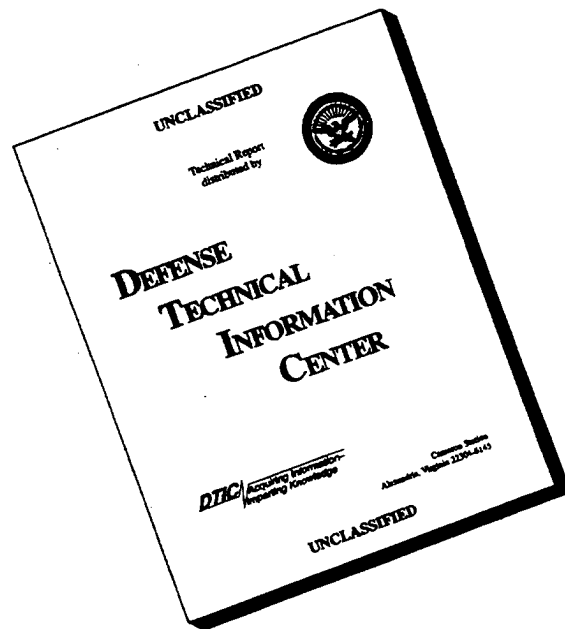


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PRIME CONTRACT AWARDS

Fiscal Year 1995

Department of Defense
Washington Headquarters Services
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FOREWORD

Prime Contract Awards is published semiannually. This publication displays fiscal year 1995 and historical summarized information on Department of Defense prime contract awards using a variety of categories and report formats. The primary purpose of this publication is to provide the perspective required for the analysis of Defense procurement trends related to the six categories shown.

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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) 1986 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 are 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, pages 59 and 60. Commencing with FY 1989, 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 has 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 1995 totaled \$131,364,903 thousand (rounded), as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$ 12,332,208
Work Outside United States	5,644,982
Educational and Nonprofit Institutions	3,291,404
Business Firms Inside United States	110,032,612
Tariff or Regulated Acquisitions	63,697
Total	\$131,364,903

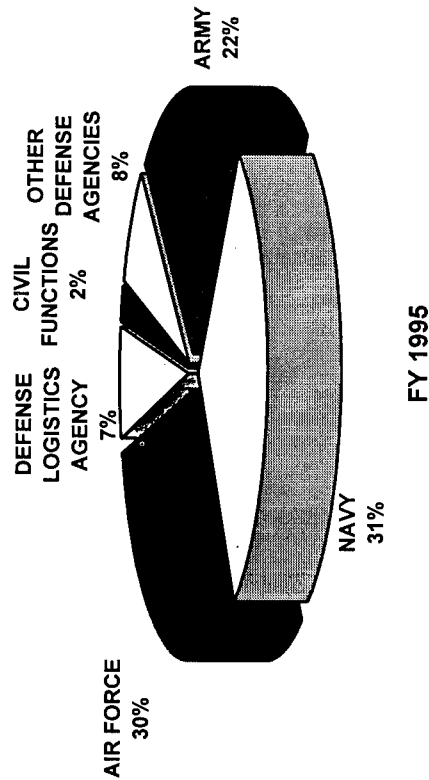
Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$9,225 million as follows: Army, \$1,615 million; Navy \$1,616 million; Air Force \$5,819 million; Defense Logistics Agency, \$126 million, and Other Defense Agencies, \$49 million.

AWARDS BY TYPE OF CONTRACTOR

DoD Procurement by Type of Contractor

DoD procurement awards during FY 1995 (October 1994 through September 1995) totaled \$131,365 million. This was a decrease of \$854 million (0.6 percent) from the \$132,219 million awarded during FY 1994. Contract awards to U.S. businesses for work inside the United States decreased by \$1,981 million. Awards to or through other Government Agencies increased by \$1,235 million; awards to educational and nonprofit institutions decreased by \$24 million; and awards for work outside the United States increased by \$43 million. See Tables 1 and 2 on pages 5 and 7.

The following chart displays the percentage of obligations awarded by each Defense Component during FY 1995.



Procurement Trends

DoD procurement decreased from \$158.8 billion in FY 1986 to \$156.5 billion in FY 1987, and continued to decrease each year through FY 1989. During FY 1990, an upward trend is shown which continued through FY 1991. In FY 1992, awards decreased to \$136.3 billion. In FY 1993, procurement increased slightly. In FY 1995, awards decreased to \$131.3 billion, the lowest fiscal year total in the last ten years. The long term trend in prime contract awards is shown in Table 3, page 11.

Small Business Performance

Small businesses received \$25,274 million during FY 1995, an increase of \$469 million from the \$24,805 million received during FY 1994. In FY 1995, small businesses received the largest percentage in the last ten years (23.0 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart I, page 9, shows that 6,028,952 procurement actions, or 66.2 percent of the total 9,108,094 actions awarded to business firms, involved small businesses.

Chart II, page 13, shows total awards to business firms, to small business firms, and percentage to small businesses for FY 1986 through FY 1995.

TABLE 1
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1995-FY 1994 ^{R/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/				ARMY				NAVY			
	Oct 94-		Oct 93-		Oct 94-		Oct 93-		Oct 94-		Oct 93-	
	Sep 95	Sep 94	Sep 94	Sep 94	Sep 95	Sep 95	Sep 94	Sep 94	Sep 95	Sep 95	Sep 94	Sep 94
TOTAL C/	\$131,364,903	\$132,219,300	\$29,258,372	\$29,335,628	\$41,199,526	\$41,199,526	\$39,418,302	\$39,418,302				
ACTIONS OF \$25,000 OR LESS	13,812,949	14,105,214	2,263,936	2,483,689	3,056,193	3,056,193	2,844,290	2,844,290				
ACTIONS OVER \$25,000	117,551,954	118,114,086	26,994,436	26,851,939	38,143,333	38,143,333	36,574,012	36,574,012				
INTERAGENCY / FMS												
ACTIONS OF \$25,000 OR LESS	12,332,208	11,097,605	2,392,474	2,994,835	2,644,110	2,644,110	2,174,091	2,174,091				
ACTIONS OVER \$25,000	1,378,065	1,333,191	340,859	391,076	420,244	420,244	402,198	402,198				
	10,954,144	9,764,413	2,051,616	2,603,759	2,223,867	2,223,867	1,771,893	1,771,893				
FOR WORK OUTSIDE U. S. D/												
ACTIONS OF \$25,000 OR LESS	5,644,982	5,602,092	1,735,358	1,553,922	1,202,897	1,202,897	1,172,574	1,172,574				
ACTIONS OVER \$25,000	761,884	719,449	226,866	204,722	179,848	179,848	167,202	167,202				
	4,883,098	4,882,643	1,508,492	1,349,200	1,023,048	1,023,048	1,005,372	1,005,372				
EDUCATIONAL + NONPROFIT INSTITUTIONS												
ACTIONS OF \$25,000 OR LESS	3,291,404	3,315,355	921,660	897,037	1,062,103	1,062,103	1,092,702	1,092,702				
ACTIONS OVER \$25,000	113,225	115,848	26,589	30,429	20,572	20,572	23,509	23,509				
	3,178,179	3,199,507	895,071	866,608	1,041,531	1,041,531	1,069,192	1,069,192				
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)												
ACTIONS OF \$25,000 OR LESS	110,032,612	112,013,450	24,155,177	23,715,470	36,287,879	36,287,879	34,976,561	34,976,561				
ACTIONS OVER \$25,000	11,496,080	11,745,927	1,615,920	1,683,098	2,432,992	2,432,992	2,249,007	2,249,007				
	98,536,533	100,267,522	22,539,257	22,032,372	33,854,887	33,854,887	32,727,555	32,727,555				
SMALL BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	25,274,222	24,805,355	6,653,193	6,402,518	7,589,579	7,589,579	7,194,895	7,194,895				
ACTIONS OVER \$25,000	6,292,863	6,351,327	1,238,915	1,318,306	1,759,033	1,759,033	1,703,560	1,703,560				
	18,981,358	18,454,028	5,414,278	5,084,212	5,830,547	5,830,547	5,491,335	5,491,335				
OTHER BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	84,758,391	87,208,095	17,501,984	17,312,952	28,698,299	28,698,299	27,781,667	27,781,667				
ACTIONS OVER \$25,000	5,203,216	5,394,600	377,005	364,792	673,959	673,959	545,447	545,447				
	79,555,174	81,813,495	17,124,979	16,948,160	28,024,340	28,024,340	27,236,220	27,236,220				
SMALL BUSINESS PERCENT OF BUSINESS FIRMS												
ACTIONS OF \$25,000 OR LESS	23.0	22.1	27.5	27.0	20.9	20.9	20.6	20.6				
ACTIONS OVER \$25,000	54.7	54.1	76.7	78.3	72.3	72.3	75.7	75.7				
	19.3	18.4	24.0	23.1	17.2	17.2	16.8	16.8				

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 1995-FY 1994 ^{R/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 94-		Oct 93-		Oct 94-		Oct 93-		Oct 94-		Oct 93-	
	Sep 95	Sep 94	Sep 94	Sep 94	Sep 95	Sep 94	Sep 94	Sep 94	Sep 95	Sep 94	Sep 95	Sep 94
TOTAL C/ ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	\$39,452,844	\$41,948,965	\$8,754,647	\$9,623,445	\$2,816,972	\$2,717,246	\$2,816,972	\$2,717,246	\$2,816,972	\$2,717,246	\$2,816,972	\$2,717,246
	2,386,094	2,484,661	2,118,716	1,901,427	318,161	347,189	318,161	347,189	318,161	347,189	318,161	347,189
	37,076,749	39,464,304	6,635,930	7,722,017	2,498,811	2,370,057	2,498,811	2,370,057	2,498,811	2,370,057	2,498,811	2,370,057
INTERAGENCY / FMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	6,776,722	5,528,979	287,835	252,257	55,636	61,054	55,636	61,054	55,636	61,054	55,636	61,054
	447,947	397,081	107,222	83,560	30,068	31,332	30,068	31,332	30,068	31,332	30,068	31,332
	6,328,775	5,131,898	180,614	168,698	25,568	29,722	25,568	29,722	25,568	29,722	25,568	29,722
FOR WORK OUTSIDE U. S. D/ ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	1,477,927	1,420,201	999,095	1,290,989	2,624	11,229	2,624	11,229	2,624	11,229	2,624	11,229
	307,574	303,982	36,898	35,711	3	41	3	41	3	41	3	41
	1,170,353	1,116,219	962,197	1,255,277	2,622	11,188	2,622	11,188	2,622	11,188	2,622	11,188
EDUCATIONAL + NONPROFIT INSTITUTIONS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	1,014,363	1,045,295	106,998	107,147	31,529	24,232	31,529	24,232	31,529	24,232	31,529	24,232
	38,389	38,221	6,176	3,432	7,644	6,752	7,644	6,752	7,644	6,752	7,644	6,752
	975,974	1,007,074	100,822	103,715	23,885	17,480	23,885	17,480	23,885	17,480	23,885	17,480
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	30,183,368	33,947,653	7,359,979	7,972,247	2,720,941	2,614,310	2,720,941	2,614,310	2,720,941	2,614,310	2,720,941	2,614,310
	1,591,721	1,738,541	1,987,681	1,777,919	274,204	302,644	274,204	302,644	274,204	302,644	274,204	302,644
	28,601,647	32,209,112	5,392,298	6,194,328	2,446,737	2,311,667	2,446,737	2,311,667	2,446,737	2,311,667	2,446,737	2,311,667
SMALL BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	5,301,305	5,168,674	3,307,790	3,517,584	1,057,197	1,079,624	1,057,197	1,079,624	1,057,197	1,079,624	1,057,197	1,079,624
	1,194,739	1,257,624	1,227,044	1,144,232	225,233	257,876	225,233	257,876	225,233	257,876	225,233	257,876
	4,106,566	3,911,050	2,080,746	2,373,352	831,974	821,748	831,974	821,748	831,974	821,748	831,974	821,748
OTHER BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	24,892,064	28,778,979	4,052,189	4,454,663	1,663,744	1,534,667	1,663,744	1,534,667	1,663,744	1,534,667	1,663,744	1,534,667
	396,982	480,917	740,637	633,597	48,981	44,768	48,981	44,768	48,981	44,768	48,981	44,768
	24,495,081	28,298,063	3,311,551	3,820,966	1,614,762	1,489,919	1,614,762	1,489,919	1,614,762	1,489,919	1,614,762	1,489,919
SMALL BUSINESS PERCENT OF BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	17.6	15.2	44.9	44.1	38.9	41.3	38.9	41.3	38.9	41.3	38.9	41.3
	75.1	72.3	62.4	64.4	82.1	85.2	82.1	85.2	82.1	85.2	82.1	85.2
	14.4	12.1	38.6	38.3	34.0	35.5	34.0	35.5	34.0	35.5	34.0	35.5

