192,259
3rd Qtr, Apr-Jun	1,200,410	1,155,557	214,793	450,907	150,155	351,471
4th Qtr, Jul-Sep	2,314,221	2,718,377	873,352	975,029	456,268	631,012
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,443,799	3,438,236	758,873	698,284	746,461	866,244
1st Qtr, Oct-Dec	524,862	393,565	184,219	85,485	82,439	60,597
2nd Qtr, Jan-Mar	903,676	972,225	168,692	251,347	295,676	70,103
3rd Qtr, Apr-Jun	675,683	184,418	123,603	149,218	149,182	449,182
4th Qtr, Jul-Sep	1,239,578	1,180,321	221,544	236,849	218,128	286,360
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	116,007,150	117,150,787	23,614,026	25,329,791	37,241,099	38,235,214
1st Qtr, Oct-Dec	21,166,189	14,909,360	4,563,756	1,759,188	5,183,000	6,759,267
2nd Qtr, Jan-Mar	31,181,415	33,044,054	4,927,757	6,932,725	12,871,560	8,754,638
3rd Qtr, Apr-Jun	23,902,461	26,829,372	5,506,061	6,070,218	6,848,319	8,969,124
4th Qtr, Jul-Sep	39,757,085	42,368,001	8,616,452	10,567,661	12,338,219	13,752,184
SMALL BUSINESS FIRMS	24,871,687	23,988,906	6,422,519	6,131,431	7,161,785	7,628,792
1st Qtr, Oct-Dec	3,906,503	2,761,470	847,684	568,888	1,049,991	988,598
2nd Qtr, Jan-Mar	5,579,419	5,647,144	1,287,433	1,358,453	1,733,829	1,684,469
3rd Qtr, Apr-Jun	4,527,543	5,101,250	1,346,393	1,301,705	1,515,210	1,708,563
4th Qtr, Jul-Sep	10,958,222	10,479,042	2,941,019	2,902,385	2,867,755	3,247,162
OTHER BUSINESS FIRMS	91,135,463	93,161,881	17,191,507	19,198,360	30,079,313	30,606,422
1st Qtr, Oct-Dec	17,259,686	12,147,890	3,716,072	1,190,300	4,133,009	5,770,670
2nd Qtr, Jan-Mar	25,601,996	27,396,910	3,640,324	5,574,272	11,137,731	7,070,169
3rd Qtr, Apr-Jun	19,074,919	21,728,121	4,159,678	4,768,512	5,333,109	7,260,561
4th Qtr, Jul-Sep	29,198,863	31,888,960	5,675,433	7,665,276	9,475,464	10,505,022
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	21.4	20.5	27.2	24.2	19.2	20.0
1st Qtr, Oct-Dec	18.5	18.5	18.6	32.3	20.3	14.6
2nd Qtr, Jan-Mar	17.9	17.1	26.1	19.6	13.5	19.2
3rd Qtr, Apr-Jun	20.2	19.0	24.5	21.4	22.1	19.0
4th Qtr, Jul-Sep	26.6	24.7	34.1	27.5	23.2	23.6

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1998, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.

Prepared By: Washington Headquarters Services
Directorate for Information
Operations and Reports

TABLE 2 (concluded)
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1993 - FY 1992 ^{a/}

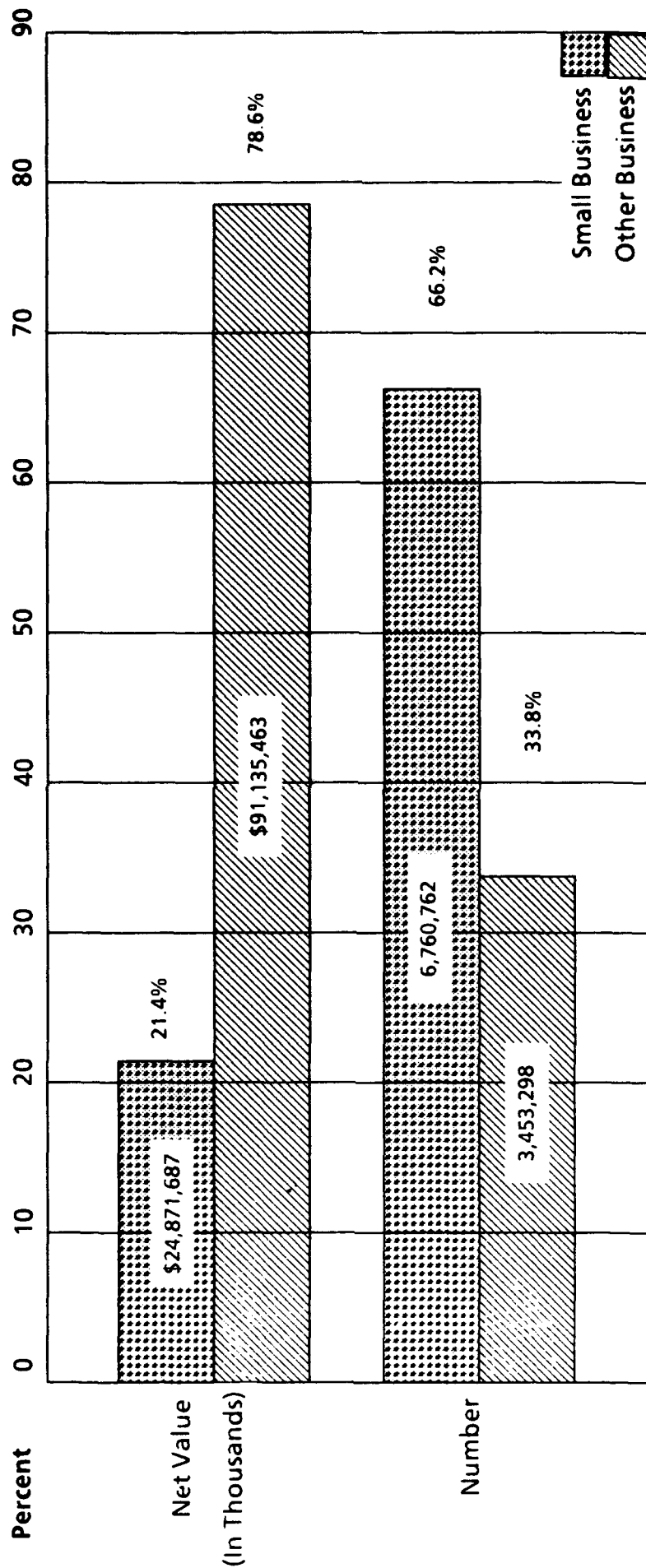
(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1993	1992	1993	1992	1993	1992
TOTAL	\$42,708,182	\$40,523,069	\$9,772,618	\$8,489,729	\$2,559,773	\$2,817,972
1st Qtr, Oct-Dec	9,069,669	5,865,026	1,841,532	1,206,853	533,578	236,346
2nd Qtr, Jan-Mar	8,807,147	12,973,644	3,630,512	2,617,634	456,553	562,096
3rd Qtr, Apr-Jun	8,944,554	8,611,168	1,887,339	1,336,863	396,936	795,291
4th Qtr, Jul-Sep	15,886,812	13,073,231	2,413,235	3,328,379	1,172,705	1,224,239
INTERAGENCY / FMS	5,095,606	3,668,969	195,909	169,137	59,109	56,095
1st Qtr, Oct-Dec	790,836	759,997	31,616	20,849	9,313	6,586
2nd Qtr, Jan-Mar	1,141,806	893,871	52,734	34,625	9,123	12,148
3rd Qtr, Apr-Jun	1,730,518	1,030,119	35,057	30,998	12,248	14,251
4th Qtr, Jul-Sep	2,432,446	984,921	76,502	83,565	28,425	23,110
FOR WORK OUTSIDE U. S. D/	1,169,183	1,706,806	1,546,089	933,058	10,396	13,937
1st Qtr, Oct-Dec	118,910	170,611	479,260	468,078	2,982	134
2nd Qtr, Jan-Mar	182,479	516,256	221,185	92,740	5,226	2,241
3rd Qtr, Apr-Jun	242,336	225,711	570,609	101,670	2,116	2,166
4th Qtr, Jul-Sep	625,459	794,167	275,055	270,570	972	9,395
EDUCATIONAL + NONPROFIT INSTITUTIONS	1,462,502	1,425,571	105,294	108,837	27,079	23,314
1st Qtr, Oct-Dec	294,273	210,862	19,287	12,195	3,454	1,698
2nd Qtr, Jan-Mar	389,081	554,511	14,179	18,085	3,718	6,284
3rd Qtr, Apr-Jun	201,983	195,906	37,904	37,904	9,084	6,079
4th Qtr, Jul-Sep	577,166	464,291	52,026	40,653	10,822	9,253
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	34,979,675	33,721,042	7,922,547	7,276,938	2,457,709	2,722,541
1st Qtr, Oct-Dec	7,865,518	4,723,466	1,310,875	705,438	518,065	227,622
2nd Qtr, Jan-Mar	7,093,767	11,008,811	3,342,034	2,471,195	437,892	541,002
3rd Qtr, Apr-Jun	7,769,171	7,159,205	1,260,987	1,166,985	372,121	772,258
4th Qtr, Jul-Sep	12,251,219	10,829,561	2,008,650	2,932,720	1,128,631	1,181,658
SMALL BUSINESS FIRMS	5,305,582	4,665,051	3,556,145	2,950,719	909,327	1,043,447
1st Qtr, Oct-Dec	913,091	720,800	712,868	298,518	136,507	137,593
2nd Qtr, Jan-Mar	900,240	1,072,884	1,130,726	877,329	189,999	204,722
3rd Qtr, Apr-Jun	825,946	736,730	646,906	597,105	159,139	311,444
4th Qtr, Jul-Sep	2,666,305	2,134,637	1,065,646	1,177,766	433,682	419,687
OTHER BUSINESS FIRMS	29,674,093	29,055,992	4,366,401	4,326,219	1,548,383	1,679,094
1st Qtr, Oct-Dec	6,952,427	4,002,666	598,008	406,919	381,558	120,029
2nd Qtr, Jan-Mar	6,193,527	9,935,927	2,211,308	1,594,467	267,893	336,280
3rd Qtr, Apr-Jun	6,943,226	6,422,475	614,081	569,880	202,982	460,814
4th Qtr, Jul-Sep	9,584,913	8,694,924	943,005	1,754,953	695,950	761,971
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	15.2	13.8	44.9	40.5	37.0	38.3
1st Qtr, Oct-Dec	11.6	15.3	54.4	42.3	26.3	47.3
2nd Qtr, Jan-Mar	12.7	9.7	33.8	35.5	37.8	37.8
3rd Qtr, Apr-Jun	10.5	10.3	51.3	51.2	45.5	40.3
4th Qtr, Jul-Sep	21.8	19.7	53.1	40.2	38.4	35.5

NOTE: Refer to first page of this table for footnotes.

Chart 1

Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions: Fiscal Year 1993



* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

TABLE 3
DoD Prime Contract Awards by Type of Contractor
and Defense Component: FY 1993 - FY 1984 ^{A/}

(AMOUNTS IN MILLIONS)

T Y P E O F C O N T R A C T O R	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986	FY 1985	FY 1984
TOTAL B/	\$138,307	\$136,297	\$150,855	\$144,672	\$139,343	\$151,353	\$156,508	\$158,829	\$163,725	\$146,032
Army	31,295	30,889	35,890	33,333	31,979	32,846	36,800	37,512	37,497	33,399
Navy	41,561	43,156	45,846	46,945	47,831	55,843	54,974	49,630	52,026	45,431
Air Force	42,708	40,523	48,214	46,902	47,305	48,633	47,305	48,852	53,303	46,839
Defense Logistics Agency	9,773	8,490	13,331	11,120	10,923	11,166	11,229	16,547	15,173	14,884
Civil Functions	2,560	2,332	2,332	2,122	1,495	2,169	1,981	1,711	1,767	1,853
Other Defense Agencies	10,411	10,421	4,241	4,250	3,200	2,695	4,220	4,578	3,960	3,626
INTERAGENCY/FMS	12,864	9,577	11,948	9,964	9,579	8,919	8,809	9,884	12,399	10,098
Army	4,932	2,856	4,193	2,281	1,679	1,789	1,900	2,523	2,696	2,636
Navy	2,497	2,722	3,033	2,948	3,416	3,193	3,546	2,841	4,229	3,355
Air Force	5,096	3,669	4,341	4,378	4,147	3,493	2,729	3,772	4,758	3,516
Defense Logistics Agency	196	169	196	134	218	3,251	326	375	366	274
Civil Functions	59	55	66	64	41	72	73	77	75	57
Other Defense Agencies	84	105	119	159	79	121	236	295	275	250
FOR WORK OUTSIDE U. S. C/	5,826	5,941	9,178	7,149	6,381	8,149	8,863	9,081	8,611	8,311
Army	1,834	1,820	2,252	2,280	2,331	3,082	3,423	3,113	3,205	2,559
Navy	1,075	1,332	2,371	1,442	1,287	1,455	1,403	1,404	1,455	1,163
Air Force	1,169	1,707	2,333	1,705	1,213	1,924	2,367	1,894	1,746	1,649
Defense Logistics Agency	1,546	933	2,333	1,570	1,412	1,583	1,571	2,578	2,535	2,876
Civil Functions	10	14	8	10	1	20	16	4	7	9
Other Defense Agencies	191	135	265	142	138	86	84	87	50	56
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,444	3,438	3,646	3,530	3,272	3,469	3,495	3,368	3,129	2,710
Army	759	698	634	443	423	440	474	437	403	343
Navy	746	866	831	837	952	1,142	1,081	1,152	1,073	965
Air Force	1,426	1,426	1,576	1,781	1,605	1,614	1,595	1,450	1,330	1,167
Defense Logistics Agency	105	109	195	110	115	89	100	90	83	60
Civil Functions	27	23	21	26	19	42	33	41	61	44
Other Defense Agencies	344	316	387	332	159	142	212	198	181	131
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	116,007	117,151	125,878	123,821	120,003	130,815	135,340	136,497	139,187	124,912
Army	23,614	25,330	29,612	28,127	27,442	27,534	31,003	31,439	31,192	27,861
Navy	37,241	38,235	39,610	41,717	42,176	50,054	48,944	44,232	45,656	39,948
Air Force	34,580	33,721	40,349	39,039	36,949	39,601	40,615	41,737	42,489	40,507
Defense Logistics Agency	7,923	7,277	10,606	9,303	9,177	9,244	9,232	13,503	12,490	11,673
Civil Functions	2,458	2,723	2,233	2,018	1,434	2,035	1,859	1,588	1,624	1,734
Other Defense Agencies	9,792	9,865	3,469	3,616	2,824	2,347	3,687	3,997	3,455	3,189
SMALL BUSINESS FIRMS	24,872	23,989	25,936	23,956	22,772	25,279	26,524	26,914	26,049	23,916
Army	6,423	6,131	6,717	5,771	5,137	6,452	7,522	7,628	7,749	6,675
Navy	7,162	7,629	7,816	7,673	7,698	8,157	7,745	7,421	7,022	6,100
Air Force	5,306	4,865	5,343	5,170	4,583	5,169	5,361	4,869	4,703	4,341
Defense Logistics Agency	3,556	2,951	4,383	3,913	4,219	3,990	4,162	5,445	5,136	5,238
Civil Functions	909	1,043	821	821	682	979	883	924	883	928
Other Defense Agencies	1,516	1,569	583	607	453	472	784	627	555	534
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	21.4 %	20.5 %	20.6 %	19.3 %	19.0 %	19.3 %	19.7 %	19.7 %	18.7 %	19.1 %
Army	27.2	24.2	22.7	20.5	18.7	23.5	24.3	24.3	24.8	24.0
Navy	19.2	20.0	19.9	18.4	18.3	16.3	15.8	16.8	15.4	15.3
Air Force	15.2	13.8	13.2	13.2	12.4	13.1	13.2	11.7	10.3	10.7
Defense Logistics Agency	44.9	40.5	41.3	42.1	46.0	43.2	45.1	40.3	42.1	44.9
Civil Functions	37.0	38.3	41.9	40.7	47.6	48.1	56.5	58.2	54.4	53.5
Other Defense Agencies	15.5	15.9	19.7	16.8	16.0	20.1	21.3	15.7	16.1	16.8

A/ For definitions and coverage, see notes on coverage.

B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.