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 1995 - FY 1994 ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1995	1994	1995	1994	1995	1994
TOTAL	\$131,364,903	\$132,219,300	\$29,258,372	\$29,335,628	\$41,199,526	\$39,418,302
1st Qtr, Oct-Dec	16,398,043	20,247,342	4,811,072	4,255,608	3,570,637	4,750,347
2nd Qtr, Jan-Mar	33,234,454	31,536,732	7,693,000	8,375,563	10,168,789	11,331,700
3rd Qtr, Apr-Jun	27,522,249	27,522,995	6,416,940	6,782,099	8,225,045	6,355,043
4th Qtr, Jul-Sep	56,210,157	52,906,231	10,337,359	9,922,358	19,235,055	16,981,211
INTERAGENCY / FMS	12,332,208	11,097,605	2,392,474	2,994,835	2,644,110	2,174,091
1st Qtr, Oct-Dec	1,247,090	2,093,375	342,915	744,622	182,192	297,229
2nd Qtr, Jan-Mar	2,804,389	1,993,140	511,541	586,437	783,108	518,385
3rd Qtr, Apr-Jun	2,849,149	2,991,732	636,138	903,386	431,690	512,438
4th Qtr, Jul-Sep	5,631,579	4,019,357	901,879	760,391	1,247,120	846,048
FOR WORK OUTSIDE U. S. D/	5,644,982	5,602,092	1,735,358	1,553,922	1,202,897	1,172,574
1st Qtr, Oct-Dec	1,065,850	814,884	334,893	282,988	247,862	217,861
2nd Qtr, Jan-Mar	832,467	1,208,188	248,133	241,998	199,898	177,459
3rd Qtr, Apr-Jun	1,208,908	1,000,392	363,168	164,032	221,737	265,005
4th Qtr, Jul-Sep	2,537,758	2,578,629	795,649	858,789	533,339	512,229
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,291,404	3,315,355	921,660	897,037	1,062,103	1,092,702
1st Qtr, Oct-Dec	467,571	440,349	203,744	153,358	65,349	179,802
2nd Qtr, Jan-Mar	907,519	644,560	262,523	301,998	224,675	164,085
3rd Qtr, Apr-Jun	715,114	498,574	205,558	205,598	286,191	108,750
4th Qtr, Jul-Sep	1,201,199	1,731,872	249,835	232,142	485,888	640,064
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	110,032,612	112,013,450	24,155,177	23,715,470	36,287,879	34,976,561
1st Qtr, Oct-Dec	13,609,909	16,887,083	3,923,948	3,065,371	3,074,994	4,055,187
2nd Qtr, Jan-Mar	28,881,470	27,655,375	6,671,341	7,205,483	8,960,215	10,471,675
3rd Qtr, Apr-Jun	20,738,683	22,941,866	5,201,301	5,410,591	7,285,266	5,468,493
4th Qtr, Jul-Sep	46,802,550	44,526,096	8,356,480	8,034,019	16,967,404	14,981,206
SMALL BUSINESS FIRMS	25,274,222	24,805,355	6,653,193	6,402,518	7,589,579	7,194,895
1st Qtr, Oct-Dec	3,339,177	3,474,947	955,301	795,778	814,694	998,448
2nd Qtr, Jan-Mar	5,462,266	5,000,600	1,418,704	1,460,474	1,665,886	1,550,813
3rd Qtr, Apr-Jun	5,415,268	5,585,345	1,426,670	1,482,298	1,563,778	1,530,384
4th Qtr, Jul-Sep	11,057,520	10,744,463	2,862,518	2,663,968	3,545,222	3,115,250
OTHER BUSINESS FIRMS	84,758,391	87,208,095	17,501,984	17,312,952	28,698,299	27,781,667
1st Qtr, Oct-Dec	10,270,732	13,412,136	2,968,647	2,269,593	2,260,300	3,056,739
2nd Qtr, Jan-Mar	23,115,213	22,654,775	5,252,638	5,745,014	7,294,329	8,920,862
3rd Qtr, Apr-Jun	33,323,443	37,776,738	3,776,738	3,928,293	5,721,489	3,938,109
4th Qtr, Jul-Sep	35,145,000	33,745,633	5,503,961	5,370,051	13,422,183	11,865,956
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	23.0	22.1	27.5	27.0	20.9	20.6
1st Qtr, Oct-Dec	24.5	20.6	24.3	26.0	26.5	24.6
2nd Qtr, Jan-Mar	18.9	18.1	21.3	20.3	18.6	14.8
3rd Qtr, Apr-Jun	26.1	26.1	27.4	27.4	21.5	28.0
4th Qtr, Jul-Sep	23.6	24.1	34.1	33.2	20.9	20.8

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 2 (concluded)
Dod Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1995 - FY 1994^{R/}

(AMOUNTS IN THOUSANDS)

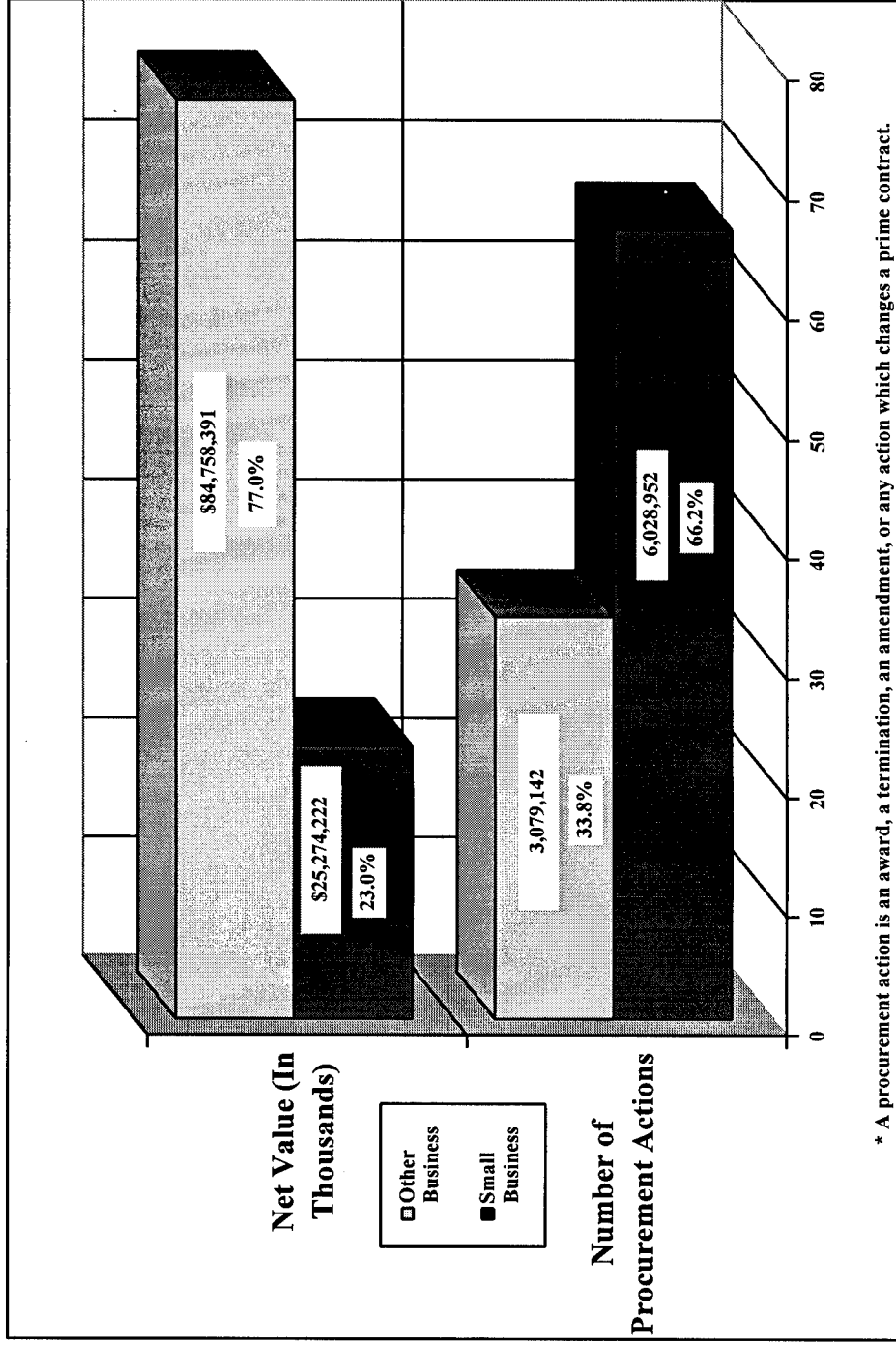
TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1995	1994	1995	1994	1995	1994
TOTAL	\$39,482,844	\$41,948,965	\$8,754,647	\$9,823,445	\$2,816,972	\$2,717,246
1st Qtr, Oct-Dec	4,809,152	7,980,174	1,554,322	2,134,651	564,388	366,824
2nd Qtr, Jan-Mar	9,697,504	8,932,041	2,397,667	1,820,611	583,598	583,598
3rd Qtr, Apr-Jun	6,448,697	8,277,529	2,086,582	2,037,776	593,502	678,146
4th Qtr, Jul-Sep	18,507,489	17,299,221	2,816,074	3,630,407	1,035,005	1,088,178
INTERAGENCY / FMS	6,776,722	5,528,979	287,835	252,257	55,636	61,054
1st Qtr, Oct-Dec	652,817	1,002,909	50,366	32,624	8,952	9,915
2nd Qtr, Jan-Mar	1,222,271	810,349	41,253	59,142	11,757	10,180
3rd Qtr, Apr-Jun	1,635,404	1,511,578	102,501	33,938	12,183	11,791
4th Qtr, Jul-Sep	3,266,230	2,204,142	93,714	126,553	22,744	29,167
FOR WORK OUTSIDE U. S. D/	1,477,927	1,420,201	999,095	1,290,989	2,624	11,229
1st Qtr, Oct-Dec	115,667	201,486	363,234	108,924	186	2,578
2nd Qtr, Jan-Mar	275,547	295,151	477,159	378,883	493	730
3rd Qtr, Apr-Jun	201,381	183,615	374,301	326,023	1,327-	619
4th Qtr, Jul-Sep	885,331	739,950	183,334	326,023	3,273	7,302
EDUCATIONAL + NONPROFIT INSTITUTIONS	1,014,363	1,045,295	106,998	107,147	31,529	24,232
1st Qtr, Oct-Dec	146,184	72,141	26,403	6,582	3,136	5,438
2nd Qtr, Jan-Mar	359,140	126,558	10,294	10,294	8,612	3,968
3rd Qtr, Apr-Jun	355,445	110,282	33,615	34,543	7,286	7,283
4th Qtr, Jul-Sep	367,325	737,215	19,473	55,728	12,495	7,543
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	30,193,368	33,947,653	7,359,979	7,972,247	2,720,941	2,614,310
1st Qtr, Oct-Dec	3,894,486	6,703,632	1,114,098	1,986,231	550,536	347,055
2nd Qtr, Jan-Mar	7,843,919	7,160,917	2,150,593	1,273,878	601,900	567,157
3rd Qtr, Apr-Jun	4,466,959	6,491,738	1,516,514	1,500,261	573,934	657,333
4th Qtr, Jul-Sep	13,988,004	13,591,465	2,519,274	3,121,877	994,570	1,042,765
SMALL BUSINESS FIRMS	5,301,305	5,168,674	3,307,790	3,517,584	1,057,197	1,079,624
1st Qtr, Oct-Dec	637,261	778,938	586,988	712,514	203,052	147,624
2nd Qtr, Jan-Mar	991,650	1,007,919	794,542	563,310	207,498	250,060
3rd Qtr, Apr-Jun	991,784	888,918	874,994	811,884	267,718	252,782
4th Qtr, Jul-Sep	2,680,610	2,482,898	1,101,266	1,429,876	368,928	419,127
OTHER BUSINESS FIRMS	24,892,064	28,778,979	4,052,189	4,454,663	1,663,744	1,534,687
1st Qtr, Oct-Dec	3,257,225	5,924,694	577,110	1,273,717	347,483	199,431
2nd Qtr, Jan-Mar	6,852,269	6,152,998	1,356,051	710,568	384,402	317,067
3rd Qtr, Apr-Jun	3,475,176	5,592,820	778,378	778,378	306,216	394,550
4th Qtr, Jul-Sep	11,307,394	11,108,567	1,418,008	1,692,001	625,643	623,638
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	17.6	15.2	44.9	44.1	38.9	41.3
1st Qtr, Oct-Dec	16.4	11.6	48.2	35.9	36.9	42.5
2nd Qtr, Jan-Mar	12.6	14.1	36.9	44.2	44.1	44.0
3rd Qtr, Apr-Jun	22.2	13.8	55.5	51.1	46.6	40.2
4th Qtr, Jul-Sep	19.2	18.3	43.7	45.8	37.1	40.2

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

Chart I

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

Fiscal Year 1995



* 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 1995 - FY 1986 ^{A/}

(AMOUNTS IN MILLIONS)

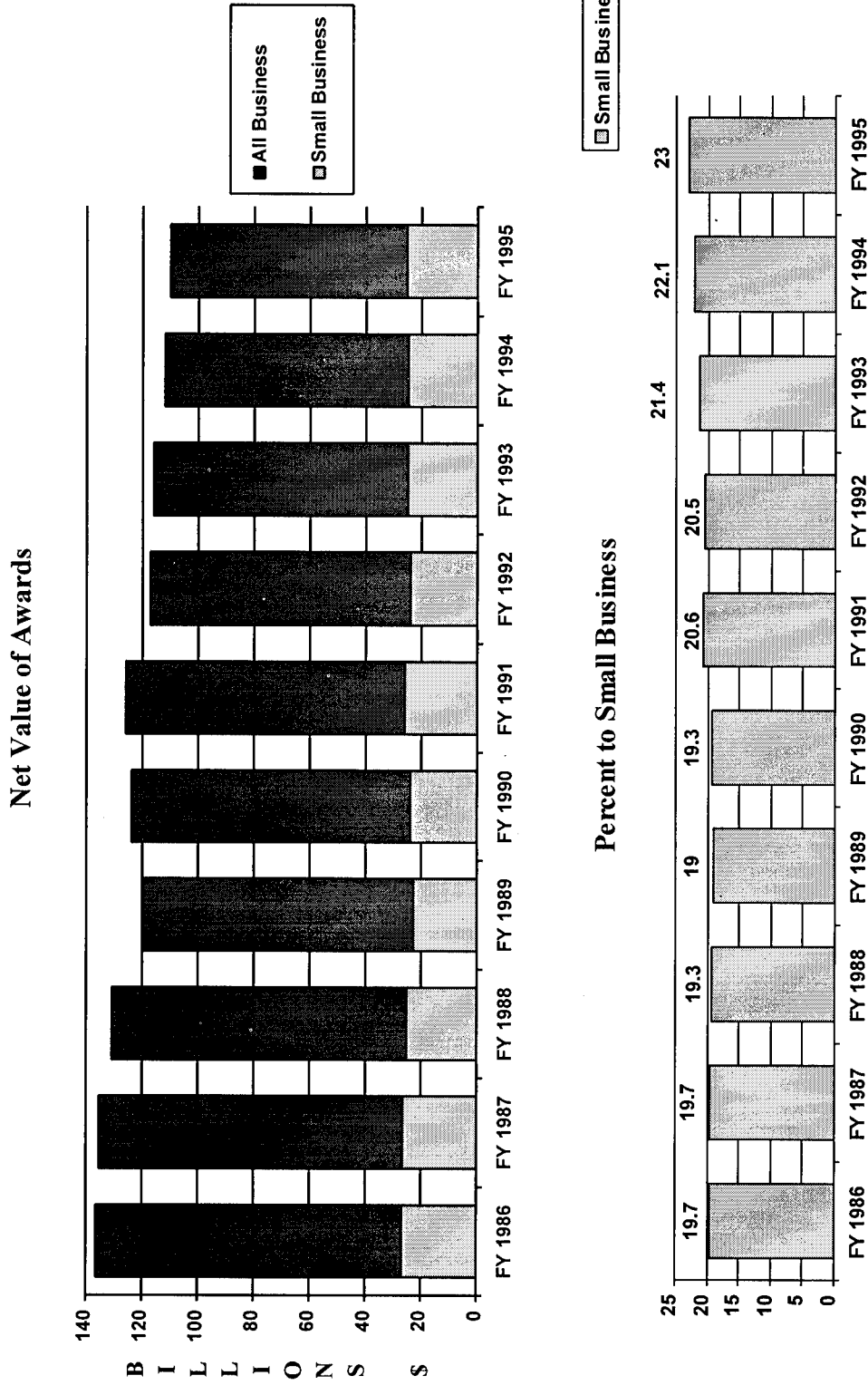
TYPE OF CONTRACTOR	FY 1995	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986
TOTAL	\$131,365	\$132,219	\$138,307	\$136,297	\$150,855	\$144,672	\$139,343	\$151,353	\$156,508	\$158,829
Army	29,258	29,336	31,295	30,889	36,890	33,333	31,979	32,846	36,800	37,512
Navy	41,200	39,418	41,561	43,156	45,846	46,945	47,851	55,843	54,974	49,630
Air Force	39,463	41,949	42,708	40,523	48,214	46,902	43,915	46,633	47,305	48,852
Defense Logistics Agency	8,755	9,623	9,773	8,490	13,331	11,120	10,923	11,166	11,229	16,547
Civil Functions	2,817	2,717	2,560	2,122	2,818	2,122	2,495	2,169	1,981	1,711
Other Defense Agencies	9,873	9,176	10,411	10,421	4,241	4,250	3,200	2,696	4,220	4,578
INTERAGENCY/FMS	12,332	11,098	12,864	9,577	11,948	9,964	9,579	8,919	8,809	9,884
Army	2,392	2,995	4,932	2,856	4,193	2,281	1,679	1,789	1,900	2,523
Navy	2,844	2,174	2,097	2,722	3,033	2,948	3,416	3,193	3,546	2,841
Air Force	6,777	5,529	5,096	3,669	4,341	4,378	4,147	3,493	2,729	3,772
Defense Logistics Agency	5,288	252	196	169	196	134	218	251	326	375
Civil Functions	56	61	59	56	66	64	41	72	73	77
Other Defense Agencies	175	86	84	105	119	159	79	121	236	295
FOR WORK OUTSIDE U. S. C/	5,645	5,602	5,826	5,941	9,178	7,149	6,381	8,149	8,863	9,081
Army	1,725	1,554	1,834	1,820	2,253	2,280	2,331	3,082	3,423	3,113
Navy	1,923	1,473	1,075	1,287	1,371	1,432	1,287	1,455	1,403	1,404
Air Force	1,878	1,878	1,569	1,707	1,948	1,795	1,913	1,924	2,367	1,894
Defense Logistics Agency	993	1,291	1,546	1,933	2,333	1,570	1,442	1,583	1,571	2,578
Civil Functions	227	11	10	14	285	142	138	80	16	4
Other Defense Agencies		153	191	135	142	142	138	86	84	87
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,291	3,315	3,444	3,438	3,646	3,530	3,272	3,469	3,495	3,368
Army	822	897	759	698	834	443	423	440	474	437
Navy	1,052	1,093	1,463	866	831	837	952	1,142	1,081	1,152
Air Force	1,014	1,045	1,045	1,426	1,576	1,781	1,605	1,614	1,595	1,450
Defense Logistics Agency	107	107	109	109	195	110	115	89	100	90
Civil Functions	32	24	27	23	23	26	19	21	33	41
Other Defense Agencies	155	149	344	316	387	332	159	142	212	198
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	110,033	112,013	116,007	117,151	125,878	123,821	120,003	130,815	135,340	136,497
Army	24,155	23,715	23,614	25,330	29,612	28,127	27,442	27,534	31,003	31,439
Navy	36,288	34,977	37,241	38,235	39,610	41,717	42,176	50,054	48,944	44,232
Air Force	30,193	33,948	34,980	33,721	40,349	39,039	36,949	39,601	40,615	41,737
Defense Logistics Agency	2,721	7,972	7,923	7,277	10,606	9,303	9,177	9,244	9,232	13,503
Civil Functions	2,221	2,614	2,458	2,723	2,233	2,018	1,434	2,035	1,859	1,588
Other Defense Agencies	9,315	8,787	9,792	9,865	3,469	3,616	2,824	2,347	3,687	3,997
SMALL BUSINESS FIRMS	25,274	24,805	24,872	23,989	25,936	23,956	22,772	25,229	26,624	26,914
Army	6,853	6,403	6,423	6,131	6,717	5,711	5,137	6,462	7,522	7,628
Navy	7,380	7,162	7,162	7,162	7,876	7,173	7,698	8,157	7,745	7,421
Air Force	5,301	5,169	5,206	4,655	5,343	5,170	4,583	5,169	5,561	4,860
Defense Logistics Agency	3,308	3,518	3,556	2,951	4,363	3,613	4,319	3,690	4,162	5,445
Civil Functions	1,057	1,080	1,043	1,043	985	861	852	979	1,050	824
Other Defense Agencies	1,385	1,442	1,516	1,589	883	807	453	472	784	627
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	23.0 %	22.1 %	21.4 %	20.5 %	20.6 %	19.3 %	19.0 %	19.3 %	19.7 %	19.7 %
Army	27.5	27.0	27.2	24.2	22.7	20.5	18.7	23.5	24.3	24.3
Navy	20.9	20.6	19.2	20.0	19.9	18.4	18.3	16.3	15.8	16.8
Air Force	17.6	15.2	15.2	13.8	13.2	13.2	12.4	13.1	13.2	11.7
Defense Logistics Agency	44.9	44.1	44.9	40.5	41.3	42.1	46.0	43.2	45.1	40.3
Civil Functions	38.9	41.3	37.0	38.3	41.7	40.7	47.6	48.1	56.5	58.2
Other Defense Agencies	14.7	16.4	15.5	15.9	19.7	16.8	16.0	20.1	21.3	15.7

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.

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

Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses, and Percent Distribution to Small Businesses: FY 1986 - 1995



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, page 17, for FY 1995 and FY 1994, and in Table 6, page 21, for FY 1986 through FY 1995. Table 6a, page 23, provides data on awards, by procurement program, according to the Defense Component making the awards, for FY 1986 through FY 1995.

The largest decreases in the procurement programs were in Airframes and Related Assemblies and Spares, \$5,162 million; Missile and Space Systems, \$1,040 million; and Petroleum, \$774 million. The programs with the largest increases were Ships, \$2,269 million; All Other Supplies and Equipment, \$1,675 million; and Services, \$925 million.

Total DoD procurement from U.S. businesses for work performed in the United States during FY 1995 totaled \$110,033 million; \$1,980 million (1.8 percent) less than FY 1994. A comparison of FY 1995 totals shows a decrease in the Major Hard Goods Category, with an increase in Services and All Other Categories.

Chart III, page 19, shows awards to all businesses and percentage distribution to small businesses, by procurement program, for FY 1995 and FY 1994.

**TABLE 5
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1995 - FY 1994 ^{A/}**

(AMOUNTS IN THOUSANDS)

PROCUREMENT PROGRAM	October 1994 - September 1995			October 1993 - September 1994					
	TOTAL		SMALL BUSINESS	TOTAL		SMALL BUSINESS			
	Amount (1)	% (2)	Amount (3)	% (4)	Amount (1)	% (2)	Amount (3)	% (4)	B/ (5)
TOTAL /C	\$131,364,903	100.0	\$25,274,222	100.0	\$132,219,300	100.0	\$24,805,355	100.0	22.1
INTERAGENCY/FMS	12,332,208				11,097,605				
FOR WORK OUTSIDE U. S. D/ EDUCATIONAL + NON-PROFIT INSTITUTIONS	5,644,982		4,948,453	19.6	5,602,092		4,627,359	18.7	7.8
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	3,291,404		895,753	3.5	3,315,355		880,059	3.6	3.8
MAJOR HARD GOODS (SUB-TOTAL)	110,032,612	100.0			112,013,450	100.0			
AIRCRAFT (SUB-TOTAL)	56,016,319	50.9			59,242,008	52.9			
AIRCRAFT AND RELATED ASSEMBLIES AND SPARES	18,783,404	17.1			23,497,249	21.0			
AIRCRAFT ENGINES AND RELATED SPARES	12,452,484	11.3			17,614,902	15.7			
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	2,886,480	2.6			2,729,246	2.4			
MISSILE AND SPACE SYSTEMS	3,444,740	3.1			3,153,101	2.8			
SHIPS	10,551,238	9.6			11,591,323	10.4			
SHIPS	9,105,634	8.3			6,836,228	6.1			
TANK-AUTOMOTIVE (SUB-TOTAL)	2,070,787	1.9			2,383,673	2.1			
COMBAT VEHICLES	1,130,174	1.0			1,401,648	1.3			
NON-COMBAT VEHICLES	940,614	0.9			982,025	0.9			
WEAPONS	1,368,214	1.2			1,024,735	0.9			
AMMUNITION	1,833,323	1.7			1,467,799	1.3			
ELECTRONICS AND COMMUNICATION EQUIPMENT	12,303,818	11.2			12,441,000	11.1			
SERVICES	18,588,503	16.9			17,863,185	15.8			
ALL OTHER (SUB-TOTAL)	35,427,790	32.2			35,108,257	31.3			
SUBSTANCE	1,837,109	1.7			1,513,081	1.4			
TEXTILES, CLOTHING AND EQUIPAGE	707,259	0.6			568,721	0.5			
FUELS + LUBRICANTS (SUB-TOTAL)	2,593,892	2.4			3,374,005	3.0			
PETROLEUM	2,394,392	2.2			3,168,372	2.8			
OTHER FUELS + LUBRICANTS	187,429	0.2			191,039	0.2			
SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	12,071	*			14,594	*			
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	7,936,844	7.2			6,329,272	5.7			
BUILDING SUPPLIES	40,513	*			46,559	*			
TRANSPORTATION EQUIPMENT	501	*			360	*			
PRODUCTION EQUIPMENT	166,392	0.2			160,880	0.1			
CONSTRUCTION EQUIPMENT	17,624	*			36,446	*			
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	233,933	0.2			273,106	0.2			
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	19,548	*			32,098	*			
MATERIALS HANDLING EQUIPMENT	33,134	*			29,490	*			
ALL OTHER SUPPLIES + EQUIPMENT	7,425,099	6.8			5,750,332	5.1			
CONSTRUCTION	10,856,606	9.9			11,577,252	10.3			
ALL ACTIONS OF \$25,000 OR LESS	11,496,080	10.5			11,745,927	10.5			

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.