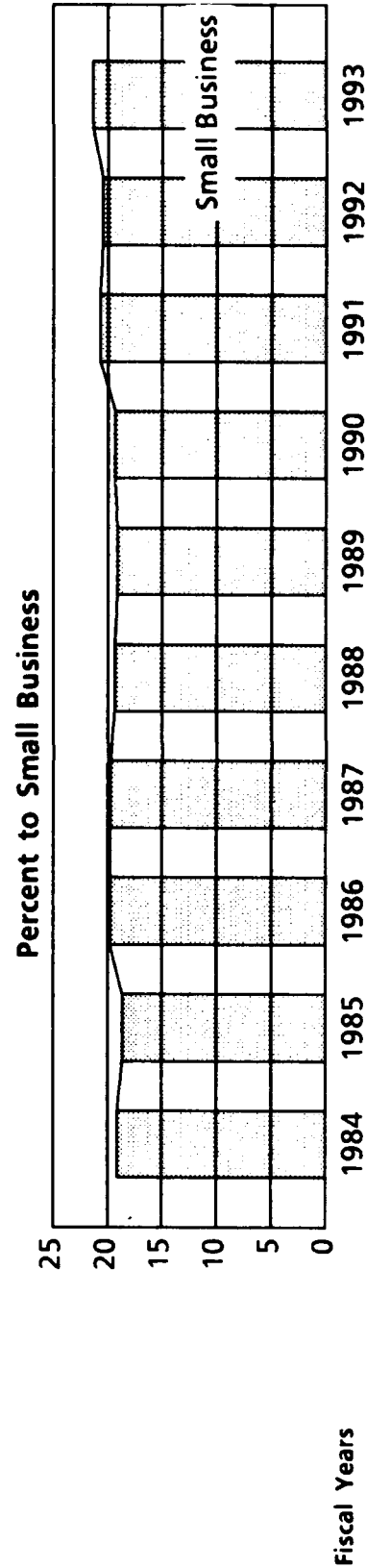
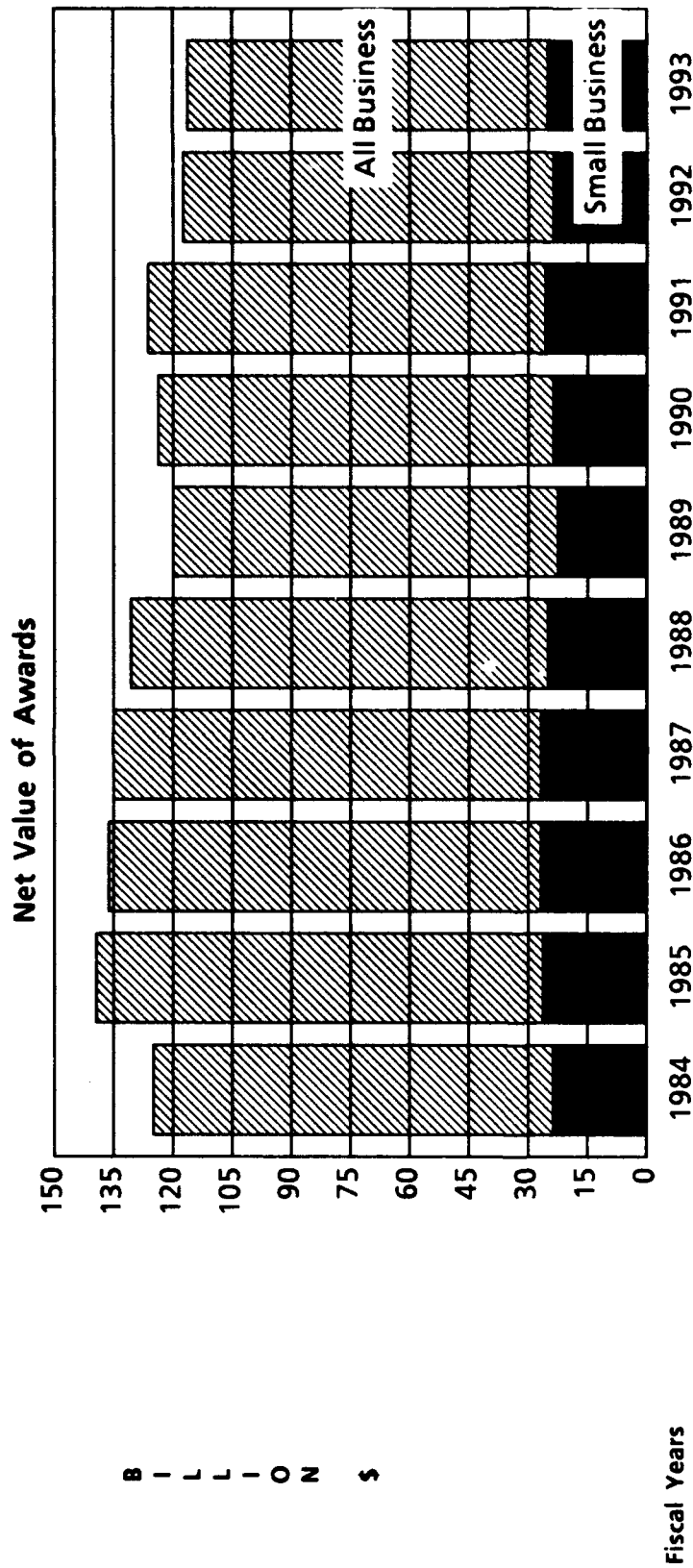
C/ Includes foreign firms for performance in U.S.

* Less than \$500,000.

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Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses, and Percent Distribution to Small Businesses: FY 1984 - 1993



AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States by procurement program are shown in Table 5 for FY 1993 and FY 1992, and in Table 6 for FY 1984 through FY 1993. Table 6a provides data on awards by procurement program, according to the Defense Component making the awards, for FY 1984 through FY 1993.

Total DoD procurement from U.S. businesses for work performed in the United States during FY 1993 totaled \$116,007 million; \$1,144 million (1.0 percent) less than FY 1992. A comparison of FY 1993 totals show a decrease in the Major Hard Goods Category, with a relatively slight increase in Services and All Other Categories. The largest

decreases in the procurement programs were in Missile and Space Systems, \$969 million; Airframes and Related Assemblies and Spares, \$642 million; and Ammunition, \$570 million.

The programs with the largest increases were Ships, \$751 million; Construction, \$540 million; and Petroleum, \$369 million.

Chart III shows awards to all businesses and percent distribution to small businesses by procurement program for FY 1993 and FY 1992.

TABLE 5
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1993 - FY 1992 ^{A/}

(AMOUNTS IN THOUSANDS)

PROCUREMENT PROGRAM	October 1992 - September 1993				October 1991 - September 1992			
	T O T A L		SMALL BUSINESS		T O T A L		SMALL BUSINESS	
	Amount (1)	% (2)	Amount (3)	% (4)	Amount (1)	% (2)	Amount (3)	% (4)
TOTAL /C	\$138,307,134				\$136,296,711			
INTERAGENCY/FMS	12,863,802				9,576,847			
FOR WORK OUTSIDE U. S. D/	5,826,463				5,941,341			
EDUCATIONAL + NON-PROFIT INSTITUTIONS	3,443,799				3,438,236			
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	116,007,150	100.0	\$24,871,587	100.0	117,150,787	100.0	\$23,988,906	100.0
MAJOR HARD GOODS (SUB-TOTAL)	64,545,052	55.6	5,257,649	21.1	67,052,198	57.2	5,417,521	22.6
AIRCRAFT (SUB-TOTAL)	22,951,997	19.8	931,255	3.7	24,069,254	20.6	832,537	3.5
AIRFRAMES AND RELATED ASSEMBLIES AND SPARES	17,094,222	14.7	327,396	1.3	17,736,382	15.1	292,905	1.2
AIRCRAFT ENGINES AND RELATED SPARES	2,906,119	2.5	176,255	0.7	3,235,148	2.8	173,100	0.7
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	2,951,656	2.5	427,604	1.7	3,097,724	2.6	366,532	1.5
MISSILE AND SPACE SYSTEMS	12,133,067	10.5	773,104	3.1	13,102,239	11.2	792,500	3.3
SHIPS	9,008,798	7.8	914,784	3.7	8,255,915	7.1	1,069,973	4.5
TANK-AUTOMOTIVE (SUB-TOTAL)	2,354,113	2.0	344,194	1.4	2,724,878	2.3	427,519	1.8
COMBAT VEHICLES	1,121,640	1.0	126,237	0.5	1,251,569	1.1	198,367	0.8
NON-COMBAT VEHICLES	1,232,473	1.1	217,957	0.9	1,473,308	1.3	229,151	1.0
WEAPONS	1,210,560	1.0	185,047	0.7	1,418,550	1.2	185,731	0.8
AMMUNITION	2,676,436	2.3	341,837	1.4	3,245,950	2.8	386,706	1.6
ELECTRONICS AND COMMUNICATION EQUIPMENT	14,212,080	12.3	1,787,427	7.2	14,235,413	12.2	1,722,555	7.2
SERVICES	17,514,588	15.1	4,709,237	18.9	17,330,305	14.8	4,419,784	18.4
ALL OTHER (SUB-TOTAL)	33,947,511	29.3	14,904,801	59.9	32,768,284	28.0	14,151,600	59.0
SUBSISTENCE	1,741,204	1.5	464,125	1.9	1,497,948	1.3	415,161	1.7
TEXTILES, CLOTHING AND EQUIPAGE	573,910	0.5	342,344	1.4	646,719	0.6	332,796	1.4
FUELS + LUBRICANTS (SUB-TOTAL)	3,203,700	2.8	1,157,698	4.7	2,767,897	2.4	835,273	3.5
PETROLEUM	3,018,538	2.6	1,030,148	4.1	2,649,337	2.3	736,510	3.1
OTHER FUELS + LUBRICANTS	163,025	0.1	119,225	0.5	97,046	0.1	77,411	0.3
SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	22,137	*	8,325	*	21,514	*	21,352	0.1
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	7,500,406	6.5	2,128,909	8.6	7,441,649	6.4	2,001,855	8.3
BUILDING SUPPLIES	67,739	0.1	33,028	0.1	60,865	0.1	16,569	0.1
TRANSPORTATION EQUIPMENT	201,481	0.2	76,493	0.3	244,195	0.2	117,587	0.5
PRODUCTION EQUIPMENT	35,354	*	14,106	0.1	21,970	*	10,195	*
CONSTRUCTION EQUIPMENT	301,605	0.3	46,740	0.2	379,908	0.3	57,786	0.2
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	32,642	*	18,331	0.1	28,106	*	15,537	0.1
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	69,700	0.1	42,086	0.2	66,848	0.1	43,527	0.2
MATERIALS HANDLING EQUIPMENT	6,791,417	5.9	1,897,417	7.6	6,639,648	5.7	1,740,621	7.3
ALL OTHER SUPPLIES + EQUIPMENT	8,790,497	7.6	4,315,403	17.4	8,250,531	7.0	4,151,627	17.3
CONSTRUCTIONS	12,137,794	10.5	6,496,322	26.1	12,163,540	10.4	6,414,889	26.7
ALL ACTIONS OF \$25,000 OR LESS								

A/ For definitions and coverage, see notes on coverage.
 B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).
 C/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.
 D/ Includes foreign firms for performance in U.S.
 * Less than 0.05 percent.

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Chart III

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,
by Procurement Program: FY 1993 - 1992

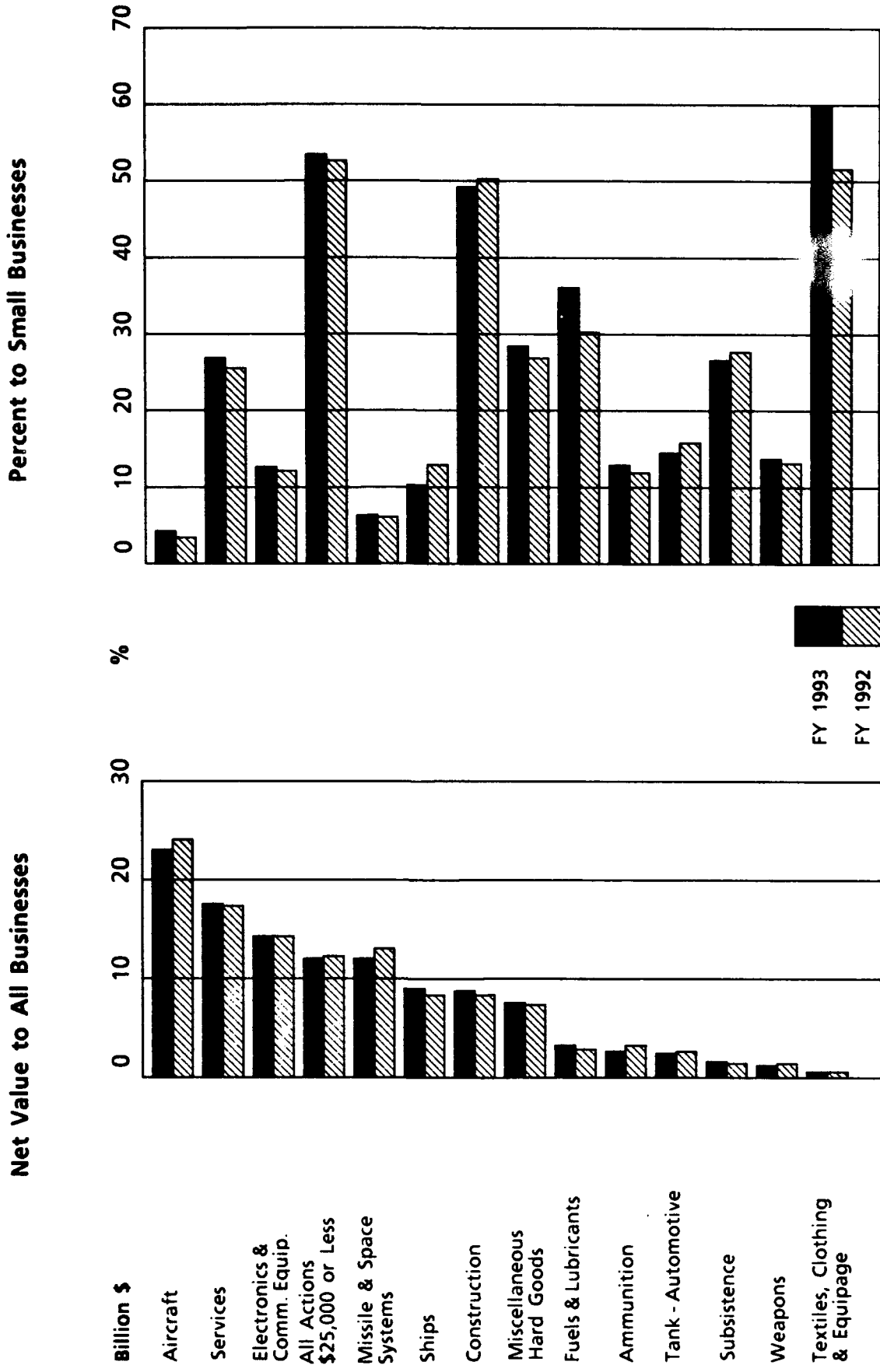


TABLE 6
DoD Prime Contract Awards to All Businesses and to Small Businesses, by Procurement Program: FY 1993 - FY 1989 ^{A/}

PROCUREMENT PROGRAM	NET VALUE (\$000)					PERCENT				
	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY '93	FY '92	FY '91	FY '90	FY '89
TOTAL B/										
INTERAGENCY/FMS	\$138,307,134	\$136,296,711	\$150,855,269	\$144,672,473	\$139,343,457					
FOR WORK OUTSIDE THE U.S. C/	12,863,802	9,576,847	11,947,932	9,964,253	9,579,291					
EDUCATIONAL AND NONPROFIT INSTITUTIONS	5,826,463	5,941,341	9,178,174	7,149,132	6,380,922					
	3,443,799	3,438,236	3,645,617	3,529,523	3,272,473					
BUSINESS FIRMS FOR WORK IN THE U.S.										
BUSINESS FIRMS TOTAL	115,007,150	117,150,787	125,878,379	123,820,831	120,002,855	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	67,052,198	74,127,414	79,120,269	79,917,592	55.6	57.2	58.9	63.9	66.6
Aircraft	22,951,997	24,089,254	23,637,187	23,994,463	24,225,894	19.8	20.5	18.8	19.4	20.2
Missile and Space Systems	12,133,067	13,102,239	16,351,898	17,136,849	18,735,096	10.5	11.2	13.0	13.8	15.6
Ships	9,006,798	8,255,915	9,313,719	10,303,581	9,596,142	7.8	7.0	7.4	8.3	8.0
Tank-Automotive	2,354,113	2,724,878	4,322,993	3,322,970	3,821,233	2.0	3.2	3.4	2.7	3.2
Weapons	1,210,560	1,418,550	1,717,428	1,842,130	1,518,643	1.0	1.2	1.4	1.5	1.3
Ammunition	2,676,436	3,245,950	3,564,703	4,032,453	3,900,238	2.3	2.8	2.8	3.3	3.3
Electronics and Communications Equip.	14,212,080	14,235,413	15,219,506	18,487,823	18,120,546	12.3	12.2	12.1	14.9	15.1
SERVICES	17,514,588	17,330,305	16,937,287	14,637,670	11,708,407	15.1	14.8	13.5	11.8	9.8
ALL OTHER (SUBTOTAL)	33,947,511	32,768,284	34,813,678	30,062,892	28,376,856	29.3	28.0	27.7	24.3	23.6
Substance	1,741,204	1,497,948	2,243,209	1,605,594	1,265,301	1.5	1.3	1.8	1.3	1.1
Textiles, Clothing, and Equipage	3,203,700	2,656,719	1,332,714	744,857	788,577	0.5	0.6	1.1	0.6	0.7
Fuels and Lubricants	7,900,406	7,787,897	7,680,514	3,771,388	3,435,105	6.8	6.4	2.9	3.0	2.9
Miscellaneous Hard Goods	8,790,497	7,484,849	7,820,672	7,955,380	6,995,804	7.5	7.4	6.1	5.7	5.8
Construction	12,137,794	12,163,540	11,586,177	5,757,232	7,435,352	10.5	7.0	6.8	4.6	6.2
All Actions of \$25,000 or Less			11,350,332	11,127,661	8,345,517		10.4	9.0	9.0	7.0
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.										
SMALL BUSINESS TOTAL	24,871,687	23,988,906	25,936,484	23,955,745	22,771,551	21.4	20.5	20.6	19.3	19.0
MAJOR HARD GOODS (SUBTOTAL)	5,257,649	5,417,521	5,788,734	6,102,841	5,688,817	8.1	8.1	7.8	7.7	7.1
Aircraft	931,255	832,537	1,144,071	1,082,380	1,110,770	4.1	3.5	4.8	4.5	4.6
Missile and Space Systems	773,104	792,500	687,450	675,614	702,396	6.4	6.0	4.2	3.9	3.7
Ships	344,194	1,069,973	1,143,097	1,588,697	1,359,858	10.2	13.0	12.3	15.4	14.2
Tank-Automotive	165,047	427,519	602,807	465,825	357,394	14.6	15.7	13.9	14.0	9.4
Weapons	241,837	185,731	204,319	239,634	213,145	13.6	13.1	11.9	13.0	14.0
Ammunition	1,787,427	386,706	301,724	371,300	301,679	12.8	11.9	8.5	9.2	7.7
Electronics and Communications Equip.	4,709,237	1,722,555	1,705,266	1,679,391	1,643,575	12.6	12.1	11.2	9.1	9.1
SERVICES	14,904,801	14,151,600	15,814,085	13,649,970	13,621,574	26.9	25.5	25.6	28.7	29.6
ALL OTHER (SUBTOTAL)	464,125	435,461	1,059,874	591,267	543,449	43.9	43.2	45.4	45.4	48.0
Textiles, Clothing, and Equipage	342,344	332,796	712,912	498,357	606,614	26.7	21.7	47.2	43.1	42.9
Fuels and Lubricants	1,157,698	835,273	911,056	1,053,014	1,152,910	59.7	51.5	53.5	66.6	70.6
Miscellaneous Hard Goods	2,128,909	2,001,855	2,155,036	2,087,270	1,970,878	36.1	30.2	24.8	27.9	33.2
Construction	4,315,403	4,151,627	4,619,850	3,122,523	4,666,353	28.4	26.9	28.3	29.6	28.2
All Actions of \$25,000 or Less	6,496,322	6,414,889	6,355,357	6,199,539	4,681,670	49.1	50.3	53.8	54.2	62.8

A/ For definitions and coverage, see notes on coverage.
 B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table
 C/ Includes foreign concerns with performance in U.S.