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

Chart III

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: FY 1995 and FY 1994

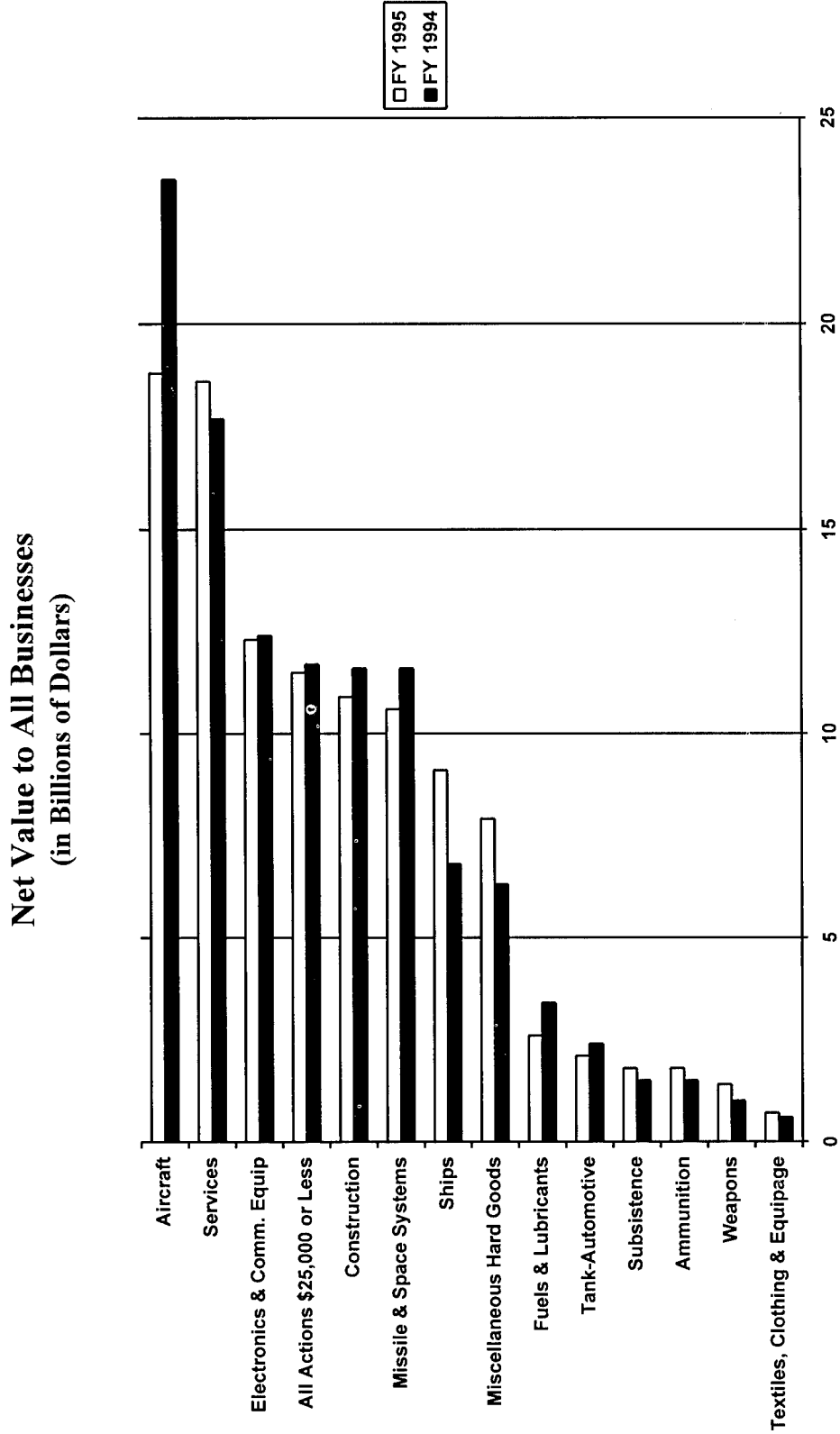


Chart III (concluded)

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: FY 1994 and FY 1995

Percent to Small Businesses

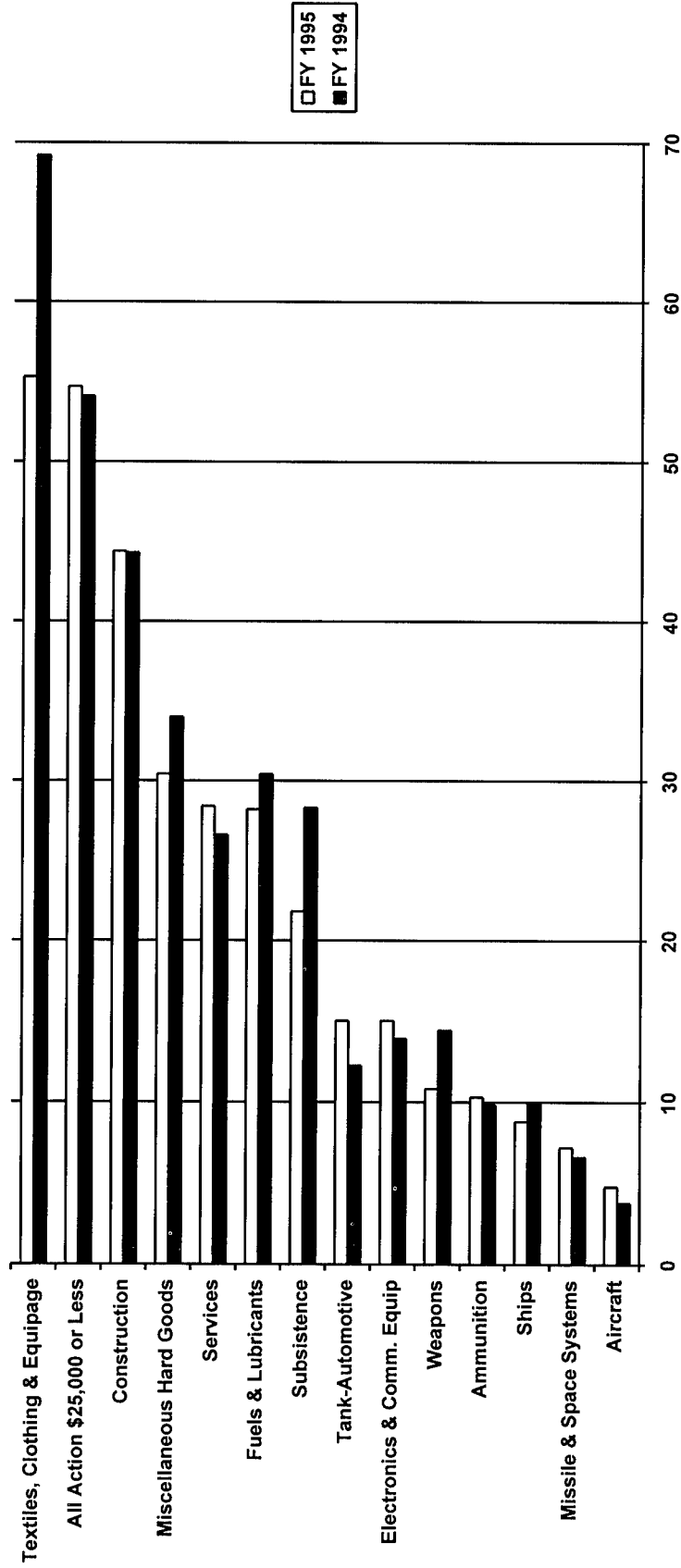


TABLE 6a
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1995 - FY 1994 A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$110,032,612	\$24,155,177	\$36,287,879	\$30,193,368	\$7,359,979	\$2,720,941	\$9,315,269
MAJOR HARD GOODS (SUBTOTAL)	56,016,319	12,669,752	22,614,863	19,492,411	604,565	44,007	590,721
Aircraft	18,783,404	2,072,878	6,336,025	10,096,400	271,194	1,190	5,717
Missile and Space Systems	10,521,238	3,232,979	2,823,999	4,338,246	4,621	95	299
Ships	9,105,684	16,531	9,056,656	54,969	57,881	16,856	79
Tank-Automotive	2,070,787	1,813,586	57,018	140,163	57,881	150	1,889
Weapons	1,368,214	583,821	617,369	153,913	12,970	0	81
Ammunition	1,833,523	147,125	1,471,125	197,412	202,830	25,715	0
Electronics and Communications Equip.	12,303,818	3,460,170	3,516,700	4,515,745	202,830	25,715	582,167
SERVICES	18,588,503	4,912,684	6,001,518	3,824,217	162,817	497,585	3,189,682
ALL OTHER (SUBTOTAL)	35,427,790	6,572,741	7,671,498	6,876,740	6,592,598	2,179,348	5,534,865
Subsistence	1,837,109	16,756	8,463	85	690,738	0	1,121,068
Textiles, Clothing, and Equipage	7,707,259	74,933	4,686	10,084	616,906	603	48
Fuels and Lubricants	2,593,892	2,568	12,086	12,050	2,566,594	566	29
Miscellaneous Hard Goods	7,936,844	838,427	1,910,110	3,511,183	739,104	168,938	779,083
Construction	10,356,066	4,034,137	3,203,163	1,751,616	11,575	1,735,038	21,077
All Actions of \$25,000 or Less	11,436,080	1,615,920	2,432,992	1,591,721	1,967,681	274,204	3,613,561
FISCAL YEAR 1994							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$112,013,450	\$23,715,470	\$34,976,561	\$33,947,653	\$7,972,247	\$2,614,310	\$8,787,208
MAJOR HARD GOODS (SUBTOTAL)	59,242,008	11,756,880	21,679,925	24,344,249	509,293	44,188	907,473
Aircraft	23,497,249	1,862,413	6,952,201	14,483,901	189,949	0	8,785
Missile and Space Systems	11,591,323	3,061,836	3,628,431	4,895,613	4,938	0	506
Ships	6,856,328	12,576	6,755,185	3,752	47,826	16,107	782
Tank-Automotive	2,333,573	2,422,026	359,577	102,324	68,914	177	546
Weapons	1,024,738	490,189	382,492	142,168	7,767	0	90
Ammunition	1,467,799	1,117,197	144,603	209,183	189,744	27,905	0
Electronics and Communications Equip.	12,441,000	3,070,643	3,747,336	4,508,608	189,744	27,905	896,764
SERVICES	17,663,185	4,914,891	5,354,598	4,092,913	191,776	413,528	2,695,480
ALL OTHER (SUBTOTAL)	35,108,257	7,043,699	7,942,039	5,510,491	7,271,178	2,456,595	5,184,255
Subsistence	1,513,081	17,018	12,665	46	850,333	0	633,019
Textiles, Clothing, and Equipage	568,721	44,219	15,317	26,095	482,901	152	37
Fuels and Lubricants	3,374,005	5,646	20,587	7,840	3,339,934	0	0
Miscellaneous Hard Goods	6,329,272	827,358	1,782,920	2,251,275	3,060,008	126,471	535,239
Construction	11,577,252	4,466,359	3,861,544	1,486,594	14,084	1,727,330	21,241
All Actions of \$25,000 or Less	11,745,927	1,683,098	2,249,007	1,738,541	1,777,919	1,302,644	3,994,719

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 1993 - FY 1992 A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$116,007,150	\$23,614,026	\$37,241,099	\$34,979,675	\$7,922,547	\$2,457,709	\$9,792,095
MAJOR HARD GOODS (SUBTOTAL)	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	12,863,796	113,067	0	30-
Missile and Space Systems	12,133,067	3,493,855	3,300,212	5,331,682	3,715	177	3,427
Ships	9,006,798	2,354,113	8,925,149	113,747	52,531	12,237	0
Tank-Automotive	1,210,560	2,092,009	556,259	113,318	75,237	390	0
Weapons	2,576,436	1,495,296	557,303	180,837	3,567	0	557
Ammunition	14,212,080	3,412,432	4,536,927	5,78,443	206,441	0	86
Electronics and Communications Equip.	17,514,588	4,157,966	5,204,708	3,633,456	207,671	28,778	411,087
SERVICES	33,947,511	6,066,596	6,480,347	6,658,032	7,260,229	1,932,133	5,550,173
ALL OTHER (SUBTOTAL)	1,741,204	16,726	12,680	14,342	982,323	0	729,475
Subsistence	573,910	24,857	4,393	11,140	3,160,184	48	705
Textiles, Clothing, and Equipage	3,203,700	8,314	23,212	3,342,333	886,218	100,393	567,072
Fuels and Lubricants	81,633	981,633	1,622,757	1,506,222	18,378	1,587,337	14,587
Miscellaneous Hard Goods	7,790,497	3,279,047	2,414,928	1,783,955	1,682,866	2,274,210	4,238,335
Construction	12,137,794	1,756,009	2,402,378				
All Actions of \$25,000 or Less							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$117,150,787	\$25,329,791	\$38,235,214	\$33,721,042	\$7,276,938	\$2,722,541	\$9,865,261
MAJOR HARD GOODS (SUBTOTAL)	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	7,288,361	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	51,282	25,514	638
Tank-Automotive	2,724,878	2,458,191	48,307	147,188	70,724	119	348
Weapons	1,418,550	2,792,078	459,010	162,947	4,478	0	37
Ammunition	3,245,950	2,764,969	163,975	316,583	4,285	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	1,241,743	4,373,372

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

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

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
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	4,927,870	7,166,130	8,701	0	4,967
Ships	9,313,719	48,212	9,183,830	9,169	90,802	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	887,598	205,920	12,638	0	1,497
Ammunition	3,564,703	2,920,805	527,349	101,694	14,855	0	0
Electronics and Communications Equip.	15,219,506	3,155,873	5,516,955	5,924,811	277,058	31,728	313,081
SERVICES	16,937,287	3,868,850	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	161,819	21,169	21,468	21,468	1,127,546	712	0
Fuels and Lubricants	3,686,514	8,502	24,543	11,122	3,635,462	212	673
Miscellaneous Hard Goods	7,520,672	1,255,386	1,435,277	2,978,784	1,425,187	101,584	353,951
Construction	8,586,177	2,991,580	2,716,543	1,343,749	1,493,248	1,493,248	13,393
All Actions of \$25,000 or Less	11,350,192	3,008,055	2,652,765	3,702,459	1,560,447	288,143	162,523
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	3,784,574	4,954,980	8,383,419	7,498	0	6,278
Ships	10,303,581	3,14,925	10,208,578	8,206	58,856	11,826	0
Tank-Automotive	3,322,970	3,134,647	321,709	130,250	50,320	144	150-
Weapons	1,842,130	1,022,649	547,884	265,504	6,193	0	0
Ammunition	4,032,453	3,129,883	847,804	55,759	1,193	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	1,685,401	496,265
Subsistence	1,605,594	122,661	54,628	42,108	1,386,269	0	72-
Textiles, Clothing, and Equipage	744,857	17,288	13,574	45,510	657,592	286	607
Fuels and Lubricants	3,771,388	12,933	6,093	8,102	3,742,871	1,038	351
Miscellaneous Hard Goods	7,056,160	1,083,754	1,734,624	2,560,940	1,217,261	103,982	355,599
Construction	5,757,232	1,729,667	1,746,583	901,456	1,111,864	1,355,308	12,354
All Actions of \$25,000 or Less	11,127,661	2,972,119	2,470,235	3,806,177	1,525,857	1,225,787	127,426

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

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

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
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	24,225,894	3,077,892	8,428,859	12,529,643	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	9,596,142	67,111	9,423,005	888	99,755	5,383	0
Tank-Automotive	3,821,233	3,637,902	10,211	121,963	50,893	66	198
Weapons	1,518,643	658,067	567,251	286,565	7,041	0	281-
Ammunition	3,900,238	2,885,726	948,366	66,060	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	25,815	44,532	1,120,407	0	0
Textiles, Clothing, and Equipage	1,859,577	16,714	7,212	15,137	820,224	0	0
Fuels and Lubricants	3,475,105	77,967	3,878	9,904	3,382,876	609	671
Miscellaneous Hard Goods	6,995,804	1,003,624	1,618,954	2,845,234	1,145,960	78,198	305,814
Construction	7,439,552	2,616,592	2,649,501	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	12,542,371	146,264	0	0
Missile and Space Systems	19,699,960	3,988,705	7,230,739	8,503,094	8,259	0	3,183
Ships	13,746,230	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	1,071,972	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	37,815	37,815	1,057,188	0	35
Fuels and Lubricants	3,292,195	19,297	16,394	18,140	3,238,326	28	0
Miscellaneous Hard Goods	7,745,943	1,095,543	1,769,957	3,403,502	1,272,592	102,225	100,022
Construction	8,066,574	2,898,310	1,708,382	1,006,915	1,434,275	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.

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

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
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	6,111,982	37,859	1,742,773
Aircraft	27,683,991	3,366,735	9,770,721	14,424,755	121,780	0	0
Missile and Space Systems	19,731,884	3,827,817	7,415,709	8,556,161	2,569	0	228
Ships	11,474,728	69,401	11,506,744	4,616	67,703	26,264	0
Tank-Automotive	4,853,662	4,674,628	38,175	72,582	67,162	888	227
Weapons	2,038,819	699,746	1,033,839	361,838	3,376	0	0
Ammunition	4,555,004	3,544,326	528,163	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
Substance	1,178,445	87,218	32,720	42,573	1,015,794	140	0
Textiles, Clothing, and Equipage	33,531	39,608	29,996	29,996	882,016	69	314
Fuels and Lubricants	3,037,834	54,105	12,869	38,490	2,930,633	438	868
Miscellaneous Hard Goods	6,026,944	1,955,583	1,697,768	1,140,193	1,774,270	87,809	155,331
Construction	8,899,666	3,435,987	2,784,323	1,338,576	9,565	1,292,304	37,511
All Actions of \$25,000 or Less	11,162,388	3,029,760	2,788,987	3,097,665	1,887,233	219,803	158,940
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	19,359,707	4,766,892	7,165,467	7,389,685	2,813	0	10,850
Ships	9,412,931	69,707	9,269,915	3,128	64,693	11,388	0
Tank-Automotive	5,248,926	5,031,599	1,27,726	116,856	71,664	1,050	330
Weapons	2,304,203	915,705	1,009,322	74,492	4,921	0	73
Ammunition	4,489,965	3,180,370	596,486	712,446	4,38	0	45
Electronics and Communications Equip.	19,743,183	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
Substance	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	7,235,681	44,025	23,417	45,881	7,121,234	1,017	1,117
Miscellaneous Hard Goods	5,547,956	1,072,406	1,615,104	1,060,027	1,728,264	60,421	111,764
Construction	7,632,798	3,818,210	1,877,668	2,785,756	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.

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percentage distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1986 through FY 1995 are shown in Table 7, page 31.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government Agencies, amounted to \$21,126 million during FY 1995 and accounted for 18.6 percent of all DoD procurement. During FY 1994, the comparable amount was \$21,491 million, which was 18.6 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 73.9 percent of the contracts awarded by the Department of the Air Force to Educational and Nonprofit Institutions during FY 1995.

Between FY 1986 and FY 1989, the relative dollar share of RDT&E procurement to total procurement (excluding awards for work outside the United States and orders to other Government Agencies) steadily increased from 14.0 percent in FY 1986 to 17.9 percent in FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards increased in FY 1992 to 17.7 percent, and again in FY 1993 to 18.2 percent. In both FY 1994 and FY 1995, the percentage of RDT&E procurement to total procurement showed a ten year high of 18.6 percent.

Contract awards for RDT&E, by procurement program, are shown for FY 1986 through FY 1995 in Table 8, page 33. 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 1995 - FY 1991 ^{A/}

(AMOUNTS IN THOUSANDS)

T Y P E O F C O N T R A C T O R	FY 1995		FY 1994		FY 1993		FY 1992		FY 1991	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$21,615,535		\$21,891,466		\$22,374,509		\$21,811,584		\$20,981,043	
INTERAGENCY/FMS	290,912		220,564		512,009		300,138		212,038	
FOR WORK OUTSIDE U. S. B/	198,752		179,731		168,853		170,040		294,980	
TOTAL, EXCEPT ABOVE	21,125,871	18.6	21,491,171	18.6	21,693,648	18.2	21,341,505	17.7	20,474,025	15.8
Army	5,059,532	20.2	4,745,720	19.3	4,600,940	18.9	4,955,532	19.0	4,414,420	14.6
Navy	5,884,277	15.8	5,774,719	16.0	4,934,734	13.0	5,035,775	12.9	4,275,209	10.6
Air Force	9,120,812	29.2	9,544,485	27.3	9,760,946	26.8	8,672,820	24.7	9,728,463	23.2
Defense Logistics Agency	13,999	0.1	4,450	0.1	11,067	0.1	11,067	0.1	7,271	0.1
Civil Functions	16,274	0.6	12,283	0.5	12,183	0.5	12,187	0.4	9,028	0.4
Other Defense Agencies	1,020,378	10.8	1,409,513	15.8	2,371,181	23.4	2,654,322	26.1	2,039,634	52.9
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,304,546	70.0	2,207,012	66.6	2,133,946	62.0	2,311,093	67.2	2,556,239	70.1
Army	620,080	67.3	512,330	57.1	235,536	31.0	209,482	30.0	240,395	37.9
Navy	841,534	79.2	858,747	78.6	551,584	73.9	685,720	79.2	627,252	75.4
Air Force	749,655	73.9	766,091	73.3	1,183,460	80.9	1,139,345	79.9	1,312,733	83.3
Defense Logistics Agency	13,549	12.7	3,015	2.8	11,434	10.9	11,065	10.2	7,265	3.7
Civil Functions	5,800	18.4	5,108	21.1	5,128	18.9	5,191	22.3	3,813	18.1
Other Defense Agencies	73,929	47.8	61,722	41.4	146,805	42.7	260,290	82.4	364,781	94.2
BUSINESS FIRMS FOR WORK IN THE U. S.	18,821,325	17.1	19,284,159	17.2	19,559,701	16.9	19,030,412	16.2	17,917,786	14.2
Army	4,439,453	18.4	4,233,390	17.9	4,365,404	18.5	4,746,050	18.7	4,174,025	14.1
Navy	5,032,743	13.0	4,915,872	14.1	4,383,156	11.8	4,360,955	11.4	3,647,957	9.2
Air Force	8,571,157	27.7	8,778,395	25.9	8,577,756	24.5	7,533,275	22.3	8,415,730	20.9
Defense Logistics Agency	10,450	0.4	1,435	0.3	8,557	0.3	6,997	0.3	5,215	0.2
Civil Functions	40,473	0.4	7,175	0.3	8,557	0.3	6,997	0.3	5,215	0.2
Other Defense Agencies	947,049	10.2	1,347,791	15.3	2,224,376	22.7	2,394,033	24.3	1,674,853	48.3
SMALL BUSINESS FIRMS	2,493,672	9.9	2,232,953	9.0	2,278,685	9.2	1,941,439	8.1	1,652,391	6.4
Army	846,495	12.7	721,515	11.3	750,983	11.7	696,965	11.4	553,793	8.2
Navy	764,076	10.1	661,071	9.2	580,889	8.1	510,043	6.7	470,054	6.0
Air Force	653,583	12.3	592,155	11.5	632,389	11.9	462,107	9.9	432,625	8.1
Defense Logistics Agency	400	0.4	139	0.3	8	0.0	2	0.0	6	0.0
Civil Functions	5,734	0.5	5,702	0.5	6,738	0.7	6,067	0.6	4,403	0.5
Other Defense Agencies	223,384	16.4	252,371	17.5	307,678	20.3	266,255	17.0	191,510	28.0