Prepared By: *Washington Headquarters Services
 Directorate for Information
 Operations and Reports*

TABLE 6 (concluded)
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1988 - FY 1984 ^{A/}

PROCUREMENT PROGRAM	NET VALUE (\$000)					PERCENT				
	FY 1988	FY 1987	FY 1986	FY 1985	FY 1984	FY '88	FY '87	FY '86	FY '85	FY '84
TOTAL B/	\$151,352,713	\$156,507,586	\$158,829,340	\$163,725,360	\$146,031,610					
INTERAGENCY/FMS	8,919,370	8,808,963	9,883,818	12,398,566	10,098,092					
FOR WORK OUTSIDE THE U.S. C/	8,149,175	8,863,365	9,080,746	8,611,099	8,311,482					
EDUCATIONAL AND NONPROFIT INSTITUTIONS	3,469,352	3,494,958	3,367,718	3,129,061	2,709,888					
BUSINESS FIRMS TOTAL	130,814,816	135,340,300	136,497,058	139,586,634	124,912,148	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	85,856,512	92,015,159	92,822,136	98,144,846	86,315,326	65.6	68.7	68.0	70.2	69.1
Aircraft	24,978,326	27,583,591	32,267,221	34,578,560	29,224,550	19.1	20.5	23.6	24.8	23.4
Missile and Space Systems	19,693,960	19,761,884	18,355,607	18,661,898	16,563,293	15.1	14.6	14.2	13.4	13.3
Ships	13,716,250	11,474,728	9,242,931	10,108,383	4,593,741	10.5	8.5	9.9	7.5	7.5
Tank-Automotive	3,927,925	4,853,662	5,248,526	5,152,256	4,989,563	3.8	3.6	3.8	3.7	4.0
Weapons	1,667,499	2,098,819	2,304,203	2,618,277	2,425,864	1.9	1.6	1.7	1.9	1.9
Ammunition	4,119,334	4,955,004	4,489,985	4,684,833	3,955,411	3.1	3.4	3.3	3.4	3.2
Electronics and Communications Equip.	17,753,289	22,567,471	19,743,183	22,037,658	19,693,514	13.6	16.7	14.5	15.8	15.8
SERVICES	12,029,739	11,044,330	10,447,432	9,125,012	8,478,023	9.2	8.2	7.7	6.5	6.8
ALL OTHER (SUBTOTAL)	32,928,564	31,280,811	33,227,490	32,315,776	30,118,789	25.2	23.1	24.3	23.2	24.1
Subsistence	1,259,007	1,178,445	1,261,358	1,023,603	1,112,171	1.0	0.9	0.9	0.7	0.9
Textiles, Clothing, and Equipage	1,150,449	985,534	1,057,914	1,143,180	1,086,823	0.9	0.7	0.8	0.8	0.9
Fuels and Lubricants	3,292,195	3,037,834	7,235,691	6,307,354	6,325,999	2.5	2.2	5.3	4.5	5.1
Miscellaneous Hard Goods	7,745,382	6,020,944	5,547,986	5,462,732	4,936,668	5.9	4.4	4.1	3.9	4.0
Construction	8,066,574	8,895,666	7,632,728	7,885,620	6,670,617	6.2	6.6	5.6	5.6	5.3
All Actions of \$25,000 or Less	11,414,967	11,162,388	10,491,813	10,493,287	9,986,511	8.7	8.2	7.7	7.5	8.0
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.	25,228,786	26,624,157	26,914,262	26,048,769	23,816,460	19.3	19.7	19.7	18.7	19.1
MAJOR HARD GOODS (SUBTOTAL)	5,854,002	7,145,431	7,481,432	6,801,601	5,854,611	6.8	7.7	8.1	6.9	6.8
Aircraft	1,119,120	1,310,050	1,354,528	1,181,395	996,531	4.5	4.7	4.2	3.4	3.4
Missile and Space Systems	1,659,297	768,294	645,708	1,453,777	426,501	3.3	3.9	3.3	2.4	2.6
Ships	1,199,631	1,475,831	1,499,882	1,298,853	1,217,888	8.7	12.9	15.9	12.5	13.0
Tank-Automotive	394,365	710,468	778,849	921,941	876,436	10.0	14.6	14.8	17.9	17.6
Weapons	235,679	330,176	343,008	252,562	219,236	14.1	15.7	14.9	9.6	9.0
Ammunition	412,887	439,079	617,803	643,163	495,753	10.0	9.6	13.8	13.7	12.5
Electronics and Communications Equip.	1,833,023	2,111,533	2,241,654	2,049,910	1,622,266	10.3	9.4	11.4	9.3	8.2
SERVICES	3,770,752	3,465,667	2,908,988	2,600,109	2,274,420	31.3	31.4	27.8	28.5	26.8
ALL OTHER (SUBTOTAL)	15,604,032	16,013,059	16,523,842	16,647,059	15,687,429	47.4	51.2	49.7	51.5	52.1
Subsistence	500,215	411,720	498,925	423,905	472,776	39.7	34.9	39.6	41.4	42.5
Textiles, Clothing, and Equipage	880,045	740,599	890,877	946,738	814,560	76.5	75.1	82.8	74.9	74.9
Fuels and Lubricants	670,684	857,598	1,899,118	1,699,078	2,095,929	20.4	28.2	26.2	26.9	33.1
Miscellaneous Hard Goods	2,342,794	2,403,778	2,403,778	2,157,975	1,983,006	28.6	38.9	43.3	39.5	40.2
Construction	5,043,326	5,536,190	5,083,109	5,754,887	5,016,617	52.5	62.2	66.6	73.0	75.2
All Actions of \$25,000 or Less	6,295,397	6,124,158	5,748,035	5,664,536	5,304,341	55.2	54.9	54.8	54.0	53.1

Note: Refer to first page of this table for footnotes.

TABLE 6a
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1993 - FY 1992 ^{a/}

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1993							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$116,007,150	\$23,614,026	\$37,241,099	\$34,979,675	\$7,922,547	\$2,457,709	\$9,792,095
	64,545,052	13,389,464	25,556,043	24,688,187	454,647	41,583	415,128
Aircraft	22,951,997	2,054,809	7,920,355	12,853,796	113,067	0	30--
Missile and Space Systems	12,133,967	3,493,855	3,300,212	5,331,682	3,715	177	3,427
Ships	9,006,798	13,144	8,925,149	3,747	52,521	12,237	0
Tank-Automotive	2,354,113	2,098,909	66,259	113,318	75,237	390	0
Weapons	1,210,560	496,296	529,303	180,837	3,567	0	557
Ammunition	2,676,436	1,820,018	277,838	578,443	50	0	86
Electronics and Communications Equip.	14,212,080	3,412,432	4,536,927	5,616,364	206,491	28,778	411,087
SERVICES	17,514,588	4,157,966	5,204,708	3,633,456	207,671	483,993	3,826,794
ALL OTHER (SUBTOTAL)	33,947,511	6,066,596	6,480,347	6,658,032	7,260,229	1,932,133	5,550,173
Subsistence	1,741,204	16,726	12,680	0	982,323	0	729,475
Textiles, Clothing, and Equipage	573,910	24,867	4,393	14,342	530,260	48	0
Fuels and Lubricants	3,203,700	8,314	23,212	11,140	3,160,184	145	705
Miscellaneous Hard Goods	7,500,406	981,633	1,622,757	3,342,333	886,218	100,393	567,072
Construction	8,790,487	3,279,047	2,414,928	1,506,222	18,378	1,557,337	14,587
All Actions of \$25,000 or Less	12,137,794	1,756,009	2,402,378	1,783,995	1,682,866	274,210	4,238,335
FISCAL YEAR 1992							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$117,150,787	\$25,329,791	\$38,235,214	\$33,721,042	\$7,276,938	\$2,722,541	\$9,865,261
	67,052,198	15,759,487	26,324,882	24,060,568	482,987	54,206	370,067
Aircraft	24,069,254	2,860,762	7,268,361	13,797,218	141,634	973	307
Missile and Space Systems	13,102,239	3,765,675	4,715,925	4,606,526	4,780	0	9,333
Ships	8,255,915	22,604	8,154,983	914	51,263	25,514	638
Tank-Automotive	2,724,878	2,458,191	48,307	147,188	70,724	119	348
Weapons	1,418,550	792,078	459,010	162,547	4,478	0	37
Ammunition	3,245,950	2,764,969	163,975	316,583	285	0	138
Electronics and Communications Equip.	14,235,413	3,095,208	5,514,322	5,029,193	209,823	27,600	359,266
SERVICES	17,330,305	3,942,837	5,197,369	3,618,489	153,805	417,583	4,000,221
ALL OTHER (SUBTOTAL)	32,768,284	5,627,467	6,712,962	6,041,986	6,640,145	2,250,751	5,494,972
Subsistence	1,497,948	21,515	13,761	3,306	831,255	0	628,111
Textiles, Clothing, and Equipage	646,719	111,075	12,990	993	521,534	126	0
Fuels and Lubricants	2,767,897	21,674	12,032	10,266	2,723,151	774	0
Miscellaneous Hard Goods	7,441,649	1,069,841	1,644,289	3,048,103	1,050,117	156,161	473,137
Construction	8,250,531	2,723,456	2,472,934	1,159,842	21,999	1,851,947	20,352
All Actions of \$25,000 or Less	12,163,540	1,679,905	2,556,956	1,819,476	1,492,088	241,743	4,373,372

^{a/} For definitions and coverage, see notes on coverage.
 B/ Excludes foreign concerns with performance in U.S.

TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1991 - FY 1990 A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1991							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$125,878,379	\$29,611,843	\$39,609,593	\$40,348,615	\$10,606,024	\$2,232,969	\$3,469,335
MAJOR HARD GOODS (SUBTOTAL)	74,127,414	18,221,687	27,504,046	27,312,316	721,053	48,260	320,052
Aircraft	23,637,167	3,002,400	6,610,974	13,800,630	221,505	1,332	326
Missile and Space Systems	16,351,898	4,241,630	4,927,470	7,168,130	9,701	0	4,967
Ships	9,313,719	18,212	9,183,830	5,696	90,862	14,938	181
Tank-Automotive	4,322,993	4,073,012	49,870	105,435	94,414	262	0
Weapons	1,717,428	809,755	687,598	205,920	12,658	0	1,497
Ammunition	3,564,703	2,920,805	527,349	101,634	14,855	0	0
Electronics and Communications Equip.	15,219,566	3,155,873	5,516,955	5,924,811	277,058	31,728	313,081
SERVICES	16,937,287	3,888,850	5,101,958	4,907,696	119,230	320,810	2,618,743
ALL OTHER (SUBTOTAL)	34,813,678	7,521,306	7,003,589	8,128,603	9,765,741	1,863,899	530,540
Subsistence	2,243,209	129,461	52,892	71,021	1,989,835	0	0
Textiles, Clothing, and Equipage	1,332,714	161,819	21,169	21,468	1,127,546	712	0
Fuels and Lubricants	3,680,514	8,502	24,543	11,122	3,635,462	212	673
Miscellaneous Hard Goods	7,620,672	1,225,889	1,535,277	2,978,784	1,425,187	101,584	353,951
Construction	8,586,177	2,931,580	2,716,943	1,343,749	1,425,187	1,493,248	13,353
All Actions of \$25,000 or Less	11,350,392	3,004,055	2,652,765	3,702,459	1,560,447	268,143	162,523
FISCAL YEAR 1990							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$123,820,831	\$28,168,596	\$41,719,587	\$39,038,697	\$9,303,034	\$2,018,306	\$3,572,611
MAJOR HARD GOODS (SUBTOTAL)	79,120,269	19,026,924	30,659,526	28,329,653	593,367	22,163	488,636
Aircraft	23,994,463	3,788,506	7,458,794	12,549,506	197,578	105	26-
Missile and Space Systems	17,136,849	3,784,674	4,954,980	8,383,419	7,498	0	6,278
Ships	10,303,581	14,825	10,208,678	8,266	58,856	11,826	0
Tank-Automotive	3,322,970	3,134,847	7,709	130,250	50,370	144	150-
Weapons	1,842,130	1,022,849	547,984	265,304	6,193	0	0
Ammunition	4,032,453	3,129,863	847,804	55,739	193	0	1,166-
Electronics and Communications Equip.	18,487,823	4,151,660	6,633,577	6,936,119	272,679	10,088	483,700
SERVICES	14,637,670	3,193,190	5,034,324	3,344,751	167,953	309,742	2,587,710
ALL OTHER (SUBTOTAL)	30,062,892	5,948,482	6,025,737	7,364,293	8,541,714	1,686,401	496,265
Subsistence	1,605,594	122,661	54,628	42,108	1,386,269	0	72-
Textiles, Clothing, and Equipage	744,857	27,288	13,574	45,510	657,592	286	607
Fuels and Lubricants	3,771,398	12,923	6,093	8,102	3,742,871	1,038	351
Miscellaneous Hard Goods	7,056,160	1,083,754	1,734,624	2,560,900	1,217,261	103,982	355,599
Construction	5,757,232	1,729,667	1,746,583	1,401,456	1,355,308	1,355,308	12,354
All Actions of \$25,000 or Less	11,127,661	2,972,179	2,470,235	3,806,177	1,525,857	225,787	127,426