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 1990 - FY 1986 ^{R/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1990		FY 1989		FY 1988		FY 1987		FY 1986	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$22,404,659		\$23,260,820		\$22,601,657		\$21,867,373		\$19,866,651	
INTERAGENCY/FMS	171,345		1,032,050		166,028		150,594		118,810	
FOR WORK OUTSIDE U. S. B/	218,346		192,227		167,745		200,688		181,611	
TOTAL, EXCEPT ABOVE	22,014,968	17.3	22,036,543	17.9	22,267,884	16.6	21,516,091	15.5	19,566,230	14.0
Army	3,801,306	13.3	4,205,909	15.1	3,296,264	11.8	3,164,453	10.1	2,841,728	8.9
Navy	5,447,820	12.8	6,533,322	11.7	6,456,085	12.6	7,366,012	14.7	7,286,119	16.1
Air Force	11,072,235	27.1	9,954,085	25.6	11,727,097	23.8	9,852,135	23.3	8,278,587	19.2
Defense Logistics Agency	19,824	0.2	10,985	0.1	30,135	0.3	39,551	0.4	18,292	0.1
Civil Functions	6,683	0.3	5,882	0.4	5,389	0.3	3,695	0.2	2,693	0.2
Other Defense Agencies	1,666,100	42.2	1,527,130	51.2	742,314	29.8	1,090,245	28.0	1,140,811	27.2
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,767,494	78.4	2,587,893	79.1	2,747,010	79.2	2,709,218	77.5	2,616,458	77.7
Army	227,245	51.3	280,467	66.4	257,306	60.7	283,469	59.8	258,140	59.1
Navy	656,987	78.5	721,944	75.8	947,976	83.0	888,996	82.2	985,425	85.6
Air Force	1,556,279	87.4	1,432,741	89.3	1,395,297	86.4	1,355,845	85.0	1,217,643	84.0
Defense Logistics Agency	14,873	13.5	8,816	7.7	20,603	23.2	23,493	23.5	6,880	7.6
Civil Functions	3,308	12.5	2,716	14.1	1,507	3.6	1,676	5.1	6,669	1.6
Other Defense Agencies	308,802	93.0	141,209	88.7	114,321	80.6	155,739	73.3	147,701	74.7
BUSINESS FIRMS FOR WORK IN THE U.S.	19,247,474	15.5	19,448,650	16.2	19,520,874	14.9	18,806,873	13.9	16,949,772	12.4
Army	3,574,061	12.7	3,925,342	14.3	3,028,958	11.0	2,880,984	9.3	2,583,498	8.2
Navy	4,790,843	11.5	5,611,188	13.3	5,518,709	11.0	6,477,016	13.2	6,200,594	14.2
Air Force	9,516,966	24.4	8,521,344	23.1	10,331,800	26.1	8,496,200	20.6	7,056,944	16.9
Defense Logistics Agency	4,931	0.1	1,679	0.1	9,532	0.1	16,058	0.2	11,432	0.1
Civil Functions	3,375	0.2	3,176	0.2	3,882	0.2	2,028	0.2	2,054	0.1
Other Defense Agencies	1,357,298	37.5	1,385,521	49.1	627,993	26.8	934,506	25.3	993,110	24.8
SMALL BUSINESS FIRMS	1,730,988	7.2	1,456,510	6.4	1,446,030	5.7	1,488,073	5.6	1,263,937	4.7
Army	487,134	8.4	400,324	7.8	425,352	6.6	445,486	5.9	363,852	4.8
Navy	533,847	7.0	435,121	5.7	416,125	5.1	349,305	4.5	303,750	4.1
Air Force	493,237	9.5	471,549	10.3	457,490	8.9	474,427	8.8	403,463	8.3
Defense Logistics Agency	2,434	0.1	585	0.1	0	0.0	4,877	0.1	1,817	*
Civil Functions	2,541	0.3	2,915	0.4	2,951	0.3	1,585	0.2	1,492	0.2
Other Defense Agencies	211,795	34.9	145,416	32.1	144,112	30.6	212,383	27.1	189,563	30.2

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 1995 - FY 1986 ^{A/}

PROCUREMENT PROGRAM	NET VALUE (\$000)										PERCENT									
	FY 1995	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986	FY 1995	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986
TOTAL	\$21,615,535	\$21,891,466	\$22,374,509	\$21,811,684	\$20,981,043	16.5	16.6	16.2	16.0	13.9										
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	290,912	220,564	512,009	300,138	212,038	2.4	2.0	4.0	3.1	1.8										
EDUCATIONAL AND NONPROFIT INSTITUTIONS	198,752	179,731	168,853	170,040	294,980	3.5	3.2	2.9	2.9	3.2										
BUSINESS FIRMS TOTAL	21,125,871	21,491,171	21,693,648	21,341,505	20,474,025	18.6	18.6	18.2	17.7	15.8										
MAJOR HARD GOODS (SUBTOTAL)	2,304,546	2,207,042	2,133,946	2,311,093	2,556,239	70.0	66.6	62.0	67.2	70.1										
Aircraft	18,821,325	19,284,159	19,559,701	19,030,412	17,917,786	17.1	17.2	16.9	16.2	14.2										
Missile and Space Systems	14,856,322	15,030,509	14,873,798	14,429,180	14,021,823	26.5	25.4	23.0	21.5	18.9										
Ships	5,182,207	5,722,706	5,026,100	3,898,376	3,086,440	29.9	24.4	21.9	16.6	13.1										
Tank-Automotive	4,843,206	5,065,292	5,157,258	5,073,426	5,958,186	46.0	43.7	42.3	38.7	36.4										
Weapons	384,868	323,877	357,888	518,522	576,534	4.0	4.7	4.4	6.3	6.2										
Ammunition	388,071	425,620	442,520	218,232	359,225	17.8	14.0	18.0	12.8	10.6										
Electronics and Communications Equip.	384,286	279,104	273,386	268,301	315,255	26.6	27.2	22.6	18.9	18.4										
SERVICES	248,992	232,691	320,646	435,989	413,183	13.5	15.9	12.0	13.4	11.6										
ALL OTHER (SUBTOTAL)	3,050,038	3,072,759	3,299,100	3,788,284	3,213,001	24.8	24.7	23.2	26.6	21.1										
Subsistence	2,708,632	3,158,889	3,540,745	3,599,552	2,894,155	14.6	17.9	20.2	20.8	17.1										
Textiles, Clothing, and Equipage	1,256,372	1,094,761	1,145,158	1,001,680	1,001,808	3.5	3.1	3.4	3.1	2.9										
Fuels and Lubricants	1,422	0	837	235	0	0.1	0.0	0.0	*	0.0										
Miscellaneous Hard Goods	14,615	9,904	4,709	11,037	8,381	2.1	1.7	0.8	1.7	0.6										
Construction	3,679	4,145	4,075	3,696	2,957	0.1	0.1	0.1	0.1	0.1										
All Actions of \$25,000 or Less	1,175,603	1,019,055	1,061,530	915,085	916,072	14.8	16.1	14.2	12.3	12.0										
	61,053	61,166	74,007	71,490	72,783	0.5	0.5	0.6	0.6	0.6										
TOTAL	\$22,404,659	\$23,260,820	\$22,601,657	\$21,867,373	\$19,866,651	15.5	16.7	14.9	14.0	12.5										
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	171,345	1,032,050	156,028	150,594	118,810	1.7	10.8	1.9	1.7	1.2										
EDUCATIONAL AND NONPROFIT INSTITUTIONS	218,346	192,227	187,745	200,638	131,611	3.1	3.0	2.1	2.3	2.0										
BUSINESS FIRMS TOTAL	22,014,968	22,036,543	22,267,884	21,516,091	19,586,230	17.3	17.9	16.6	15.5	14.0										
MAJOR HARD GOODS (SUBTOTAL)	2,767,494	2,587,893	2,747,010	2,709,218	2,616,458	78.4	79.1	79.2	77.5	77.7										
Aircraft	19,247,474	19,448,650	19,520,874	18,806,873	16,949,772	15.5	16.2	14.9	13.9	12.4										
Missile and Space Systems	15,876,660	16,215,161	17,087,446	16,622,638	15,179,229	20.1	20.3	18.9	17.9	16.4										
Ships	4,325,590	3,869,514	5,014,645	3,525,937	3,145,987	18.0	16.0	20.1	12.7	9.7										
Tank-Automotive	6,008,587	6,152,463	6,822,793	6,928,338	5,905,202	35.1	32.8	34.6	35.0	30.5										
Weapons	509,663	687,518	522,383	478,206	624,055	4.9	7.2	3.8	4.2	5.6										
Ammunition	361,382	1,014,217	134,114	195,848	170,809	10.9	26.5	4.9	4.0	3.3										
Electronics and Communications Equip.	435,052	410,338	485,791	580,352	710,535	27.0	27.0	29.1	27.7	30.8										
SERVICES	682,534	701,172	489,439	489,439	385,670	16.9	18.0	11.4	10.7	8.6										
ALL OTHER (SUBTOTAL)	3,555,852	3,379,879	3,578,535	4,424,553	4,266,871	19.2	18.7	20.2	19.6	21.6										
Subsistence	2,391,165	2,303,270	1,786,477	1,566,433	1,334,153	16.3	19.7	14.9	14.2	12.8										
Textiles, Clothing, and Equipage	979,649	930,219	646,951	617,742	436,390	3.3	3.3	2.0	2.0	1.3										
Fuels and Lubricants	350	50	357	109	0	*	*	*	*	0.0										
Miscellaneous Hard Goods	6,491	3,229	4,379	8,341	8,195	0.9	0.4	0.4	0.8	0.8										
Construction	2,817	2,535	3,453	10,343	8,449	0.1	0.1	0.1	0.3	0.1										
All Actions of \$25,000 or Less	895,523	876,517	593,785	555,105	375,886	12.7	12.5	7.7	9.2	6.8										
	83	715	225	849	1,802	*	*	*	*	*										
	74,385	48,603	44,752	42,995	42,058	0.7	0.6	0.4	0.4	0.4										

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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 Directorate for Information
 Operations and Reports

AWARDS BY COMPETITION

Awards by Extent of Competed Procurement

As shown in Table 9, page 39, total DoD awards subject to competition during FY 1995 and 1994 totaled \$109,112 million and \$110,187 million, respectively. A breakout of these awards is as follows:

	FY 1995		FY 1994	
	Dollars in Millions	Percent	Dollars in Millions	Percent
Total	\$ 109,112	100.0	\$ 110,187	100.0
Competed <u>1/</u>	70,754	64.8	71,261	64.7
Follow-on	9,173	8.4	10,425	9.5
Not Competed	29,186	26.7	28,501	25.9

1/ See Glossary of Terms for definition.

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

Table 10, page 41, displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure, where applicable. Full and open competition procedures accounted for 77.7 percent of the competed post-CICA awards during FY 1995, compared to 80.7 percent for FY 1994. Actions of \$25,000 or less accounted for 10.2 percent (10.0 percent last year), and other than full and open competition, 12.0 percent (9.2 percent last year).

Solicitation Procedures

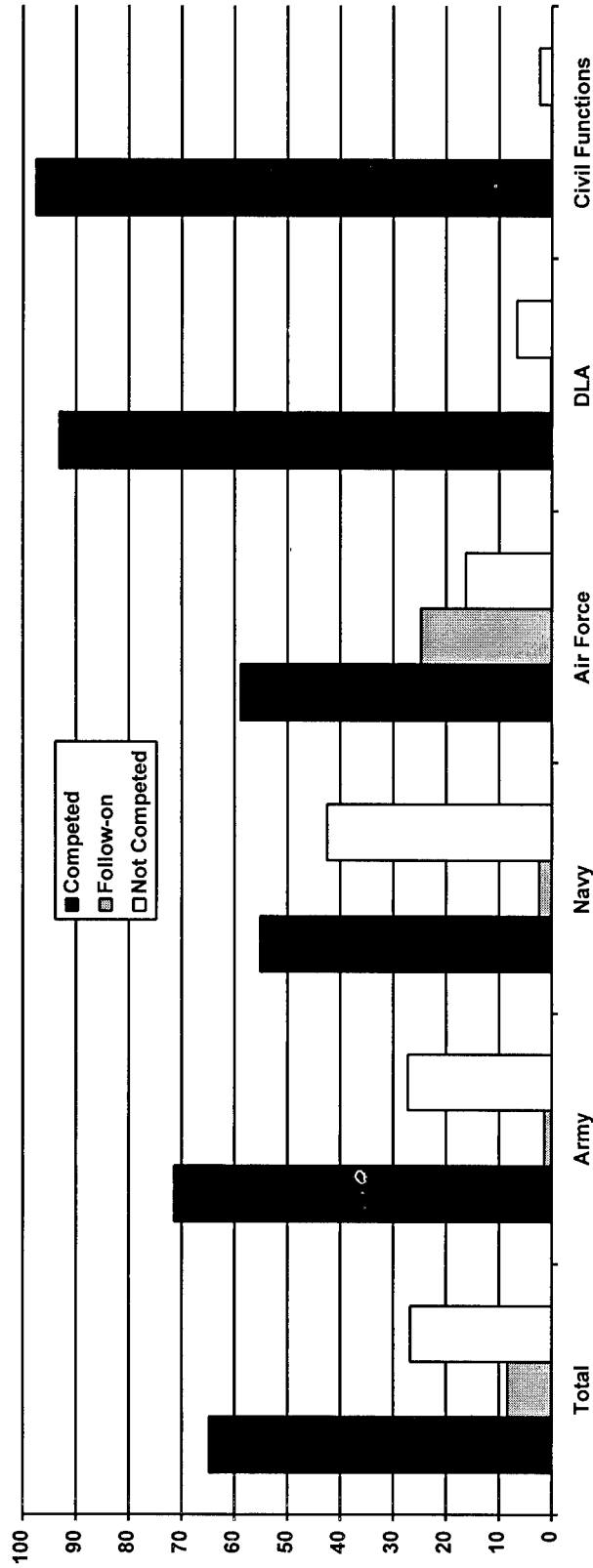
Tables 13 and 14, on pages 43 and 45, highlight the dollars and procurement actions, respectively, for each of the CICA solicitation procedures used by the DoD to procure supplies and services during FY 1995 and FY 1994. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition 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 1995 amounted to \$131.4 billion, a decrease of \$0.9 billion from the FY 1994 amount. Of the FY 1995 total, \$23.4 billion (17.8 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less." Pre-CICA actions accounted for \$2.7 billion, or 2.1 percent, while \$105.2 billion, or 80.1 percent, were awarded pursuant to CICA/SAP procedures. Within the Post-CICA categories the "Full & Open Competition" category accounted for \$54.3 billion, or 51.6 percent, and the "Other Than Full & Open Competition" category accounted for \$50.8 billion, or 48.3 percent. Similar data are also depicted by DoD Component in this table. Table 14 also shows a total of 10,613,238 procurement actions during FY 1995. This is a slight decrease from the 11,216,563 reported during FY 1994. Distribution by kind of contracting action is also depicted.