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1989 - FY 1988 A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1989							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$120,002,855	\$27,442,067	\$42,175,722	\$36,949,414	\$9,177,392	\$1,434,248	\$2,824,012
MAJOR HARD GOODS (SUBTOTAL)	79,917,592	19,529,244	31,562,078	27,833,633	592,937	23,226	376,474
Aircraft	24,225,694	3,077,892	8,428,859	12,529,613	189,372	0	42-
Missile and Space Systems	18,735,096	4,198,865	6,355,037	8,174,870	5,744	0	580
Ships	9,586,142	67,111	9,423,005	121,988	98,755	5,382	0
Tank-Automotive	3,821,233	3,637,802	10,211	286,583	50,893	86	198
Weapons	1,518,643	2,885,067	567,251	286,583	7,041	0	281-
Ammunition	3,900,238	2,885,067	567,251	286,583	86	0	0
Electronics and Communications Equip.	18,120,546	5,003,681	5,829,349	6,653,674	240,046	17,777	376,019
SERVICES	11,708,407	2,646,796	3,754,449	2,782,163	314,840	170,020	2,040,139
ALL OTHER (SUBTOTAL)	28,376,856	5,266,027	6,859,195	6,333,618	8,269,615	1,241,002	407,399
Subsistence	1,265,301	74,546	25,816	44,532	1,120,407	0	0
Textiles, Clothing, and Equipage	859,577	16,714	7,312	15,127	820,424	0	0
Fuels and Lubricants	3,475,105	77,967	3,878	8,904	3,382,076	609	671
Miscellaneous Hard Goods	6,993,804	1,003,824	1,816,954	2,845,284	1,145,860	78,198	305,814
Construction	7,435,552	2,646,382	2,849,501	1,069,560	20,573	1,069,869	9,457
All Actions of \$25,000 or Less	8,345,517	1,476,584	2,555,734	2,349,241	1,780,175	92,326	91,457
FISCAL YEAR 1988							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$130,814,816	\$27,534,472	\$50,053,675	\$39,600,915	\$9,243,680	\$2,034,804	\$2,347,270
MAJOR HARD GOODS (SUBTOTAL)	85,856,513	17,682,974	38,136,526	28,879,158	607,607	25,464	524,784
Aircraft	24,978,326	2,863,794	9,325,897	12,642,371	146,264	0	0
Missile and Space Systems	19,693,980	3,948,705	7,230,739	8,503,094	8,259	0	3,183
Ships	13,716,230	30,758	13,573,711	1,069	99,113	11,579	0
Tank-Automotive	3,927,925	3,788,864	12,481	86,355	39,647	549	29
Weapons	1,667,409	680,001	649,761	332,720	4,927	0	0
Ammunition	4,119,354	3,245,507	765,768	107,972	107	0	0
Electronics and Communications Equip.	17,753,289	3,125,345	6,578,169	7,205,577	309,290	13,336	521,572
SERVICES	12,029,739	2,786,069	4,193,941	3,096,806	165,291	247,898	1,539,734
ALL OTHER (SUBTOTAL)	32,928,564	7,065,429	7,723,208	7,624,951	8,470,782	1,761,442	282,752
Subsistence	1,259,007	86,375	53,120	38,767	1,080,745	0	0
Textiles, Clothing, and Equipage	1,150,449	41,025	14,386	37,815	1,057,188	0	35
Fuels and Lubricants	3,292,185	19,297	16,394	18,140	3,238,326	28	0
Miscellaneous Hard Goods	7,745,382	1,095,943	1,769,957	3,403,603	1,273,632	102,225	100,022
Construction	8,066,574	2,888,310	2,709,382	1,006,915	16,675	1,434,275	11,017
All Actions of \$25,000 or Less	11,414,967	2,934,479	3,159,969	3,119,711	1,804,216	224,914	171,678

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1987 - FY 1986 R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1987							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$135,340,300	\$31,003,105	\$48,943,978	\$40,614,762	\$9,232,111	\$1,859,034	\$3,687,310
MAJOR HARD GOODS (SUBTOTAL)	93,015,159	20,508,494	38,071,081	32,042,970	611,982	37,859	1,742,773
Aircraft	27,683,991	3,366,735	9,770,721	14,824,755	121,780	0	0
Missile and Space Systems	19,781,484	3,827,817	7,415,709	8,535,161	2,569	0	228
Ships	11,474,728	69,401	11,306,744	4,616	67,703	26,264	0
Tank-Automotive	4,853,662	4,674,628	38,175	72,582	67,162	888	227
Weapons	2,098,819	699,746	1,033,839	361,858	3,376	0	0
Ammunition	4,555,004	3,544,326	528,613	482,065	0	0	0
Electronics and Communications Equip.	22,567,471	4,325,841	7,977,280	8,161,933	349,392	10,707	1,742,318
SERVICES	11,044,330	2,688,426	3,516,622	2,886,879	140,218	220,612	1,591,573
ALL OTHER (SUBTOTAL)	31,280,811	7,806,185	7,356,275	5,684,913	8,479,911	1,600,563	352,964
Subsistence	1,178,445	87,218	32,720	42,573	1,015,794	140	0
Textiles, Clothing, and Equipage	985,534	33,531	39,608	29,996	882,016	69	314
Fuels and Lubricants	3,037,834	54,106	12,869	38,920	2,930,633	438	868
Miscellaneous Hard Goods	6,020,944	1,165,583	1,697,768	1,440,183	1,774,270	87,809	155,331
Construction	8,895,666	3,435,987	2,784,323	1,335,576	9,965	1,292,304	37,511
All Actions of \$25,000 or Less	11,162,388	3,029,760	2,788,987	3,097,665	1,867,233	219,803	158,940
FISCAL YEAR 1986							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$136,497,058	\$31,438,981	\$44,232,292	\$41,736,732	\$13,503,225	\$1,588,353	\$3,997,475
MAJOR HARD GOODS (SUBTOTAL)	92,822,136	21,195,883	35,026,392	34,057,663	640,790	15,833	1,885,575
Aircraft	32,267,221	3,616,372	10,187,117	18,368,607	95,125	0	0
Missile and Space Systems	19,355,707	4,786,892	7,165,467	7,389,685	2,813	0	10,850
Ships	9,412,931	65,707	9,269,915	1,228	64,693	11,388	0
Tank-Automotive	5,248,826	5,031,299	27,728	116,855	71,664	1,050	330
Weapons	2,304,203	915,705	1,009,322	374,482	4,621	0	73
Ammunition	4,489,565	3,180,970	598,486	712,426	0	0	45
Electronics and Communications Equip.	19,783,183	3,598,938	6,770,357	7,094,380	401,836	3,395	1,874,277
SERVICES	10,447,432	2,353,749	2,978,639	2,989,707	128,021	172,890	1,824,426
ALL OTHER (SUBTOTAL)	33,227,490	7,889,349	6,227,261	4,689,362	12,734,414	1,399,630	287,474
Subsistence	1,261,358	85,378	52,630	28,976	1,094,374	0	0
Textiles, Clothing, and Equipage	1,057,914	52,883	12,780	29,861	961,973	58	359
Fuels and Lubricants	7,235,591	44,025	23,417	45,881	7,121,234	1,017	117
Miscellaneous Hard Goods	5,547,986	1,072,406	1,515,104	1,060,027	1,728,264	60,421	111,764
Construction	7,632,728	3,818,210	1,877,568	785,756	7,196	1,124,063	19,835
All Actions of \$25,000 or Less	10,491,813	2,816,447	2,745,662	2,738,861	1,821,373	214,071	155,399

Note: Refer to first page of this table for footnotes.

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TABLE 6a (concluded)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1985 - FY 1984 R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1985							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ MAJOR HARD GOODS (SUBTOTAL)	\$139,586,634 98,144,846	\$31,192,491 21,528,199	\$45,656,475 36,609,846	\$45,468,686 37,660,685	\$12,189,521 590,188	\$1,624,135 31,148	\$3,455,326 1,724,780
Aircraft	34,579,580	3,728,610	10,203,015	20,559,971	87,984	0	0
Missile and Space Systems	18,667,899	3,720,210	6,613,693	8,329,883	2,283	0	1,870
Ships	10,404,343	56,846	10,270,641	211	55,846	20,799	0
Tank-Automotive	5,152,256	4,954,620	38,860	99,896	56,900	1,440	540
Weapons	2,618,277	1,243,399	1,098,152	272,267	4,459	0	0
Ammunition	4,684,833	4,021,313	583,472	80,003	45	0	0
Electronics and Communications Equip.	22,037,658	3,803,201	7,802,013	8,318,454	382,711	8,909	1,722,370
SERVICES	9,126,012	1,963,579	2,624,695	2,800,418	121,830	129,279	1,486,211
ALL OTHER (SUBTOTAL)	32,315,776	7,700,713	6,421,934	5,007,583	11,477,503	1,463,708	244,335
Substance	1,023,603	92,041	32,243	27,823	871,486	0	0
Textiles, Clothing, and Equipage	1,183,180	62,494	16,158	42,428	1,021,985	115	0
Fuels and Lubricants	6,307,354	35,171	20,061	60,054	6,189,643	1,193	1,232
Miscellaneous Hard Goods	5,482,732	1,305,386	1,469,008	1,137,522	1,385,205	67,045	98,566
Construction	7,885,620	3,427,273	2,237,907	986,060	11,764	1,338,674	23,942
All Actions of \$25,000 or Less	10,493,287	2,778,348	2,646,557	2,753,696	1,997,410	196,681	120,595
FISCAL YEAR 1984							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ MAJOR HARD GOODS (SUBTOTAL)	\$124,912,148 86,315,336	\$27,861,426 19,306,750	\$39,948,244 31,749,771	\$40,506,812 33,236,110	\$11,573,281 513,499	\$1,743,593 22,752	\$3,178,692 1,486,454
Aircraft	29,234,550	3,234,569	8,643,098	17,267,971	88,912	0	0
Missile and Space Systems	16,663,293	3,624,636	5,750,289	7,285,976	1,765	0	627
Ships	9,353,141	23,466	9,222,982	489	88,404	17,800	0
Tank-Automotive	4,989,563	11,377	84,583	58,944	58,944	1,588	230
Weapons	2,425,864	1,312,801	831,516	279,235	2,312	0	0
Ammunition	3,955,411	3,161,247	672,327	121,837	0	0	0
Electronics and Communications Equip.	19,693,514	3,117,190	6,618,182	8,196,019	273,162	3,364	1,485,597
SERVICES	8,478,023	1,736,469	2,634,093	2,454,712	56,799	108,166	1,487,784
ALL OTHER (SUBTOTAL)	30,118,789	6,818,207	5,564,380	4,815,990	11,102,983	1,612,775	204,454
Substance	1,112,171	100,077	42,614	34,254	935,226	0	0
Textiles, Clothing, and Equipage	1,086,823	143,075	26,892	35,018	881,805	0	33
Fuels and Lubricants	6,325,999	31,899	40,212	79,543	6,171,708	2,602	35
Miscellaneous Hard Goods	4,936,668	1,287,800	1,287,800	938,798	1,261,629	91,319	76,746
Construction	6,670,617	2,280,376	1,766,390	973,348	6,509	1,323,486	24,404
All Actions of \$25,000 or Less	9,986,511	2,686,300	2,400,472	2,755,029	1,846,106	195,368	103,236

Note: Refer to first page of this table for footnotes.

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AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percent distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1984 through FY 1993 are shown in Table 7.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government agencies, amounted to \$21,694 million during FY 1993 and accounted for 18.2 percent of all DoD procurement. During FY 1992, the comparable amount was \$21,342 million, which was 17.7 percent of the total awards.

As shown in Table 7, the Department of the Air Force had the largest amount of RDT&E awards in each of the last ten years. RDT&E awards accounted for 80.9 percent of the contracts awarded by the Department of the Air Force to

Educational and Nonprofit Institutions during FY 1993.

Between FY 1984 and FY 1986, the relative share of RDT&E procurement to total procurement remained consistently around 13 or 14 percent. During FY 1987, it rose to 15.5 percent and continued to rise each year through FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards again increased in FY 1992 to 17.7 percent. In FY 1993, the percentage of RDT&E procurement to total procurement reached a ten year high of 18.2 percent.

Contract awards for RDT&E by procurement program are shown for FY 1984 through FY 1993 in Table 8. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

TABLE 7
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1993 - FY 1989 ^{a/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1993		FY 1992		FY 1991		FY 1990		FY 1989	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$22,374,509		\$21,811,684		\$20,981,043		\$22,404,659		\$23,260,820	
INTERAGENCY/FMS	512,009		300,138		212,038		171,345		1,032,050	
FOR WORK OUTSIDE U. S. B/	168,853		170,040		294,980		218,346		192,227	
TOTAL, EXCEPT ABOVE	21,862,500		21,511,546		20,768,005		22,186,313		22,028,593	
Army	4,500,940	18.9	4,952,532	19.0	4,414,420	14.6	3,801,306	13.3	4,205,809	15.1
Navy	4,934,734	13.0	5,035,775	12.9	4,275,209	10.6	5,447,830	12.8	6,333,132	14.7
Air Force	9,760,946	26.8	8,672,620	24.7	9,728,463	23.2	11,073,245	27.1	9,954,085	25.8
Defense Logistics Agency	12,191	0.2	11,067	0.1	7,271	0.1	19,804	0.2	10,495	0.1
Civil Functions	13,655	0.5	12,187	0.4	9,028	0.4	6,583	0.3	5,892	0.4
Other Defense Agencies	2,371,181	23.4	2,654,322	26.1	2,039,634	52.9	1,666,100	42.2	1,527,130	51.2
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,133,946	62.0	2,311,093	67.2	2,556,239	70.1	2,767,494	78.4	2,587,893	79.1
Army	235,536	31.0	209,482	30.0	240,395	37.9	227,245	51.3	280,467	66.4
Navy	551,584	73.9	685,720	79.2	627,252	75.4	656,987	78.5	721,944	75.8
Air Force	1,183,460	80.9	1,139,345	79.9	1,312,733	83.3	1,556,274	87.4	1,432,741	89.3
Defense Logistics Agency	11,434	10.9	11,065	10.2	7,265	3.7	14,873	13.5	8,816	7.7
Civil Functions	5,128	18.9	5,191	22.3	3,813	18.1	3,308	12.5	2,716	14.1
Other Defense Agencies	146,805	42.7	260,290	82.4	364,781	94.2	308,802	93.0	141,209	88.7
BUSINESS FIRMS FOR WORK IN THE U.S.	19,559,701	15.9	19,030,112	15.2	17,917,786	14.2	19,247,474	15.5	19,448,650	15.2
Army	4,365,404	18.5	4,745,050	18.7	4,174,025	14.1	3,574,061	12.7	3,925,342	14.3
Navy	4,383,150	11.8	4,350,055	11.4	3,647,957	9.2	4,790,843	11.5	5,611,188	13.3
Air Force	8,577,486	24.5	7,533,275	22.3	8,415,730	20.9	9,516,866	24.4	8,521,344	23.1
Defense Logistics Agency	758	*	2	*	6	*	4,931	0.1	1,679	*
Civil Functions	8,527	0.3	6,997	0.3	5,215	0.2	3,375	0.2	3,176	0.2
Other Defense Agencies	2,224,376	22.7	2,394,033	24.3	1,674,853	48.3	1,357,298	37.5	1,385,921	49.1
SMALL BUSINESS FIRMS	2,273,685	9.2	1,941,439	8.1	1,652,391	6.4	1,730,988	7.2	1,456,510	6.4
Army	750,983	11.7	696,965	11.4	553,793	8.2	487,134	8.4	400,324	7.8
Navy	580,889	8.1	510,043	6.7	470,054	6.0	533,847	7.0	435,721	5.7
Air Force	632,389	11.9	462,107	9.9	432,625	8.1	493,277	9.5	471,549	10.3
Defense Logistics Agency	8	*	2	*	6	*	2,434	0.1	585	*
Civil Functions	6,738	0.7	6,067	0.6	4,403	0.5	2,541	0.3	2,915	0.4
Other Defense Agencies	307,678	20.3	268,255	17.0	191,510	28.0	211,795	34.9	145,416	32.1

a/ For definitions and coverage, see notes on coverage.
b/ Includes foreign firms for performance in U.S.
* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

TABLE 7 (concluded)
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1988 - FY 1984 ^{R/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1988		FY 1987		FY 1986		FY 1985		FY 1984	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$22,601,657		\$21,867,373		\$19,866,651		\$18,995,920		\$18,343,949	
INTERAGENCY/FMS	166,028		150,594		118,810		132,146		509,159	
FOR WORK OUTSIDE U. S. B/	167,745		200,688		181,611		124,636		47,400	
TOTAL, EXCEPT ABOVE	22,267,884	15.6	21,516,091	15.5	19,566,230	14.0	18,739,138	13.1	17,787,390	13.9
Army	3,296,264	11.8	3,164,453	10.1	2,841,728	8.9	2,410,122	7.6	2,125,481	7.5
Navy	6,466,585	12.6	7,366,012	14.7	7,296,119	15.1	5,518,112	14.0	5,662,206	13.8
Air Force	11,727,087	28.5	9,852,135	23.3	8,276,587	18.2	8,720,889	18.5	9,185,425	22.0
Defense Logistics Agency	30,135	0.3	39,551	0.4	19,292	0.1	25,937	0.2	11,546	0.1
Civil Functions	5,389	0.3	3,585	0.2	2,693	0.2	550	*	230	*
Other Defense Agencies	742,314	29.8	1,090,245	28.0	1,140,811	27.2	1,062,438	29.2	801,502	24.1
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,747,010	79.2	2,709,218	77.5	2,616,458	77.7	2,462,973	78.7	2,122,599	78.3
Army	267,306	60.7	283,469	59.8	258,140	59.1	228,339	56.7	181,792	53.0
Navy	947,976	83.0	888,986	82.2	985,425	85.6	954,591	89.0	830,111	86.0
Air Force	1,395,297	86.4	1,355,845	85.0	1,217,643	84.0	1,123,151	84.5	994,797	85.3
Defense Logistics Agency	20,603	23.2	23,493	23.5	6,880	7.6	9,475	11.5	11,546	19.2
Civil Functions	1,507	3.6	1,676	5.1	669	1.6	168	0.3	122	0.3
Other Defense Agencies	114,321	80.6	155,739	73.3	147,701	74.7	147,249	81.6	104,231	79.8
BUSINESS FIRMS FOR WORK IN THE U. S.	19,520,874	14.9	18,806,873	13.9	16,949,772	12.4	16,276,165	11.7	15,664,791	12.5
Army	3,028,958	11.0	2,880,984	9.3	2,583,588	8.2	2,181,783	7.0	1,943,689	7.0
Navy	5,518,709	11.0	6,477,016	13.2	6,300,594	14.2	5,564,581	12.2	4,822,095	12.1
Air Force	10,331,800	26.1	8,496,290	20.9	7,058,944	16.9	7,597,738	16.7	8,191,628	20.2
Defense Logistics Agency	6,322	0.1	16,058	0.2	11,812	0.1	16,522	0.1	0	0.0
Civil Functions	3,882	0.2	2,049	0.1	2,024	0.1	352	*	108	*
Other Defense Agencies	627,993	26.8	934,506	25.3	993,110	24.8	915,189	26.5	697,271	21.9
SMALL BUSINESS FIRMS	1,446,030	5.7	1,488,073	5.6	1,263,937	4.7	1,187,546	4.6	915,116	3.8
Army	425,352	6.6	445,496	5.9	363,852	4.8	323,785	4.2	275,505	4.1
Navy	416,125	5.1	349,305	4.5	303,750	4.1	282,593	4.0	184,729	3.0
Air Force	457,490	8.9	474,427	8.8	403,463	8.3	400,629	8.5	295,156	6.8
Defense Logistics Agency	0	0.0	4,877	0.1	1,817	*	14,785	0.3	0	0.0
Civil Functions	2,951	0.3	1,585	0.2	1,492	0.2	176	*	40	*
Other Defense Agencies	144,112	30.6	212,383	27.1	189,563	30.2	165,578	29.8	159,686	29.9

NOTE: Refer to first page of this table for footnotes.