Chart IV, page 37, shows percentage distribution of DoD awards by extent of competed procurement, according to Defense Component, for FY 1995. The FY 1995 Navy obligations for "Not Competed" awards increased by \$3.5 billion, or 29.2 percent, from the FY 1994 amount. Most of the "Not Competed" increase can be attributed to a contract action for approximately \$3 billion related to the construction of a Nimitz Class (CVN 68) nuclear powered aircraft carrier.

Chart IV

Percent Distribution of DoD Awards by Extent of Competed Procurement
According to Defense Component: Fiscal Year 1995



Percent of Competitive Base

Note: Chart 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 1995 - FY 1994 ^{A/}

NET VALUE (AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94			
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct		
TOTAL	\$131,364,903		\$132,219,300		\$29,258,372		\$29,335,628		\$41,199,526		\$39,418,302		\$41,199,526		\$39,418,302			
INTRA-AGENCY/FMS C/	\$9,774,874		\$8,869,384		\$1,716,933		\$2,360,785		\$1,887,346		\$1,442,553		\$1,887,346		\$1,442,553			
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	\$121,590,029		\$123,349,916		\$27,541,439		\$26,974,843		\$39,312,181		\$37,975,748		\$39,312,181		\$37,975,748			
TOTAL, EXCEPT EXCLUSIONS	\$12,477,581		\$13,152,460		\$2,245,280		\$2,310,752		\$2,271,952		\$2,811,335		\$2,271,952		\$2,811,335			
	\$109,112,448	100.0	\$110,187,456	100.0	\$25,298,158	100.0	\$24,664,091	100.0	\$37,040,228	100.0	\$35,164,413	100.0	\$37,040,228	100.0	\$35,164,413	100.0		
COMPETED E/ FOLLOW-ON	\$70,754,208	64.8	\$71,261,491	64.7	\$18,058,009	71.4	\$17,571,327	71.2	\$20,397,230	55.1	\$21,422,671	60.9	\$20,397,230	55.1	\$21,422,671	60.9		
NOT COMPETED	\$9,172,532	8.4	\$10,424,765	9.5	\$348,866	1.4	\$303,074	1.2	\$892,476	2.4	\$1,555,019	4.4	\$892,476	2.4	\$1,555,019	4.4		
	\$29,185,708	26.7	\$28,501,199	25.9	\$6,888,283	27.2	\$6,789,689	27.5	\$15,750,523	42.5	\$12,186,723	34.7	\$15,750,523	42.5	\$12,186,723	34.7		

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94			
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct		
TOTAL	\$39,462,844		\$41,948,965		\$8,754,647		\$9,623,445		\$2,816,972		\$2,717,246		\$2,816,972		\$2,717,246			
INTRA-AGENCY/FMS C/	\$5,892,943		\$4,839,252		\$223,417		\$204,043		\$2,666		\$10,579		\$2,666		\$10,579			
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	\$33,569,900		\$37,109,713		\$8,531,229		\$9,419,402		\$2,814,306		\$2,706,667		\$2,814,306		\$2,706,667			
TOTAL, EXCEPT EXCLUSIONS	\$1,958,205		\$2,148,316		\$1,028,197		\$1,238,758		\$237,011		\$209,801		\$237,011		\$209,801			
	\$31,611,695	100.0	\$34,961,396	100.0	\$7,503,033	100.0	\$8,180,644	100.0	\$2,577,295	100.0	\$2,496,865	100.0	\$2,577,295	100.0	\$2,496,865	100.0		
COMPETED E/ FOLLOW-ON	\$18,617,871	58.9	\$18,277,895	52.3	\$6,988,835	93.1	\$7,722,837	94.4	\$2,513,938	97.5	\$2,455,827	98.4	\$2,513,938	97.5	\$2,455,827	98.4		
NOT COMPETED	\$7,846,696	24.8	\$8,331,901	23.8	\$18,122	0.2	\$138,410	1.7	\$3,497	0.1	\$108	*	\$3,497	0.1	\$108	*		
	\$5,147,128	16.3	\$8,351,600	23.9	\$496,076	6.6	\$319,397	3.9	\$59,860	2.3	\$40,931	1.6	\$59,860	2.3	\$40,931	1.6		

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards not included elsewhere in this table.
 C/ Includes 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.

TABLE 9 (concluded)
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1995 - FY 1994 ^{A/}

NUMBER OF PROCUREMENT ACTIONS

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY							
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
TOTAL	10,613,238		11,216,563		1,840,446		2,142,879		2,026,429		2,035,420		1,840,446		2,142,879		2,026,429		2,035,420	
INTRA-AGENCY/FMS C/	85,892		72,103		12,981		10,908		14,386		12,112		12,981		10,908		14,386		12,112	
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	10,527,346		11,144,460		1,827,465		2,131,971		2,012,043		2,023,308		1,827,465		2,131,971		2,012,043		2,023,308	
TOTAL, EXCEPT EXCLUSIONS	5,842,917		6,169,953		994,288		1,147,646		1,023,598		1,085,878		994,288		1,147,646		1,023,598		1,085,878	
COMPETED E/ FOLLOW-ON	4,684,429	100.0	4,974,507	100.0	833,177	100.0	984,325	100.0	988,445	100.0	937,430	100.0	833,177	100.0	984,325	100.0	988,445	100.0	937,430	100.0
NOT COMPETED	4,271,923	91.2	4,554,817	91.6	760,650	91.3	899,136	91.3	807,034	81.6	767,928	81.9	760,650	91.3	899,136	91.3	807,034	81.6	767,928	81.9
	5,940	0.1	4,208	0.1	485	0.1	233	*	469	*	390	*	485	0.1	233	*	469	*	390	*
	406,566	8.7	415,482	8.4	72,042	8.6	84,956	8.6	180,942	18.3	169,112	18.0	72,042	8.6	84,956	8.6	180,942	18.3	169,112	18.0
EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS							
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
TOTAL	2,565,546		2,776,530		1,444,000		1,285,199		386,140		447,878		1,444,000		1,285,199		386,140		447,878	
INTRA-AGENCY/FMS C/	9,699		8,630		47,363		38,478		942		1,723		47,363		38,478		942		1,723	
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	2,555,847		2,767,900		1,396,637		1,246,721		385,198		446,155		1,396,637		1,246,721		385,198		446,155	
TOTAL, EXCEPT EXCLUSIONS	502,944		529,649		974,963		841,300		228,648		257,069		502,944		529,649		228,648		257,069	
COMPETED E/ FOLLOW-ON	2,052,903	100.0	2,238,251	100.0	421,674	100.0	405,421	100.0	156,550	100.0	189,086	100.0	421,674	100.0	405,421	100.0	156,550	100.0	189,086	100.0
NOT COMPETED	1,999,110	97.4	2,180,117	97.4	394,677	93.6	382,642	94.4	109,324	69.8	129,743	68.6	394,677	93.6	382,642	94.4	109,324	69.8	129,743	68.6
	4,786	0.2	2,605	0.1	119	*	875	0.2	12	*	2	*	119	*	875	0.2	12	*	2	*
	49,007	2.4	55,529	2.5	26,878	6.4	21,904	5.4	47,214	30.2	59,341	31.4	26,878	6.4	21,904	5.4	47,214	30.2	59,341	31.4

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 1995 - FY 1994 ^{R/}

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS ^{B/}		ADJUSTED TOTAL	
	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 93-Sep 94
	Amount	Amount	Amount	Amount	Amount	Amount
TOTAL	\$131,364,903	\$132,219,300	\$22,252,455	\$22,031,845	\$109,112,448	\$110,187,456
INTRA-AGENCY/FMS C/	9,774,874	8,869,384	9,774,874	8,869,384	0	0
TOTAL PRE-CICA AWARDS	2,739,111	3,686,829	882,925	824,194	1,856,186	2,862,685
TOTAL POST-CICA AWARDS D/	118,850,918	119,663,087	11,594,656	12,338,316	107,256,262	107,324,771
Actions of \$25,000 or less	13,649,997	13,976,054	5,620,054	6,099,627	8,029,943	7,876,428
Full & Open Competition E/	54,250,771	56,554,144	0	0	54,250,771	56,554,144
Sealed Bids	7,165,598	8,418,202	0	0	7,165,598	8,418,202
Competitive Proposal	35,749,103	36,022,573	0	0	35,749,103	36,022,573
Combination	334,499	817,639	0	0	334,499	817,639
Architect-Engineer	1,644,446	1,810,885	0	0	1,644,446	1,810,885
Basic Research	1,164,791	864,907	0	0	1,164,791	864,907
Multiple Award Schedule	1,037,073	993,492	0	0	1,037,073	993,492
Alternate Source -	882,283	1,622,928	0	0	882,283	1,622,928
Reduced Cost	3,949	3,138	0	0	3,949	3,138
Mobilization	868,549	1,610,586	0	0	868,549	1,610,586
Eng/R&D Capability	9,786	9,204	0	0	9,786	9,204
Set Aside	6,272,979	6,003,717	0	0	6,272,979	6,003,717
O/T Full & Open Competition	50,768,012	49,128,888	5,939,054	6,237,871	44,828,956	42,891,016
Only One Source	34,474,872	36,483,705	465,605	1,342,339	34,009,267	35,141,366
Unique Source	18,254,300	17,767,954	0	623,173	18,254,300	14,144,781
Follow-on	4,961,492	7,480,221	0	38,260	4,961,492	7,441,962
Unsolicited Res Prop	72,244	67,900	0	1,952	72,244	67,210
Patent/Data Rights	269,348	162,058	0	485,571	269,348	160,085
Utilities	465,605	486,924	465,605	338	1,081	1,252
Standardization	1,081	4,185	0	192,336	10,450,801	13,322,127
Other	10,450,801	13,514,463	0	0	10,450,801	13,322,127
Urgency	2,426,262	2,593,941	0	30,798	2,426,262	2,563,143
Mobilization	3,904,663	2,474,364	0	53,835-	3,904,663	2,528,198
Essential R&D Capability	1,781,480	1,771,662	0	405,024	1,781,480	1,366,637
International Agreement	693,724	531,940	693,724	531,940	0	0
Authorized by Statute F/	3,276,766	2,847,874	3,228,197	2,834,772	48,569	13,102
Authorized Resale	1,551,665	1,135,735	1,551,528	1,135,735	137	0
National Security	2,656,904	1,289,570	0	11,097	2,656,904	1,278,473
Public Interest	1,674	97	0	0	1,674	97
Otherwise Auth by Statute	10,082	4,001	2,383	818	7,699	3,182

R/ 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 actions with other Federal Agencies.
D/ Includes Simplified Acquisition Procedure awards.
E/ Includes Federal Schedule awards.
F/ Includes Post-CICA 8(a) program.