TABLE 8
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Procurement Program: FY 1993 - FY 1984 ^{a/}

PROCUREMENT PROGRAM	NET VALUE (\$000)						PERCENT					
	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY '93	FY '92	FY '91	FY '90	FY '89		
TOTAL	\$22,374,509	\$21,811,684	\$20,981,043	\$22,404,559	\$23,250,820	16.2	15.0	13.9	15.5	16.7		
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	512,009 168,853 21,693,648	300,138 170,046 21,341,505	212,038 294,580 20,474,025	171,345 218,346 22,014,968	1,032,050 1,926,227 22,036,943	4.0 2.9 18.2	3.1 2.9 17.7	1.8 3.2 15.8	1.7 3.1 17.3	10.8 3.0 17.9		
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,133,946	2,311,093	2,556,239	2,767,494	2,587,893	62.0	67.2	70.1	78.4	79.1		
BUSINESS FIRMS TOTAL	19,559,701	19,030,412	17,917,786	19,247,474	19,448,650	16.9	16.2	14.2	15.5	16.2		
MAJOR HARD GOODS (SUBTOTAL)	14,873,798	14,429,180	14,021,823	15,876,660	16,215,161	23.0	21.5	18.9	20.1	20.3		
Aircraft	5,026,100	3,996,376	3,086,440	4,325,590	3,869,514	21.9	16.6	13.1	18.0	16.0		
Missile and Space Systems	5,135,258	5,073,425	5,958,186	6,006,587	6,152,463	42.3	38.7	36.4	35.1	32.8		
Ships	337,188	518,573	576,534	509,663	687,518	4.4	6.3	6.2	4.9	7.2		
Tank-Automotive	422,620	348,232	459,225	361,382	1,014,217	18.0	12.8	10.6	10.9	26.5		
Weapons	268,301	315,254	315,254	435,052	410,398	22.6	18.9	18.4	23.6	27.0		
Ammunition	370,346	435,989	413,183	682,534	701,172	12.0	13.4	11.6	16.9	17.0		
Electronics and Communications Equip.	3,299,100	3,788,284	3,213,001	3,555,852	3,379,879	23.2	26.6	21.1	19.2	18.7		
SERVICES	3,540,745	3,599,552	2,894,155	2,391,165	2,303,270	20.2	20.8	17.1	15.3	19.7		
ALL OTHER (SUBTOTAL)	1,145,158	1,001,680	1,001,808	979,549	930,219	3.4	3.1	2.9	3.3	3.3		
Subsistence	4,709	11,087	8,381	6,491	3,229	0.8	1.7	0.6	0.9	0.4		
Textiles, Clothing, and Equipage	4,075	3,896	2,957	2,817	2,535	0.1	0.1	0.1	0.1	0.1		
Fuels and Lubricants	1,061,530	915,095	916,072	895,523	876,517	14.2	12.3	12.0	12.7	12.5		
Miscellaneous Hard Goods	74,007	71,490	72,783	74,385	48,603	0.6	0.6	0.6	0.7	0.6		
Construction												
All Actions of \$25,000 or Less												
TOTAL	\$22,601,657	\$21,867,373	\$19,866,651	\$18,995,920	\$18,343,949	14.9	14.0	12.5	11.6	12.6		
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	166,028 167,745 22,267,884	150,594 200,688 21,516,091	118,810 181,611 19,566,230	132,146 124,636 18,729,138	509,159 47,400 17,787,390	1.9 2.1 16.6	1.7 2.3 15.5	1.2 2.0 14.0	1.1 1.4 13.1	5.0 0.6 13.9		
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,747,010	2,709,218	2,616,458	2,462,973	2,122,599	79.2	77.5	77.7	78.7	78.3		
BUSINESS FIRMS TOTAL	19,520,874	18,806,873	16,949,772	16,276,165	15,664,791	14.9	13.9	12.4	11.7	12.5		
MAJOR HARD GOODS (SUBTOTAL)	17,087,446	16,622,898	15,179,229	14,600,815	14,381,018	19.9	17.9	16.4	14.9	16.7		
Aircraft	5,014,945	3,525,937	3,116,087	2,288,048	2,286,443	20.1	12.7	9.7	8.6	7.8		
Missile and Space Systems	6,822,793	6,928,393	5,905,202	6,129,666	6,438,307	34.6	35.0	30.5	32.8	30.6		
Ships	522,383	478,206	624,055	674,761	656,612	3.8	4.2	6.6	6.5	7.0		
Tank-Automotive	194,114	195,818	170,809	130,344	126,141	4.9	4.0	3.3	2.5	2.5		
Weapons	485,791	580,352	710,535	612,291	552,749	29.1	27.7	30.8	23.4	22.8		
Ammunition	469,185	489,439	385,670	322,892	282,894	11.4	10.7	8.6	6.9	7.2		
Electronics and Communications Equip.	3,578,535	4,424,553	4,266,871	4,462,813	4,036,872	20.2	19.6	21.6	20.3	20.5		
SERVICES	1,786,477	1,566,433	1,334,153	1,245,151	998,725	14.9	14.2	12.8	13.6	11.8		
ALL OTHER (SUBTOTAL)	646,951	617,742	436,390	430,199	285,048	2.0	2.0	1.3	1.3	0.9		
Subsistence	357	109	0	0	0	*	*	0.0	0.0	0.0		
Textiles, Clothing, and Equipage	4,379	8,341	8,195	11,078	18,454	0.4	0.8	0.8	1.0	1.7		
Fuels and Lubricants	3,453	10,343	7,449	7,714	5,995	0.1	0.3	0.1	0.1	0.1		
Miscellaneous Hard Goods	593,785	555,105	375,886	360,900	209,175	7.7	9.2	6.8	5.6	4.2		
Construction	225	849	1,802	8,470	50,963	*	*	*	0.1	*		
All Actions of \$25,000 or Less	44,752	42,995	42,058	42,037	50,963	0.4	0.4	0.4	0.4	0.5		

^{a/} For definitions and coverage, see notes on coverage.

^{b/} Includes foreign concerns with performance in U.S.

* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 6.

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AWARDS BY COMPETITION

Awards by Extent of Competed

Procurement

As shown in Table 9, total DoD awards subject to competition during FY 1993 and 1992 totaled \$112,455 million and \$114,544 million, respectively. A breakout of these awards is as follows:

	FY 1993		FY 1992	
	Dollars	Percent	Dollars	Percent
Total	<u>\$112,455</u>	<u>100.0%</u>	<u>\$114,544</u>	<u>100.0%</u>
Competed 1/	73,320	65.2	76,367	66.7
Follow-on	10,384	9.2	8,208	7.2
Not Competed	28,752	25.6	29,969	26.2

Table 9 gives the total for both actions and dollars by reporting Component for each of these categories.

1/ See Glossary of Terms for definition.

Table 10 displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure where applicable. Full and open competition procedures accounted for 76.7 percent of the competed post-CICA awards during FY 1993 compared to 77.0 percent for FY 1992. Actions of \$25,000 or less accounted for 10.1 percent (10.3 percent last year), and other than full and open competition, 13.2 percent (12.7 percent last year).

Solicitation Procedures

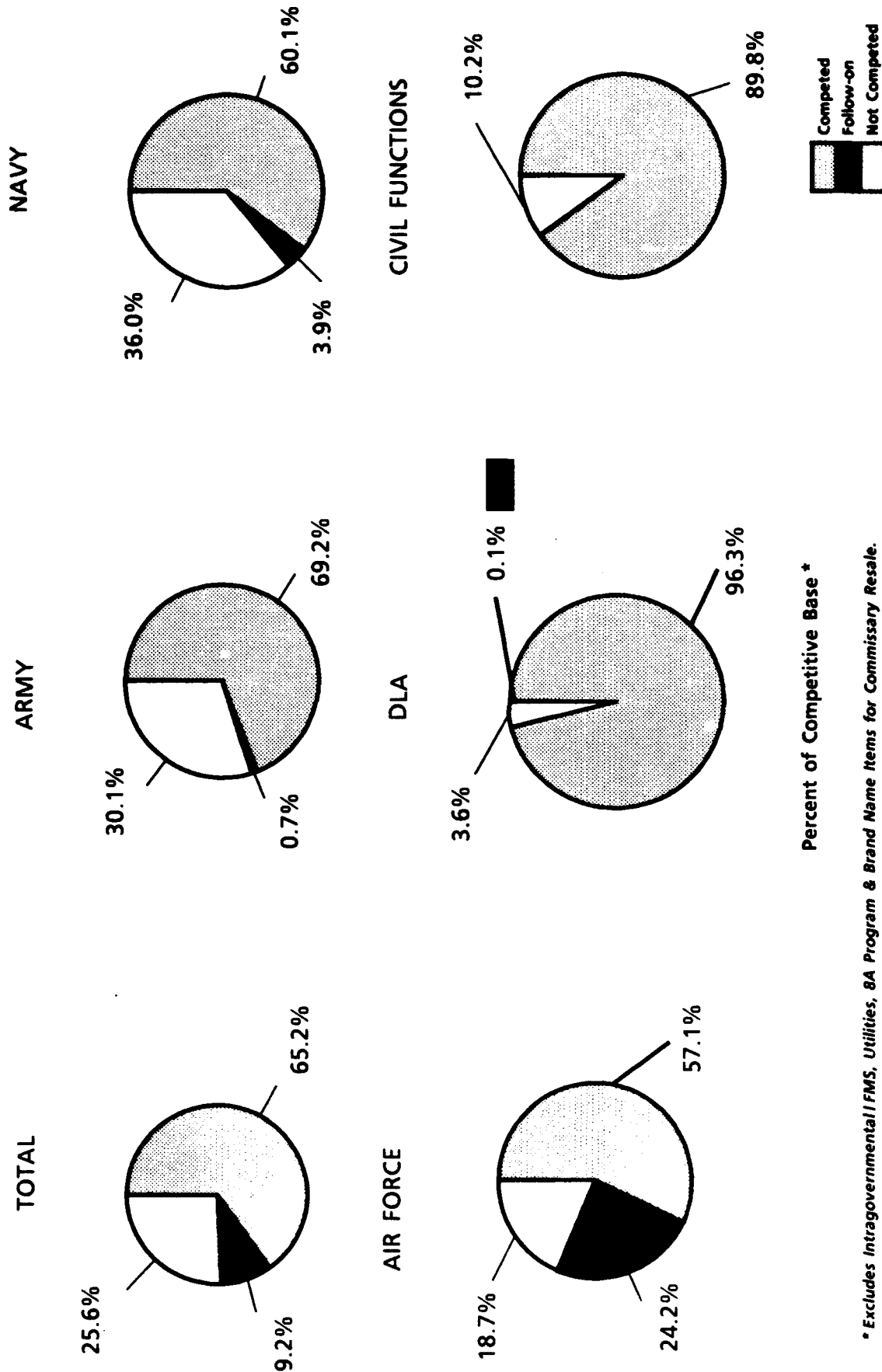
Tables 13 and 14 highlight the dollars and procurement actions respectively for each of the CICA solicitation procedures used by the DoD to procure supplies and services during both FY 1993 and FY 1992. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during FY 1993 amounted to \$138.3 billion, which was a \$2.0 billion increase from FY 1992. Of the FY 1993 total, \$25.0 billion (18.1 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less." Of the remaining \$113.2 billion, 79.5 percent were awarded pursuant to CICA procedures. The "Full & Open Competition" category accounted for \$55.1 billion, or 50.1 percent. The "Other Than Full & Open Competition" category accounted for \$54.8 billion, or 49.9 percent. Similar data are also depicted by DoD component in this table.

Table 14 shows a total of 11,902,807 procurement actions during FY 1993, a slight decrease from the 12,087,325 reported during FY 1992. Distribution by kind of contracting action is also depicted.

Chart IV shows percent distribution of DoD awards by extent of competed procurement according to Defense Component for FY 1993. The Not Competed total percentage for Civil Functions doubled in size from 5.1% during FY 1992 to 10.2% during FY 1993. This increase was caused by emergency procurements due to damage caused by natural disasters.

Chart IV
Percent Distribution of DoD Awards by Extent of Competed Procurement
According to Defense Component: Fiscal Year 1993



* Excludes Intragovernmental / FMS, Utilities, 8A Program & Brand Name Items for Commissary Resale.

TABLE 9
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1993 - FY 1992 ^{A/}

NET VALUE (AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY			NAVY		
	Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
TOTAL	\$138,307,134		\$136,296,711		\$31,294,657		\$30,888,976		\$41,560,800		\$43,155,918	
INTRA-AGENCY/FMS C/	\$10,601,924		\$7,068,235		\$4,224,299		\$2,086,689		\$1,807,001		\$1,891,327	
TOTAL, EXCEPT INTRA/FMS	\$127,705,210		\$129,228,476		\$27,070,358		\$28,802,286		\$39,753,799		\$41,264,591	
EXCLUSIONS D/	\$15,250,106		\$14,683,999		\$2,541,038		\$2,343,480		\$3,560,837		\$3,411,577	
TOTAL, EXCEPT EXCLUSIONS	\$112,455,104	100.0	\$114,544,477	100.0	\$24,529,320	100.0	\$26,458,807	100.0	\$36,192,962	100.0	\$37,853,013	100.0
COMPETED E/	\$73,319,534	65.2	\$76,366,723	66.7	\$16,975,775	69.2	\$16,908,594	63.9	\$21,750,589	60.1	\$22,872,623	60.4
FOLLOW-ON	\$10,383,755	9.2	\$8,208,312	7.2	\$180,846	0.7	\$349,288	1.3	\$1,408,672	3.9	\$1,476,769	3.9
NOT COMPETED	\$28,751,815	25.6	\$29,969,442	26.2	\$7,372,698	30.1	\$9,200,925	34.8	\$13,033,701	36.0	\$13,503,621	35.7

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS		
	Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
TOTAL	\$42,708,182		\$40,523,069		\$9,772,618		\$8,489,729		\$2,559,773		\$2,817,972	
INTRA-AGENCY/FMS C/	\$4,421,450		\$2,978,234		\$134,744		\$96,840		\$7,858		\$4,143	
TOTAL, EXCEPT INTRA/FMS	\$38,286,731		\$37,544,835		\$9,637,874		\$8,392,890		\$2,551,915		\$2,813,829	
EXCLUSIONS D/	\$2,664,820		\$2,562,643		\$1,491,446		\$1,259,547		\$161,335		\$139,759	
TOTAL, EXCEPT EXCLUSIONS	\$35,621,911	100.0	\$34,982,191	100.0	\$8,146,428	100.0	\$7,133,343	100.0	\$2,390,579	100.0	\$2,674,070	100.0
COMPETED E/	\$20,344,163	57.1	\$22,947,787	65.6	\$7,845,220	96.3	\$5,860,339	96.2	\$2,147,336	89.8	\$2,537,198	94.9
FOLLOW-ON	\$8,616,815	24.2	\$6,260,464	17.9	\$5,040	0.1	\$13,672	0.2	\$39	*	\$442	*
NOT COMPETED	\$6,660,933	18.7	\$5,773,940	16.5	\$296,168	3.6	\$259,332	3.6	\$243,205	10.2	\$136,430	5.1

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards not included elsewhere in this table.

C/ Includes pre-CICA (SRA) schedule awards and actions with other Federal Agencies.

D/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale, and actions with another Federal Agency.

E/ Includes Federal Schedule awards.

* Less than 0.05 percent.

Prepared By: Washington Headquarters Services
 Directorate for Information
 Operations and Reports

TABLE 9 (concluded)
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1993 - FY 1992 ^{A/}

NUMBER OF PROCUREMENT ACTIONS

EXTENT OF COMPLETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
TOTAL	11,902,807			12,087,325			2,251,936			2,382,633			2,201,330			2,296,509		
INTRA-AGENCY/FMS C/	74,380			51,629			14,188			11,298			12,732			11,382		
TOTAL, EXCEPT INTRA/FMS	11,828,427			12,025,696			2,237,748			2,371,335			2,188,598			2,285,127		
EXCLUSIONS D/	6,220,073			5,820,032			1,122,186			1,149,598			1,168,288			1,162,094		
TOTAL, EXCEPT EXCLUSIONS	5,608,354	100.0		6,205,664	100.0		1,115,562	100.0		1,221,737	100.0		1,020,310	100.0		1,123,033	100.0	
COMPETED E/	5,106,837	91.1		5,662,071	91.2		1,025,918	92.0		1,091,625	89.4		816,850	80.1		882,498	78.6	
FOLLOW-ON	3,907	0.1		4,674	0.1		150	*		236	*		565	0.1		759	0.1	
NOT COMPETED	497,610	8.9		538,919	8.7		89,494	8.0		129,876	10.6		202,895	19.9		239,776	21.4	

EXTENT OF COMPLETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
TOTAL	3,011,538			3,137,121			1,227,885			1,165,606			489,652			430,751		
INTRA-AGENCY/FMS C/	8,942			11,230			36,687			26,289			1,687			1,207		
TOTAL, EXCEPT INTRA/FMS	3,002,596			3,125,891			1,191,198			1,139,317			487,965			429,544		
EXCLUSIONS D/	428,569			166,762			784,716			674,623			256,655			235,239		
TOTAL, EXCEPT EXCLUSIONS	2,574,027	100.0		2,959,129	100.0		406,482	100.0		464,694	100.0		231,310	100.0		194,305	100.0	
COMPETED E/	2,501,677	97.2		2,881,489	97.4		381,192	93.8		432,518	93.1		153,717	66.5		146,567	75.4	
FOLLOW-ON	3,027	0.1		3,460	0.1		38	*		90	*		1	*		5	*	
NOT COMPETED	69,323	2.7		74,180	2.5		25,252	6.2		32,086	6.9		77,592	33.5		47,733	24.6	

Note: Refer to first page of this table for footnotes.

TABLE 10
DoD Prime Contract Awards by Solicitation Procedure,
According to Extent of Competed Procurement: FY 1993 - FY 1992 ^{A/}

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS ^{B/}		ADJUSTED TOTAL	
	Oct 92-Sep 93 Amount	Oct 91-Sep 92 Amount	Oct 92-Sep 93 Amount	Oct 91-Sep 92 Amount	Oct 92-Sep 93 Amount	Oct 91-Sep 92 Amount
TOTAL	\$138,307,134	\$136,296,711	\$25,852,030	\$21,752,234	\$112,455,104	\$114,544,477
INTRA-AGENCY/FMS ^{C/}	10,601,924	7,068,235	10,601,924	7,068,235	0	0
TOTAL PRE-CICA AWARDS	3,305,632	5,046,797	664,137	1,032,368	2,641,495	4,014,429
TOTAL POST-CICA AWARDS	124,399,578	124,181,679	14,585,969	13,651,631	109,813,609	110,530,047
Actions of \$25,000 or less	14,471,332	14,742,261	6,283,669	6,302,747	8,187,663	8,439,514
Full & Open Competition ^{D/}	55,079,417	56,324,578	0	0	55,079,417	56,324,578
Sealed Bids	7,195,518	7,404,909	0	0	7,195,518	7,404,909
Competitive Proposal	36,855,605	38,822,001	0	0	36,855,605	38,822,001
Combination	868,567	300,939	0	0	868,567	300,939
Architect-Engineer	1,411,938	893,913	0	0	1,411,938	893,913
Basic Research	932,179	826,935	0	0	932,179	826,935
Multiple Award Schedule	918,705	906,529	0	0	918,705	906,529
Alternate Source -	848,666	1,664,700	0	0	848,666	1,664,700
Reduced Cost	17,668	17,668	0	0	17,668	17,668
Mobilization	816,411	1,643,801	0	0	816,411	1,643,801
Eng/R&D Capability	14,588	19,989	0	0	14,588	19,989
Set Aside	5,048,238	5,514,653	0	0	5,048,238	5,514,653
O/T Full & Open Competition	54,822,678	53,092,260	8,285,799	7,344,555	46,536,879	45,747,704
Only One Source	38,315,880	34,787,270	2,322,546	2,015,928	35,993,334	32,771,342
Unique Source	18,042,246	16,623,261	1,366,693	1,052,974	16,675,554	15,570,288
Follow-on	8,039,373	5,028,483	20,760	20,015	8,018,613	5,008,469
Unsolicited Res Prop	74,445	129,118	5,865	5,865	72,597	123,252
Patent/Data Rights	279,643	209,051	3,361	4,283	276,282	204,769
Utilities	477,359	408,980	464,928	398,342	12,431	10,639
Standardization	1,025	5,072	66	60	959	5,012
Other	11,401,789	12,383,304	464,890	534,390	10,936,899	11,848,914
Urgency	3,043,262	2,909,611	105,021	65,853	2,938,241	2,843,759
Mobilization	4,632,566	6,396,551	165,420	132,344	4,467,146	6,264,206
Essential R&D Capability	1,847,940	1,930,423	988,492	708,231	859,448	1,222,192
International Agreement	297,491	488,392	297,491	329,727	0	158,665
Authorized by Statute ^{E/}	2,980,425	2,821,735	2,980,425	2,821,735	0	0
Authorized Resale	1,362,092	1,239,056	1,362,092	1,239,056	0	0
National Security	2,339,874	2,506,831	62,747	29,132	2,277,128	2,477,699
Public Interest	3,148	12,391	1,566	2,550	1,581	9,841
Otherwise Auth by Statute	26,152	12,580	16,502	4,329	9,650	8,251

A/ For definitions and coverage, see notes on coverage.
B/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale, FMS, and actions with another Federal Agency.
C/ Includes Pre-CICA GSA Schedules and actions with other Federal Agencies.
D/ Includes Federal Schedule awards.
E/ Includes Post-CICA 8(a) program.

TABLE 10 (Concluded)
DoD Prime Contract Awards by Solicitation Procedure,
According to Extent of Competed Procurement: FY 1993 - FY 1992 ^{R/}
 (AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL			COMPETED			FOLLOW ON			NOT COMPETED		
	Oct 92-Sep 93	Oct 91-Sep 92	Amount	Oct 92-Sep 93	Oct 91-Sep 92	%	Oct 92-Sep 93	Oct 91-Sep 92	%	Oct 92-Sep 93	Oct 91-Sep 92	%
	Amount	Amount		Amount	Amount		Amount	Amount		Amount	Amount	
TOTAL	\$112,455,104	\$114,544,477		\$73,319,534	\$76,366,723		\$10,383,755	\$8,208,312		\$28,751,815	\$29,969,442	
INTRAGENCY/FMS C/	0	0		0	0		0	0		0	0	
TOTAL PRE-CICA AWARDS	2,641,495	4,014,429		1,510,827	3,226,892		1,050,805	669,860		79,863	117,677	
TOTAL POST-CICA AWARDS	109,813,609	110,530,047		71,808,707	73,139,831	100.0	9,332,950	7,538,452	100.0	28,671,952	29,851,765	100.0
Actions of \$25,000 or less	8,187,663	8,439,514		7,267,940	7,526,973	10.3	0	0	0.0	919,724	912,541	3.1
Full & Open Competition D/	55,079,417	56,334,578		55,079,417	56,334,578	75.7	0	0	0.0	0	0	0.0
Sealed Bids Proposal	7,195,518	7,404,909		7,195,518	7,404,909	10.1	0	0	0.0	0	0	0.0
Competitive Proposal	36,855,665	38,822,001		36,855,665	38,822,001	51.3	0	0	0.0	0	0	0.0
Competition	868,567	300,939		868,567	300,939	1.2	0	0	0.0	0	0	0.0
Architect-Engineer	1,411,938	893,913		1,411,938	893,913	2.0	0	0	0.0	0	0	0.0
Basic Research	932,179	826,935		932,179	826,935	1.3	0	0	0.0	0	0	0.0
Multiple Award Schedule	918,705	906,529		918,705	906,529	1.3	0	0	0.0	0	0	0.0
Alternate Source -	848,666	1,664,700		848,666	1,664,700	1.2	0	0	0.0	0	0	0.0
Reduced Cost	17,668	17,668		17,668	17,668	*	0	0	0.0	0	0	0.0
Mobilization	816,411	1,643,801		816,411	1,643,801	2.2	0	0	0.0	0	0	0.0
Eng/R&D Capability	14,588	19,989		14,588	19,989	*	0	0	0.0	0	0	0.0
Set Aside	6,048,238	5,514,653		6,048,238	5,514,653	8.4	0	0	0.0	0	0	0.0
O/T Full & Open Competition	46,536,879	45,747,704		46,536,879	45,747,704	13.2	9,330,779	7,538,103	100.0	27,752,096	28,939,143	96.8
Only One Source	35,993,334	32,771,342		4,784,880	3,882,838	5.3	8,785,917	7,133,860	94.6	22,422,536	21,754,643	72.9
Unique Source	16,675,554	15,570,288		1,314,611	902,856	1.2	1,468,793	1,531,514	20.3	13,892,150	13,135,917	44.0
Follow-on	8,018,613	5,608,469		179,336	128,713	0.2	6,499,837	4,104,359	54.4	1,339,381	775,396	2.6
Unsolicited Res. Prop	72,597	123,262		119,994	106,106	*	1,037	3,675	*	70,566	119,472	0.4
Patent/Data Rights	276,282	204,769		8,117	5,840	*	102,250	136,956	1.8	165,915	61,972	0.2
Utilities	12,431	10,639		12,356	10,639	*	0	0	0.0	0	0	0.0
Standardization	5,012	5,012		0	0	*	0	0	0.0	0	0	0.0
Other	10,936,899	11,848,914		3,269,328	2,834,551	3.9	714,001	1,357,108	18.0	6,953,570	7,657,256	25.7
Urgency	2,938,241	2,843,759		948,818	793,524	1.1	413,737	225,537	3.0	1,575,686	1,824,697	6.1
Mobilization	4,467,146	6,264,206		3,262,750	4,262,549	5.8	68,797	30,078	0.4	1,135,599	1,971,579	6.6
Essential R&D Capability	859,448	1,222,192		18,235	19,645	*	13,005	1,411	*	828,208	1,201,136	4.0
International Agreement	0	158,665		0	51,764	0.1	0	136	*	0	106,765	0.4
Authorized by Statute E/	0	0		0	0	0.0	0	0	0.0	0	0	0.0
Authorized Resale	0	0		0	0	0.0	0	0	0.0	0	0	0.0
National Security	2,277,128	2,477,699		434,316	252,404	0.6	49,323	147,081	2.0	1,793,489	2,078,214	7.0
Public Interest	1,581	9,841		5,004	7,733	*	0	0	0.0	3,423	2,108	*
Otherwise Auth by Statute	9,650	8,251		7,347	7,822	*	2,171	349	*	132	81	*

* Less than 0.05 percent.
 NOTE: Refer to first page of this table for footnotes.

TABLE 13
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1993 - FY 1992 A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/				ARMY				NAVY			
	Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	138,307,134	100.0	136,296,711	100.0	31,294,857	100.0	30,888,976	100.0	41,560,800	100.0	43,155,918	100.0
INTERAGENCY/FMS C/	10,601,924	7.7	7,088,235	5.2	4,224,299	13.5	2,086,689	6.8	1,807,001	4.3	1,891,327	4.4
Actions of \$25,000 or Less	14,471,332	10.5	14,742,261	10.8	2,567,699	8.2	2,591,290	8.4	3,042,607	7.3	3,222,610	7.5
Actions(Except FMS)Over \$25,000	113,233,878	81.9	114,486,215	84.0	24,502,659	78.3	26,210,997	84.9	36,711,192	88.3	38,041,981	88.2
PRE-CICA Actions	3,305,632	2.4	5,046,797	3.7	280,389	0.9	288,439	0.9	28,699-	0.1	119,935	0.3
POST-CICA Actions	109,928,246	79.5	109,439,418	80.3	24,222,269	77.4	25,922,558	83.9	36,739,891	88.4	37,922,046	87.9
Full & Open Competition D/	55,079,417	50.1	56,334,578	51.5	13,488,206	55.6	13,033,862	50.3	16,544,471	45.0	16,819,885	44.4
Sealed Bids	7,195,518	6.5	7,454,909	6.8	2,575,216	10.5	2,474,780	9.5	1,901,595	5.2	2,178,014	5.7
Competitive Proposal	36,855,605	33.5	36,822,001	35.5	8,038,485	33.2	8,012,911	30.9	10,709,979	28.1	10,709,625	28.2
Combination	888,567	0.8	300,939	0.3	41,889	0.2	16,764	0.1	713,581	1.9	155,222	0.4
Architect-Engineer	1,411,938	1.3	832,013	0.8	555,922	2.5	310,466	1.2	575,555	1.6	386,481	1.0
Basic Research	932,179	0.8	869,935	0.8	173,120	0.7	132,322	0.7	237,955	0.6	201,003	0.5
Multiple Award Schedule	918,705	0.8	906,529	0.8	231,437	1.0	243,084	0.9	180,263	0.5	234,598	0.6
Alternate Source -	848,866	0.8	1,664,700	1.5	15,842	0.1	104,802	0.4	824,158	2.2	1,544,227	4.1
Reduced Cost	17,668	*	910	*	2,553	*	100,707	0.4	15,146	*	54	*
Mobilization	816,411	0.7	1,643,801	1.5	10,328	*	100,707	0.4	806,040	2.2	1,542,994	4.1
Eng/R&D Capability	14,568	*	19,989	*	2,762	*	4,095	*	2,973	*	1,169	*
Set Aside	6,048,238	5.5	5,514,653	5.0	1,796,895	7.4	1,675,683	6.5	1,406,086	3.8	1,413,714	3.7
O/T Full & Open Competition	54,822,678	49.9	53,092,260	48.5	10,754,063	44.4	12,888,696	49.7	20,195,325	55.0	21,102,161	55.6
Only One Source	38,315,880	34.9	34,787,270	31.8	7,122,193	29.4	7,963,293	30.7	15,646,590	42.6	15,333,050	40.4
Unique Source	18,042,246	16.4	16,623,261	15.2	2,659,140	11.0	3,295,654	12.7	12,298,109	33.5	11,093,333	29.3
Follow-on	8,039,373	7.3	5,028,483	4.6	483,510	2.0	240,791	0.9	553,524	1.5	809,586	2.1
Unsolicted Res Prop	74,445	0.1	129,118	0.1	12,975	0.1	18,493	0.1	27,888	0.1	85,488	0.2
Patent/Data Rights	279,643	0.3	209,051	0.2	30,112	0.1	4,910	*	101,958	0.3	22,324	0.1
Utilities	477,359	0.4	408,980	0.4	367,018	1.5	301,806	1.2	101,958	0.3	22,324	0.1
Standardization	1,025	*	5,072	*	35	*	757	*	360	*	1,518	*
Other	11,401,789	10.4	12,383,304	11.3	3,559,403	14.7	4,100,883	15.8	2,664,751	7.3	3,317,438	8.7
Urgency	3,043,262	2.8	2,909,611	2.7	683,660	2.8	904,410	3.5	747,839	2.0	1,085,582	2.9
Mobilization	4,632,566	4.2	6,396,551	5.8	1,417,524	5.9	2,556,606	9.9	2,386,754	6.5	3,060,726	8.1
Essential R&D Capability	1,847,940	1.7	1,930,423	1.8	223,523	0.9	202,424	0.8	454,258	1.2	565,051	1.5
International Agreement	297,491	0.3	498,392	0.4	147,485	0.6	161,651	0.6	116,608	0.3	217,670	0.6
Authorized by Statute E/	2,980,425	2.7	2,821,735	2.6	973,419	4.0	875,461	3.4	827,133	2.3	818,906	2.2
Authorized Resale	1,362,092	1.2	1,239,056	1.1	25	*	25	*	1,295	*	1,161	*
National Security	2,339,874	2.1	2,506,831	2.3	185,664	0.8	219,346	0.8	13,163	*	15,648	*
Public Interest	3,148	*	12,391	*	571	*	5,479	*	1,686	*	4,367	*
Otherwise Auth by Statute	26,152	*	12,580	*	0	0.0			94	*		*

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards not included elsewhere in this table.
 C/ Includes Pre-CICA GSA schedules and actions with another Federal agency.
 D/ Includes post-CICA GSA schedule awards.
 E/ Includes post-CICA 8(a) program.
 * Less than 0.05 percent.

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TABLE 13 (concluded)
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1993 - FY 1992 ^{a/}
 (AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92		Oct 92-Sep 93		Oct 91-Sep 92	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	42,708,182	100.0	40,523,069	100.0	9,772,618	100.0	8,489,729	100.0	2,559,773	100.0	2,817,972	100.0
INTERAGENCY/FWS C/	4,421,450	10.4	2,978,234	7.3	134,744	1.4	96,840	1.1	7,858	0.3	4,143	0.1
Actions of \$25,000 or Less	2,485,168	5.8	2,632,952	6.5	1,763,279	18.0	1,581,438	18.6	315,536	12.3	278,160	9.9
Actions(Except FWS)Over \$25,000	35,801,564	83.8	34,911,883	86.2	7,874,595	80.6	6,811,451	80.2	2,236,379	87.4	2,535,669	90.0
PRE-CICA Actions	3,051,762	7.1	4,617,512	11.4	0	0.0			894	*	12,607	0.4
POST-CICA Actions	32,749,802	76.7	30,294,371	74.8	7,874,595	80.6	6,811,451	80.2	2,235,485	87.3	2,523,062	89.5
Full & Open Competition D/	13,211,005	40.3	14,867,999	49.1	6,209,142	78.9	5,571,348	81.8	1,810,380		2,265,353	89.8
Sealed Bids	1,056,728	3.2	1,880,450	2.9	451,104	5.7	388,332	5.7	1,182,460	52.9	1,453,475	57.6
Competitive Proposal	9,706,119	29.6	11,957,304	39.5	4,688,120	59.7	4,323,052	63.5	280,591	13.0	412,067	16.3
Combination	77,404	0.2	98,642	0.3	4,905	0.1	5,203	0.1	29,458	1.3	11,216	0.7
Architect-Engineer	109,702	0.3	44,535	0.1	1,337	*	919	*	130,163	5.8	151,620	6.0
Basic Research	336,561	1.0	278,614	0.9	1,334	*	919	*	50	*	23	*
Multiple Award Schedule	438,034	1.3	557,131	1.2	16,571	0.2	17,102	0.3	20,230	0.9	20,789	0.8
Alternate Source -	66	*	992	*	0	0.0	806	*	0	0.0		
Reduced Cost	30-	*	846	*	0	0.0			0	0.0		
Mobilization	43	*	100	*	0	0.0	806	*	0	0.0		
Eng/R&D Capability	53	*	47	*	0	0.0			0	0.0		
Set Aside	1,487,391	4.5	1,250,332	4.1	1,036,771	13.2	834,797	12.3	157,428	7.0	210,763	8.4
O/T Full & Open Competition	19,512,740	59.6	15,413,792	50.9	1,665,453	21.1	1,240,103	18.2	425,105	19.0	257,709	10.2
Only One Source	14,324,014	43.7	10,383,960	34.3	270,451	3.4	262,384	3.9	20,121	0.9	20,274	0.8
Unique Source	2,437,459	7.4	1,600,008	5.3	101,523	1.3	119,339	1.8	14,185	0.6	5,165	0.2
Follow-on	6,863,179	21.0	3,873,460	12.8	177	*	7,986	0.1	39	*	533	*
Unolicited Res Prop	10,446	*	12,124	*	0	0.0			65	*	180	*
Patent/Data Rights	124,671	0.4	170,876	0.6	1,568	*	632	*	653	*	226	*
Utilities	105,831	0.3	98,260	0.3	3,554	*	4,282	0.1	957	0.0	3,115	0.1
Standardization	593	*	803	*	37	*	128	*	0	0.0		
Other	4,781,835	14.6	4,628,429	15.3	163,592	2.1	130,017	1.9	4,222	0.2	11,056	0.4
Urgency	748,063	2.3	469,242	1.5	396,148	5.0	124,296	1.8	327,794	14.7	172,759	6.8
Mobilization	599,501	1.8	608,235	2.0	228,709	2.9	170,984	2.5	78	*		
Essential R&D Capability	1,009,728	3.1	998,305	3.3	7,522	0.1	5,070	0.1	0	0.0		
International Agreement	28,999	0.1	107,053	0.4	4,399	0.1	1,988	*	0	0.0		
Authorized by Statute E/	733,151	2.2	680,299	2.2	133,516	1.7	169,244	2.5	77,113	3.4	64,187	2.5
Authorized Resale	2,894	*	7,359	*	624,667	7.9	506,137	7.4	0	0.0		
National Security	2,065,541	6.3	2,157,283	7.1	0	0.0			0	0.0		
Public Interest	849	*	2,055	*	42	*			0	0.0	490	*
Otherwise Auth by Statute	26,057	0.1	12,580	*	0	0.0			0	0.0		

NOTE: Refer to first page of this table for footnotes.

TABLE 14
Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Kind of Contracting Action: FY 1993 - FY 1992 ^{A/}

SOLICITATION PROCEDURE	TOTAL						NEW WORK						DELIVERY ORDERS						MODIFICATIONS					
	Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92			Oct 92-Sep 93			Oct 91-Sep 92		
	Actions	%	%	Actions	%	%	Actions	%	%	Actions	%	%	Actions	%	%	Actions	%	%	Actions	%	%	Actions	%	%
TOTAL	11902807	100.0		12087325	100.0		0						0						0					
INTERAGENCY/FMS B/	74380	0.6		51529	0.5		2097			2253			2521			2799			1482			1523		
Actions of \$25,000 or Less	11587337	97.3		11795023	97.6		0			75394			0			96930			0			57349		
Actions(Except FMS)Over \$25,000	241090	2.0		229673	1.9		71808						111997			3248			57285			1580		
PRE-CICA Actions	3918	*		5628	*		362			800			2373						1183					
POST-CICA Actions	237172	2.0	100.0	224045	1.9	100.0	71446	100.0		74594	100.0		109624	100.0		93682	100.0		56102	100.0		55769	100.0	
Full & Open Competition C/ Sealed Bids Proposal	156085		65.8	154237		68.8	48361		67.7	50982		68.3	68683		62.7	65162		69.6	39041		69.6	38093		68.3
Competitive Proposal	21381		9.0	21484		9.6	11102		15.5	12224		16.4	4690		4.3	4157		4.4	5589		10.0	5103		9.2
Combination	82236		34.7	81483		36.4	21988		30.7	23340		31.3	38483		35.1	36232		38.7	21845		38.9	21911		39.3
Architect-Engineer	574		0.2	633		0.3	185		0.3	163		0.2	127		0.1	212		0.2	262		0.5	264		0.5
Basic Research	8993		3.8	6482		2.9	1843		2.6	1361		1.8	5056		4.6	3740		4.0	2094		3.7	1381		2.5
Multiple Award Schedule	2935		1.2	2916		1.3	1070		1.5	916		1.2	14		*	19		*	1851		3.3	1981		3.6
	10899		4.6	12047		5.4	61		0.1	62		0.1	10798		9.9	11959		12.8	40		0.1	16		*
Alternate Source -	612		0.3	746		0.3	56		0.1	86		0.1	113		0.0	150		0.2	443		0.8	510		0.9
Reduced Cost	6		*	3		*	2		*	0		*	0		0.0	0		0.0	4		*	3		*
Mobilization	566		0.2	702		0.3	33		*	67		0.1	109		0.1	144		0.2	424		0.8	491		0.9
Eng/R&D Capability	40		*	41		*	21		*	19		*	4		*	6		*	15		*	16		*
Set Aside	28455		12.0	28440		12.7	12136		17.0	12830		17.2	9402		8.6	8683		9.3	6917		12.3	6927		12.4
O/T Full & Open Competition	80930		34.1	59711		31.1	23048		32.3	23585		31.6	48832		37.2	28458		30.4	17050		30.4	17668		31.7
Only One Source	34835		14.7	36642		16.4	12555		17.6	13027		17.5	12952		11.8	13862		14.8	9318		16.6	9753		17.5
Unique Source	17444		7.4	20196		9.0	6288		8.8	6956		9.3	6844		6.2	8360		8.9	4332		7.7	4880		8.8
Follow-on	1822		0.8	1700		0.8	575		0.8	529		0.7	224		0.2	248		0.3	1023		1.8	923		1.7
Unolicited Res Prop	216		0.1	292		0.1	67		0.1	113		0.2	2		*	4		*	147		0.3	175		0.3
Patent/Data Rights	802		0.3	936		0.4	216		0.3	259		0.3	441		0.4	518		0.6	145		0.3	159		0.3
Utilities	1689		0.7	1635		0.7	99		0.1	98		0.1	1495		1.4	1449		1.5	95		0.2	88		0.2
Standardization	13		*	16		*	8		*	11		*	3		*	1		*	2		*	4		*
Other	12849		5.4	11867		5.3	5332		7.5	5061		6.8	3943		3.6	3282		3.5	3574		6.4	3524		6.3
Urgency	7430		3.1	8306		3.7	4857		6.8	5158		6.9	1259		1.1	1522		1.6	1314		2.3	1626		2.9
Mobilization	2609		1.1	2663		1.2	263		0.4	352		0.5	1056		1.0	930		1.0	1290		2.3	1381		2.5
Essential R&D Capability	434		0.2	447		0.2	54		0.1	61		0.1	94		0.1	73		0.1	276		0.5	313		0.6
International Agreement	363		0.2	340		0.2	86		0.1	127		0.2	84		0.1	17		*	193		0.3	196		0.4
Authorized by Statute D/	11596		4.9	11037		4.9	3883		5.4	3509		4.7	4491		4.1	4322		4.6	3222		5.7	3206		5.7
Authorized Resale	20683		8.7	7251		3.2	19		*	38		0.1	20499		18.7	7201		7.7	165		0.3	12		*
National Security	2955		1.2	2962		1.3	1306		1.8	1304		1.7	385		0.4	488		0.5	1264		2.3	1170		2.1
Public Interest	25		*	63		*	5		*	9		*	12		*	43		*	8		*	11		*
Otherwise Auth by Statute	157		0.1	97		*	37		0.1	27		*	109		0.1	62		0.1	11		*	8		*

A/ For definitions and coverage, see notes on coverage.
B/ Includes pre-CICA GSA Schedules and actions with another Federal Agency.
C/ Includes Federal Schedule awards.
D/ Includes Post-CICA 8(a) program.
* less than 0.05 percent.

Prepared By: Washington Headquarters Services
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Operations and Reports

AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 1C shows the net value and percent distribution of DoD prime contract awards over \$25,000 for both fiscal years 1993 and 1992. Data are shown by type of contract pricing provision, according to Defense Component. Table 17 provides annual data for FY 1984 through FY 1993.

During FY 1993, awards over \$25,000 (excluding intragovernmental awards) totaled \$112,280 million, of which \$76,516 million, or 68.1 percent, were awarded under fixed price procedures and \$31,915 million, or 28.4 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$3,849 million, or 3.4 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 14.6 percent of the total contract awards over \$25,000 during FY 1993. The use of incentive contracts (both fixed price and cost-type combined) decreased from 16.2 percent of total contract dollars in FY 1992 to 15.5 percent this year. The use

of firm fixed-price contracts decreased from 51.0 percent to 50.1 percent.

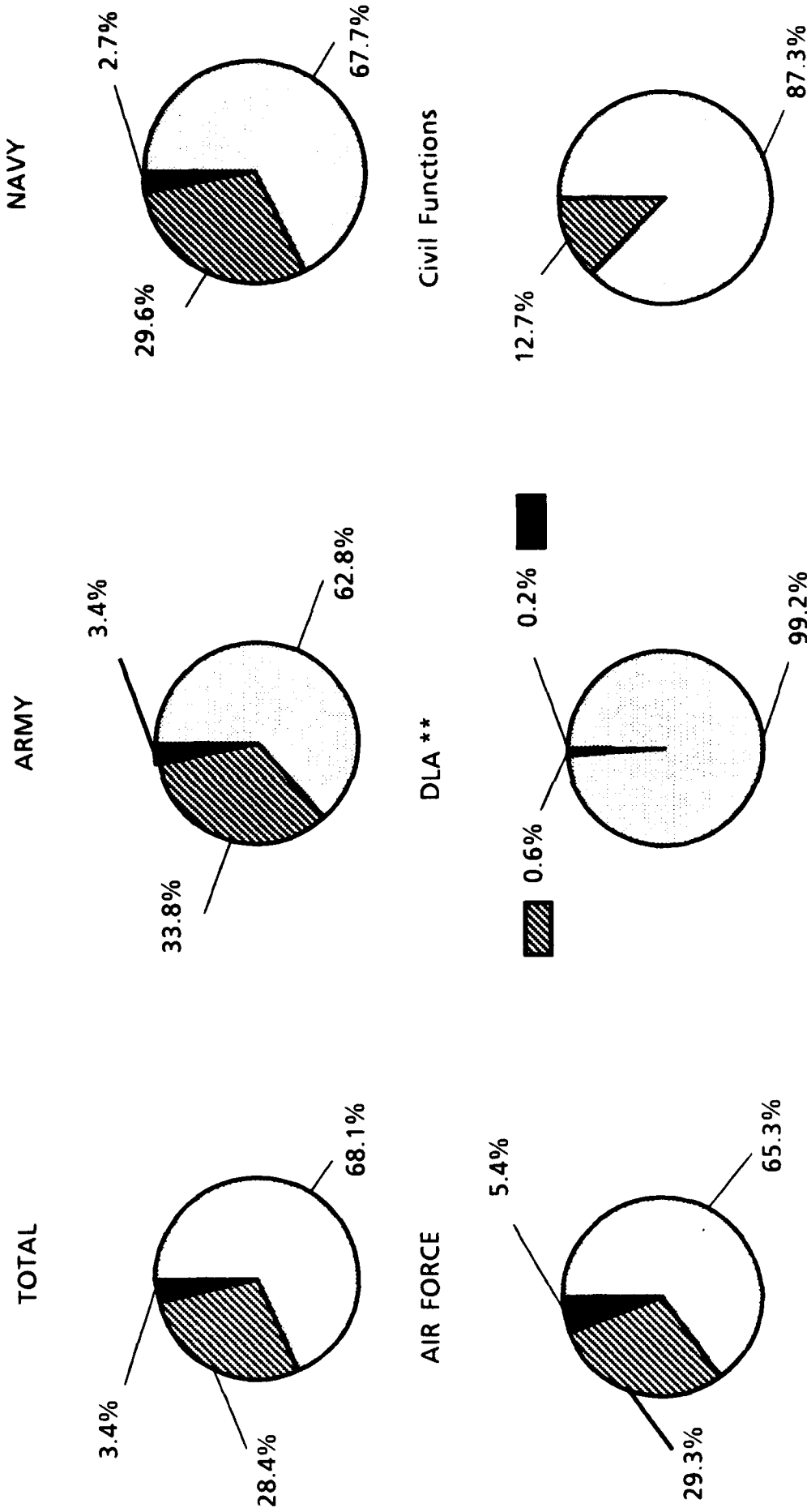
The total of 226,620 contract actions over \$25,000 for FY 1993 (see Table 16) includes 71,808 original contract actions and modifications calling for additional work and 154,812 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 4.8 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, increased by 12.5 percent.

Chart V shows percent distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for FY 1993. Cost reimbursement type contracts for Civil Functions increased from 6.1% in FY 1992 to 12.7% during FY 1993. This increase was caused by emergency procurements due to damage caused by natural disasters.

Chart V

Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision, According to Defense Component: Fiscal Year 1993

Percent of Total Procurement *



Fixed Price Type
Cost Reimbursement Type
Other Types

* Intragovernmental actions and actions \$25,000 or less are excluded.
** Amounts of less than 0.05% are not shown.

TABLE 16
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1993 - FY 1992 A/

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 92 - SEP 93		OCT 91 - SEP 92		OCT 92 - SEP 93		OCT 91 - SEP 92		OCT 92 - SEP 93		OCT 91 - SEP 92	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$138,307,134		\$136,296,711		\$31,294,657		\$30,888,976		\$41,560,800		\$43,155,918	
INTERAGENCY/FMS	12,863,802		9,576,847		4,931,863		2,856,046		2,497,170		2,721,977	
ACTIONS \$25,000 OR LESS	13,162,845		13,317,414		2,146,176		2,134,797		2,600,390		2,743,218	
ACTIONS OVER \$25,000	112,280,488	100.0	113,402,449	100.0	24,216,618	100.0	25,898,132	100.0	36,463,240	100.0	37,690,722	100.0
FIXED PRICE TYPE	76,516,193	68.1	79,144,956	69.8	15,199,531	62.8	17,075,990	55.9	24,694,746	67.7	26,877,057	71.3
FIRM	56,281,476	50.1	57,887,749	51.0	13,231,953	54.8	15,176,815	58.6	19,924,656	54.6	20,725,718	55.0
REDETERMINABLE	11,571,191	8.3	12,393,549	9.0	114,826	0.5	132,714	0.5	100,801	0.3	62,128	0.2
INCENTIVE	11,341,889	8.1	12,683,050	9.2	239,377	1.1	236,329	0.9	3,840,897	10.5	5,040,860	13.4
ECONOMIC PRICE ADJUSTMENT	8,321,658	7.4	8,180,548	7.2	1,543,375	6.4	1,530,061	5.9	828,592	2.3	1,048,551	2.8
COST REIMBURSEMENT TYPE	31,914,831	28.4	30,845,275	27.2	8,181,968	33.8	8,118,433	31.3	10,791,373	29.6	9,846,035	26.1
NO FEE	1,867,671	1.7	2,143,109	1.9	616,148	2.5	414,592	1.6	172,353	0.5	279,893	0.7
FIXED FEE	16,345,011	14.6	14,570,956	12.8	3,379,302	14.0	3,019,311	11.7	7,576,531	20.8	6,839,194	18.1
INCENTIVE FEE	4,989,378	4.4	5,716,202	5.0	2,037,091	8.7	2,399,775	9.3	1,298,047	3.6	1,288,416	3.4
AWARD FEE	8,712,771	7.8	8,415,007	7.4	2,089,427	8.6	2,284,755	8.8	1,744,442	4.8	1,438,532	3.8
OTHER TYPES	3,849,464	3.4	3,412,309	3.0	835,119	3.4	703,710	2.7	977,121	2.7	967,630	2.6
TIME AND MATERIALS	3,213,341	2.9	3,016,535	2.7	809,527	3.3	681,111	2.6	882,433	2.4	885,056	2.3
LABOR HOURS	636,123	0.6	397,774	0.4	25,592	0.1	22,598	0.1	94,688	0.3	82,573	0.2

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 92 - SEP 93		OCT 91 - SEP 92		OCT 92 - SEP 93		OCT 91 - SEP 92		OCT 92 - SEP 93		OCT 91 - SEP 92	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$42,708,182		\$40,523,069		\$9,772,618		\$8,489,729		\$2,559,773		\$2,817,972	
INTERAGENCY/FMS	5,095,606		3,668,969		195,909		169,137		59,109		56,095	
ACTIONS \$25,000 OR LESS	2,138,757		2,264,581		1,731,062		1,541,066		285,324		249,523	
ACTIONS OVER \$25,000	35,473,819	100.0	34,589,519	100.0	7,845,647	100.0	6,779,526	100.0	2,215,340	100.0	2,512,354	100.0
FIXED PRICE TYPE	23,157,670	65.3	22,585,727	65.3	7,781,489	99.2	6,714,134	99.0	1,933,644	87.3	2,358,594	93.9
FIRM	15,243,604	43.0	14,126,062	40.8	3,211,584	40.9	3,131,029	46.2	1,921,561	86.7	2,341,911	93.2
REDETERMINABLE	46,799	0.1	25,888	0.1	1,990	0.0	2,218	0.0	8,633	0.4	11,744	0.5
INCENTIVE	7,102,982	20.0	7,300,497	21.1	57	*	0	0.0	483	*	304	*
ECONOMIC PRICE ADJUSTMENT	764,284	2.2	1,133,280	3.3	4,568,857	58.2	3,580,887	52.8	2,968	0.1	4,634	0.2
COST REIMBURSEMENT TYPE	10,392,867	29.3	10,320,673	29.8	47,360	0.6	50,271	0.7	281,278	12.7	152,524	6.1
NO FEE	1,849,864	2.4	1,232,425	3.6	15,414	0.2	10,866	0.2	9,731	0.4	9,928	0.4
FIXED FEE	3,587,851	10.1	2,176,285	9.2	31,946	0.4	32,960	0.5	250,776	11.3	118,468	4.7
INCENTIVE FEE	1,561,247	4.5	2,006,257	5.8	0	0.0	0	0.0	0	0.0	0	0.0
AWARD FEE	4,373,505	12.3	3,006,736	11.3	0	0.0	6,445	0.1	20,771	0.9	24,129	1.0
OTHER TYPES	1,923,283	5.4	1,683,119	4.9	16,798	0.2	15,121	0.2	417	*	1,236	*
TIME AND MATERIALS	1,438,680	4.1	1,419,809	4.1	16,367	0.2	13,377	0.2	324	*	1,236	*
LABOR HOURS	484,602	1.4	263,310	0.8	432	*	1,743	*	94	*	0	0.0

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

* Less than 0.05 percent.

TABLE 16 (continued)
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1993 ^{R/}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 92 - SEP 93				OCT 92 - SEP 93				OCT 92 - SEP 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	11,902,807				2,251,936				2,201,330			
INTERAGENCY/FMS	703,289				219,081				199,170			
ACTIONS \$25,000 OR LESS	10,855,143				1,878,871				1,935,321			
ACTIONS OVER \$25,000	226,620	100.0	71,808	154,812	53,317	100.0	18,357	34,960	65,951	100.0	21,961	43,990
FIXED PRICE TYPE	171,961	75.9	61,371	110,590	40,667	76.3	15,514	25,153	40,718	61.7	18,113	22,605
FIRM	160,569	70.9	58,840	101,729	39,623	74.3	15,382	24,241	38,626	58.6	17,909	20,717
REDETERMINABLE	463	0.2	119	344	154	0.3	27	127	112	0.2	38	74
INCENTIVE	3,378	1.5	476	2,902	118	0.2	27	91	1,639	2.5	111	1,528
ECONOMIC PRICE ADJUSTMENT	7,551	3.3	1,936	5,615	772	1.4	78	694	341	0.5	55	286
COST REIMBURSEMENT TYPE	40,333	17.8	8,409	31,924	9,069	17.0	2,391	6,678	19,425	29.5	2,888	16,537
NO FEE	3,189	1.4	859	2,330	1,050	2.0	315	735	463	0.7	181	282
FIXED FEE	29,109	12.8	6,201	22,908	5,480	10.3	1,550	3,930	15,932	24.2	2,410	13,522
INCENTIVE FEE	999	0.4	217	782	598	1.1	122	476	1,155	0.2	29	1,126
AWARD FEE	7,036	3.1	1,132	5,904	1,941	3.6	364	1,577	2,875	4.4	268	2,607
OTHER TYPES	14,326	6.3	2,028	12,298	3,581	6.7	452	3,129	5,808	8.8	960	4,848
TIME AND MATERIALS	12,559	5.5	1,718	10,841	3,484	6.5	434	3,050	5,240	7.9	819	4,421
LABOR HOURS	1,767	0.8	310	1,457	97	0.2	18	79	568	0.9	141	427

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 92 - SEP 93				OCT 92 - SEP 93				OCT 92 - SEP 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	3,011,538				1,227,885				489,652			
INTERAGENCY/FMS	205,898				51,977				15,756			
ACTIONS \$25,000 OR LESS	2,755,479				1,151,130				452,058			
ACTIONS OVER \$25,000	50,002	100.0	15,739	34,263	23,635	100.0	10,633	13,002	6,943	100.0	2,578	4,365
FIXED PRICE TYPE	36,825	73.6	13,152	23,673	23,357	98.8	10,558	12,799	6,538	94.2	2,429	4,109
FIRM	34,403	68.8	12,501	21,902	21,218	89.8	9,502	11,716	6,491	93.5	2,414	4,077
REDETERMINABLE	133	0.3	37	96	10	*	2	8	1	0.2	8	9
INCENTIVE	1,507	3.0	333	1,174	12	*	0	12	6	0.1	2	4
ECONOMIC PRICE ADJUSTMENT	1,782	1.6	281	501	2,127	9.0	1,050	1,077	24	0.3	5	19
COST REIMBURSEMENT TYPE	8,597	17.4	2,041	6,556	235	1.0	73	162	398	5.7	147	251
NO FEE	1,387	2.8	278	1,109	62	0.3	12	50	74	1.1	32	42
FIXED FEE	5,191	10.4	1,338	3,853	173	0.7	61	112	236	3.4	102	134
INCENTIVE FEE	237	0.5	63	174	0	0.0	0	0	0	0.0	0	0
AWARD FEE	1,882	3.8	362	1,520	0	0.0	0	0	88	1.3	13	75
OTHER TYPES	4,480	9.0	546	3,934	43	0.2	2	41	7	0.1	2	5
TIME AND MATERIALS	3,528	7.1	427	3,101	40	0.2	2	38	5	0.1	2	3
LABOR HOURS	952	1.9	119	833	3	*	0	3	2	*	0	2

NOTE: Refer to first page of this table for footnotes.

TABLE 16 (concluded)
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1992 ^{R/}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 91 - SEP 92				OCT 91 - SEP 92				OCT 91 - SEP 92			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	12,087,325				2,382,633				2,296,509			
INTERAGENCY/FMS	744,807				222,719				213,203			
ACTIONS \$25,000 OR LESS	10,981,027				1,965,206				2,012,054			
ACTIONS OVER \$25,000	212,945	100.0	75,394	137,551	50,527	100.0	18,737	31,790	70,453	100.0	25,017	45,446
FIXED PRICE TYPE	158,554	74.5	65,228	93,326	38,049	75.3	16,071	21,978	44,747	63.5	20,999	23,748
FIRM	146,944	69.0	62,793	84,151	36,999	73.2	15,919	21,080	42,405	60.2	20,798	21,607
REDETERMINABLE	508	0.2	135	373	138	0.3	25	113	171	0.2	45	126
INCENTIVE	3,659	1.7	506	3,153	139	0.3	24	115	1,809	2.6	109	1,700
ECONOMIC PRICE ADJUSTMENT	7,443	3.5	1,794	5,649	773	1.5	103	670	362	0.5	47	315
COST REIMBURSEMENT TYPE	40,495	19.0	8,216	32,279	9,107	18.0	2,237	6,870	19,816	28.1	3,003	16,813
NO FEE	3,370	1.6	823	2,547	1,093	2.2	323	770	440	0.6	136	304
FIXED FEE	29,093	13.7	6,122	22,971	5,507	10.9	1,474	4,033	16,116	22.9	2,549	13,567
INCENTIVE FEE	1,030	0.5	241	789	559	1.1	115	444	1,156	0.3	36	1,120
AWARD FEE	7,002	3.3	1,030	5,972	1,948	3.9	325	1,623	3,068	4.4	282	2,786
OTHER TYPES	13,896	6.5	1,950	11,946	3,371	6.7	429	2,942	5,900	8.4	1,015	4,885
TIME AND MATERIALS	12,281	5.8	1,638	10,643	3,263	6.5	411	2,852	5,302	7.5	854	4,448
LABOR HOURS	1,615	0.8	312	1,303	108	0.2	18	90	598	0.8	161	437

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 91 - SEP 92				OCT 91 - SEP 92				OCT 91 - SEP 92			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	3,137,121				1,165,606				430,751			
INTERAGENCY/FMS	221,521				59,867				13,988			
ACTIONS \$25,000 OR LESS	2,865,772				1,081,870				408,097			
ACTIONS OVER \$25,000	49,656	100.0	15,746	33,910	22,442	100.0	10,430	12,012	6,701	100.0	2,624	4,077
FIXED PRICE TYPE	36,948	74.4	13,526	23,422	22,196	98.9	10,331	11,865	6,406	95.6	2,531	3,875
FIRM	34,563	69.6	12,908	21,655	20,275	90.3	9,418	10,857	6,324	94.5	2,515	3,810
REDETERMINABLE	1,066	0.2	41	1,025	17	0.1	10	7	35	0.5	11	24
INCENTIVE	1,566	3.2	363	1,203	0	0.0	0	0	9	0.1	3	6
ECONOMIC PRICE ADJUSTMENT	713	1.4	214	499	1,904	8.5	903	1,001	28	0.4	2	26
COST REIMBURSEMENT TYPE	8,376	16.9	1,787	6,589	209	0.9	91	118	284	4.2	90	194
NO FEE	1,524	3.1	261	1,263	38	0.2	9	29	70	1.0	30	40
FIXED FEE	4,976	10.0	1,163	3,813	169	0.8	80	89	147	2.2	43	104
INCENTIVE FEE	258	0.5	81	177	0	0.0	0	0	0	0.0	0	0
AWARD FEE	1,618	3.3	282	1,336	2	0.0	2	0	67	1.0	17	50
OTHER TYPES	4,332	8.7	433	3,899	37	0.2	8	29	11	0.2	3	8
TIME AND MATERIALS	3,571	7.2	328	3,243	28	0.1	4	24	11	0.2	3	8
LABOR HOURS	761	1.5	105	656	9	0.0	4	5	0	0.0	0	0

NOTE: Refer to first page of this table for footnotes.

TABLE 17
DoD Prime Contract Awards by Type of Contract Pricing Provision
FY 1993 - FY 1984 ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	FY 1993		FY 1992		FY 1991		FY 1990		FY 1989	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$112,280,488	100.0	\$113,402,449	100.0	\$126,294,179	100.0	\$122,278,008	100.0	\$120,545,991	100.0
FIXED PRICE TYPE (SUB-TOTAL)	76,516,193	68.1	79,144,866	69.8	96,760,113	76.6	92,925,952	76.0	94,661,675	78.5
Firm	56,281,476	50.1	57,887,749	51.0	71,673,745	55.8	64,468,383	52.7	65,378,228	54.2
Redeterminable	571,191	0.5	393,549	0.3	371,936	0.3	564,031	0.5	751,226	0.6
Incentive	11,341,869	10.1	12,683,020	11.2	13,740,819	10.9	16,736,422	13.7	16,982,333	14.1
Economic Price Adjustment	8,321,658	7.4	8,180,548	7.2	10,973,613	8.7	11,157,116	9.1	11,549,888	9.6
COST REIMBURSEMENT AND OTHER TYPES	35,764,295	31.9	34,257,583	30.2	29,534,066	23.4	29,352,056	24.0	25,884,316	21.5
No Fee	1,867,671	1.7	2,143,109	1.9	1,955,368	1.5	2,314,510	1.9	1,712,073	1.4
Fixed Fee	16,345,011	14.6	14,570,956	12.8	13,492,422	10.6	13,820,450	11.3	12,728,604	10.6
Incentive Fee	8,988,378	8.0	5,716,202	5.0	6,138,995	4.9	4,558,135	3.7	3,545,652	2.9
Award Fee	8,712,771	7.8	8,415,007	7.4	5,905,079	4.7	5,692,428	4.7	5,473,737	4.5
Other B/	3,849,464	3.4	3,412,309	3.0	3,183,202	2.5	2,986,403	2.4	2,424,250	2.0
TOTAL	\$129,871,904	100.0	\$135,458,767	100.0	\$137,542,840	100.0	\$139,912,096	100.0	\$125,018,710	100.0
FIXED PRICE TYPE (SUB-TOTAL)	102,063,797	78.6	108,133,372	79.8	112,101,580	81.5	115,552,316	82.6	100,916,834	80.7
Firm	71,194,956	54.8	78,674,574	58.1	73,860,472	53.7	74,503,325	53.3	62,835,664	50.3
Redeterminable	21,347,924	16.4	19,025,753	14.0	21,397,310	15.6	24,337,617	17.4	21,840,000	17.5
Incentive	9,446,471	7.3	10,429,993	7.7	16,644,780	12.1	16,414,094	11.7	15,673,309	12.5
Economic Price Adjustment	27,808,107	21.4	27,325,395	20.2	25,441,260	18.5	24,359,780	17.4	24,101,876	19.3
COST REIMBURSEMENT AND OTHER TYPES	2,579,245	2.0	2,779,325	2.1	2,157,867	1.6	2,075,797	1.5	1,880,809	1.5
No Fee	13,986,018	10.8	13,006,905	9.6	11,897,165	8.6	11,400,151	8.1	10,439,865	8.4
Fixed Fee	3,401,078	2.6	5,156,987	3.8	5,730,251	4.2	6,369,419	4.6	6,675,890	5.3
Incentive Fee	5,430,496	4.2	4,146,968	3.1	3,855,876	2.8	3,295,754	2.4	3,946,301	3.2
Award Fee	2,411,270	1.9	2,235,210	1.7	1,790,101	1.3	1,218,659	0.9	1,159,011	0.9
Other B/										

A/ For Definitions and Coverage, See Notes on Coverage.
B/ Includes Time and Materials and Labor Hours Contracts.
* Less than 0.05 percent.

DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 1,863 reporting large contractors totaled \$44,947 million in FY 1993, which was a 5.0 percent decrease from the \$47,318 million reported by 1,742 large contractors in FY 1992.

Small businesses received 37.6 percent of the total committed for subcontracting work during FY 1993, compared with 38.4 percent for FY 1992. Comparative data for FY 1984 through FY 1993 are given below.

(Amounts in Millions)

	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984
1. Number of Large Contractors Reporting	1,863	1,742	1,709	1,664	1,555	1,571	1,469	1,353	1,205	1,208
2. Military Subcontract Commitments	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798	\$53,116	\$52,898	\$54,494	\$47,582
a. Small Businesses	16,879	18,165	19,413	21,499	22,009	22,309	21,559	20,362	20,145	17,957
b. Other Businesses	28,068	29,153	37,640	33,209	34,028	36,489	31,557	32,536	34,349	29,625
3. Percent of Total to Small Business Concerns (Line 2a / Line 2)	37.6	38.4	34.0	39.3	39.3	37.9	40.6	38.5	37.0	37.7

GLOSSARY OF TERMS

Businesses. Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

Civil Functions. Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemeterial work and conservation management.

Competed Procurement.

For solicitations issued prior to the Competition in Contracting Act (CICA):

Price Competition - Two or more bids or offers were received under formal advertising or negotiated methods of procurement and award was made to the lowest responsive and responsible bidder or offeror.

Technical & Design Competition - Two or more offers were received and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures and award was made to the lowest responsive and responsive offeror.

Educational and Nonprofit Institutions. Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

Intragovernmental Order. Orders written by a Military Department or Defense Agency purchasing office requesting that a non-Defense Federal Agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

Location of Work. The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

Military Functions. Activities normally associated with the support of the Uniformed Services.

Net Value. The net amount of debit and credit procurement actions recorded during the period.

Other Defense Agencies

Armed Forces Radio & Television Service
Advanced Research Projects Agency
Ballistic Missile Defense Organization
Commander US Special Operations Command
Defense Commercial Communications Office
Defense Commissary Agency
Defense Evaluation Support Activity
Defense Information Systems Agency
Defense Mapping Agency
Defense Nuclear Agency
Defense Supply Service - Washington
Office for the Civilian Health & Medical
Program of the Uniformed Services
(CHAMPUS)
On Site Inspection Agency
Uniformed Services University of
Health Sciences
WHS Contracting Office

Prime Contract Award. A legally binding agreement executed by a Department of an Agency of DoD to obtain supplies, services, or construction.

Procurement Action. An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

Small Businesses. A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is not dominant in its field of operations, and, with its affiliates, does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts rather than the number of employees.

Subcontract Commitment. A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

Subcontract Payment. A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

United States. The 50 states, the District of Columbia, and the outlying areas of the United States.

Work Inside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance inside the United States (see above).

Work Outside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance outside of the United States (see above).