TABLE 10 (Concluded)
DoD Prime Contract Awards by Solicitation Procedure, FY 1995 - FY 1994 ^{R/}
According to Extent of Competed Procurement: FY 1995 - FY 1994

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL			COMPETED			FOLLOW ON			NOT COMPETED		
	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 93-Sep 94	Oct 94-Sep 95	Oct 93-Sep 94
	Amount	Amount	Amount	Amount	%	Amount	Amount	%	Amount	%	Amount	%
TOTAL	\$109,112,448	\$110,187,456	\$70,754,208	\$71,261,491	100.0	\$9,172,532	\$10,424,765	100.0	\$29,185,708	100.0	\$28,501,199	100.0
INTRA-AGENCY/FMS C/	0	0	0	0		0	0		0		0	
TOTAL PRE-CICA AWARDS	1,856,186	2,862,685	952,944	1,212,761	100.0	733,244	1,313,860	100.0	169,998	100.0	336,064	100.0
TOTAL POST-CICA AWARDS D/	107,256,262	107,324,771	69,801,264	70,048,731	100.0	8,439,288	9,110,905	100.0	29,015,710	100.0	28,165,135	100.0
Actions of \$25,000 or less	8,029,943	7,876,428	7,087,387	7,017,698	10.2	0	0	0.0	942,556	3.2	858,730	3.0
Full & Open Competition E/	54,250,771	56,554,144	54,250,831	56,554,144	77.7	0	0	0.0	60-	*	0	0.0
Sealed Bids	7,165,598	8,418,202	7,165,598	8,418,202	10.3	0	0	0.0	0	0.0	0	0.0
Competitive Proposal	35,749,103	36,022,373	35,745,103	36,022,373	51.2	0	0	0.0	0	0.0	0	0.0
Combination	1,334,499	1,817,639	334,499	817,639	0.5	0	0	0.0	0	0.0	0	0.0
Architect-Engineer	1,644,446	1,810,885	1,644,446	1,810,885	2.4	0	0	0.0	0	0.0	0	0.0
Basic Research	1,164,791	1,164,907	1,164,791	1,164,907	1.7	0	0	0.0	0	0.0	0	0.0
Multiple Award Schedule	1,037,073	993,492	1,037,073	993,492	1.5	0	0	0.0	0	0.0	0	0.0
Alternate Source -	882,283	1,622,928	882,283	1,622,928	1.3	0	0	0.0	0	0.0	0	0.0
Reduced Cost	3,449	3,528	3,449	3,528	*	0	0	0.0	0	0.0	0	0.0
Mobilization	868,549	1,610,586	868,549	1,610,586	1.2	0	0	0.0	0	0.0	0	0.0
Eng/R&D Capability	9,786	9,204	9,786	9,204	*	0	0	0.0	0	0.0	0	0.0
Set Aside	6,272,979	6,003,717	6,273,039	6,003,717	9.0	0	0	0.0	60-	*	0	0.0
O/T Full & Open Competition	44,828,956	42,891,016	8,353,885	6,476,231	12.0	8,436,695	9,110,905	100.0	28,038,377	96.6	27,303,880	96.9
Only One Source	34,009,267	35,141,366	4,755,212	3,958,399	6.8	5,727,640	8,233,809	90.4	23,526,415	81.1	22,949,158	81.5
Unique Source	18,254,300	14,144,781	1,149,489	594,195	0.8	1,130,488	1,589,538	17.4	15,974,324	55.1	11,961,048	42.5
Follow-on	4,961,492	7,441,962	436,428	491,437	0.6	3,825,998	5,824,567	63.9	699,066	2.4	1,125,958	4.0
Unsolicited Res Prop	72,244	67,210	2,379	4,488	*	0	0	0.0	72,094	0.2	66,712	0.2
Patent/Data Rights	269,348	160,085	2,379	4,113	*	195,047	107,810	1.2	71,922	0.2	48,162	0.2
Utilities	0	1,353	0	1,353	0.0	0	0	0.0	0	0.0	0	0.0
Standardization	1,081	3,847	314	1,450	*	767	711,894	7.8	767	*	2,397	*
Other	10,450,801	13,322,127	3,166,452	2,865,352	4.5	576,108	711,894	6.8	6,708,241	23.1	9,744,881	34.6
Urgency	2,426,262	2,563,143	564,318	738,035	0.8	543,734	745,333	6.4	1,318,209	4.5	1,079,776	3.8
Mobilization	3,904,663	2,528,198	2,656,499	1,450,168	3.8	24,495	108,543	1.2	1,223,669	4.2	969,487	3.4
Essential R&D Capability	1,781,480	1,366,637	8,910	158,047	0.2	83,238	15,868	0.2	1,689,331	5.8	1,192,722	4.2
International Agreement	0	0	0	0	0.0	0	0	0.0	0	0.0	0	0.0
Authorized by Statute F/	48,569	13,102	10,064	526	*	0	28	*	38,505	0.1	12,547	*
Authorized Resale	137	0	137	0	*	0	0	0.0	0	0.0	0	0.0
National Security	2,656,904	1,278,473	358,507	171,116	0.5	2,057,588	7,324	0.1	240,810	0.8	1,100,034	3.9
Public Interest	1,674	97	236	59-	*	0	0	0.0	1,438	*	156	*
Otherwise Auth by Statute	7,699	3,182	4,390	657	*	1,625	0	0.0	1,684	*	2,525	*

* 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 1995 - FY 1994 A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/				ARMY				NAVY			
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	131,364,903	100.0	132,219,300	100.0	29,258,372	100.0	29,335,628	100.0	41,199,526	100.0	39,418,302	100.0
INTRA-AGENCY/FMS C/	9,774,874	7.4	8,869,384	6.7	1,716,933	5.9	2,360,785	8.0	1,887,346	4.6	1,442,553	3.7
Actions of \$25,000 or Less	13,649,997	10.4	13,976,054	10.6	2,245,138	7.7	2,466,112	8.4	3,019,699	7.3	2,815,217	7.1
Actions(Except FMS)Over \$25,000	107,940,032	82.2	109,373,861	82.7	25,296,301	86.5	24,508,731	83.5	36,292,482	88.1	35,160,531	89.2
PRE-CICA Actions	2,739,111	2.1	3,686,829	2.8	212,299	0.7	228,271	0.8	20,440	*	13,114	*
POST-CICA Actions D/	105,200,921	80.1	105,687,033	79.9	25,084,002	85.7	24,280,460	82.8	36,272,042	88.0	35,147,418	89.2
Full & Open Competition E/	54,250,771	41.3	56,554,144	42.8	14,610,200	50.0	14,608,603	50.0	16,300,020	44.9	18,599,911	52.9
Sealed Bids	7,165,598	5.4	8,418,202	6.3	2,899,144	10.0	3,317,722	11.6	1,824,732	5.0	2,445,937	7.0
Competitive Proposal	35,739,103	27.2	36,032,373	27.3	8,592,276	29.4	8,537,114	29.1	10,719,297	28.6	11,024,857	31.4
Combination	323,498	0.2	36,817,539	27.8	48,803	0.2	130,181	0.5	120,105	0.3	680,986	1.9
Architecture-Engineer	1,648,446	1.2	1,810,885	1.4	571,845	2.0	594,670	2.0	629,670	1.7	814,814	2.3
Basic Research	1,164,791	0.9	884,307	0.7	251,038	0.9	185,740	0.7	334,180	0.9	243,155	0.7
Multiple Award Schedule	1,037,073	0.8	993,492	0.8	295,570	1.0	201,022	0.8	272,772	0.8	285,442	0.8
Alternate Source -	882,283	0.7	1,622,928	1.2	1,624	*	8,453	*	872,117	2.4	1,606,722	4.6
Reduced Cost	3,949	*	3,138	*	1,339	*	2,964	*	5,553	*	1,174	*
Mobilization	868,549	0.7	1,610,386	1.2	154	*	4,129	*	868,702	2.4	1,606,548	4.6
Eng/R&D Capability	9,786	*	9,204	*	439	*	1,359	*	761	*		
Set Aside	6,272,979	4.8	6,003,717	4.5	1,985,900	7.0	1,751,615	6.0	1,527,148	4.2	1,497,998	4.3
O/T Full & Open Competition	50,768,010	38.7	49,128,888	37.2	10,409,210	35.6	9,671,857	32.9	19,929,419	54.9	16,547,219	47.1
Only One Source	34,474,872	26.2	36,483,705	27.6	6,836,497	23.4	6,696,058	23.1	15,463,923	42.6	13,339,668	38.0
Unique Source	18,254,300	14.0	14,767,954	11.2	3,256,571	11.2	2,256,275	8.0	12,796,868	35.3	10,193,111	29.0
Follow-on	4,961,492	3.8	7,480,221	5.6	580,571	2.0	714,463	2.4	226,586	0.6	507,958	1.4
Unolicited Res Prop	72,244	0.1	67,900	0.1	6,729	*	9,728	*	46,218	0.1	38,494	0.1
Patent/Data Rights	269,348	0.2	162,058	0.1	21,953	0.1	15,917	0.1	3,907	*	15,042	*
Utilities	485,605	0.4	486,924	0.4	325,017	1.1	316,099	1.1	111	*	277	*
Standardization	1,081	*	4,185	*	193	*	1,416	*	134	*	1,308	*
Other	10,450,801	7.9	13,514,463	10.2	2,644,854	9.0	3,382,162	11.9	2,389,698	6.6	2,583,478	7.4
Urgency	2,426,262	1.8	2,593,941	2.0	645,480	2.2	467,375	1.6	449,483	1.2	820,624	2.1
Mobilization	3,904,663	3.0	2,474,364	1.9	1,269,327	4.3	940,238	3.2	1,877,192	5.2	662,197	1.9
Essential R&D Capability	1,781,480	1.4	1,771,662	1.3	415,516	1.4	380,794	1.3	541,084	1.5	670,991	1.9
International Agreement	693,724	0.5	531,940	0.4	75,546	0.3	116,492	0.4	595,408	1.6	394,439	1.1
Authorized by Statute F/	3,276,766	2.5	2,847,874	2.1	995,850	3.4	867,543	3.0	982,116	2.7	846,099	2.4
Authorized Resale	1,551,665	1.2	1,135,735	0.9	0	0.0	81	0.0	6,593	*	408	*
National Security	2,656,904	2.0	1,289,570	1.0	170,994	0.6	203,275	0.7	13,442	*	12,637	*
Public Interest	1,674	*	97	*	0	0.0	80	0.0	80	*	156	*
Otherwise Auth by Statute	10,082	*	4,001	*	0	0.0	10,082	0.0	10,082	*	287	*

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

TABLE 13 (concluded)
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1995 - FY 1994 ^{A/}

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	39,462,844	100.0	41,948,965	100.0	8,754,667	100.0	9,623,445	100.0	2,816,972	100.0	2,717,246	100.0
INTRA-AGENCY/FMS C/	5,892,943	14.9	4,839,252	11.5	223,417	2.6	204,043	2.1	2,666	0.1	10,579	0.4
Actions of \$25,000 or Less	2,357,227	6.0	2,460,233	5.9	2,041,969	23.3	1,845,208	19.2	316,676	11.2	345,600	12.7
Actions(Except FMS)Over \$25,000	31,212,674	79.1	34,649,480	82.6	6,489,260	74.1	7,574,194	78.7	2,497,630	88.7	2,361,066	85.9
PRE-CICR Actions	2,481,244	6.3	3,445,275	8.2	0	0.0	0	0.0	8,744	0.3	267	*
POST-CICR Actions D/	26,731,430	72.8	31,204,205	74.4	6,489,260	74.1	7,574,194	78.7	2,488,886	88.4	2,360,800	85.9
Full & Open Competition E/	12,251,503	42.6	11,699,589	37.5	5,152,741	79.4	6,453,915	81.2	2,231,747	89.7	2,130,929	90.3
Sealed Bids	928,811	3.2	776,492	2.5	296,682	4.6	494,523	6.5	1,182,192	47.5	1,349,511	57.2
Competitive Proposal	8,438,363	29.4	8,322,449	26.7	4,069,013	62.7	4,741,124	62.6	595,082	23.9	351,157	14.9
Combination	38,820	0.1	59,823	0.2	49,500	0.8	1,968	0.1	54,645	2.2	33,182	1.4
Architect-Engineer	272,814	0.9	225,565	0.7	0	0.0	0	0.0	168,986	6.8	175,603	7.4
Basic Research	488,540	1.7	352,808	1.1	3,164	*	1,296	*	393	*	175,526	*
Multiple Award Schedule	405,271	1.4	448,471	1.4	18,976	0.3	13,169	0.2	16,768	0.7	16,221	0.7
Alternate Source -	37-	*	100	*	0	0.0	92-	*	0	0.0	0	0.0
Reduced Cost	72-	*	0	*	0	0.0	0	*	0	0.0	0	0.0
Mobilization	0	*	100	*	0	0.0	92-	*	0	0.0	0	0.0
Eng/R&D Capability	35	*	0	*	0	0.0	0	*	0	0.0	0	0.0
Set Aside	1,678,922	5.8	1,513,881	4.9	715,405	11.0	893,926	11.8	213,680	8.6	204,729	8.7
O/T Full & Open Competition	16,458,182	57.3	19,500,902	62.5	1,320,139	20.3	1,420,279	18.8	252,812	10.2	228,871	9.7
Only One Source	10,954,957	38.1	15,337,030	49.2	522,020	8.0	375,450	5.0	29,269	1.2	22,941	1.0
Unique Source	1,638,150	5.7	1,774,887	5.7	136,413	2.1	123,412	1.6	17,192	0.7	15,538	0.7
Follow-on	4,062,918	14.1	6,147,829	19.7	433	*	2,205	*	346	*	391	*
Unsolicited Res Prop	7,172	*	7,020	*	0	0.0	0	0.0	104	*	75	*
Patent/Data Rights	217,212	0.8	116,962	0.4	934	*	26	*	0	0.0	0	0.0
Utilities	136,874	0.5	166,284	0.5	2,461	*	3,721	*	1,142	*	544	*
Standardization	753	*	1,189	*	0	0.0	0	0.0	0	0.0	0	0.0
Other	4,891,878	17.0	7,422,859	22.8	381,780	5.9	246,086	3.2	10,485	0.4	6,393	0.3
Urgency	867,201	3.0	1,009,363	3.2	209,269	3.2	259,440	3.4	80,628	3.2	94,425	4.0
Mobilization	606,999	2.1	735,708	2.4	151,062	2.3	136,221	1.8	53	*	59	*
Essential R&D Capability	822,551	2.9	716,854	2.3	0	0.0	1,642	*	0	0.0	0	0.0
International Agreement	21,399	0.1	17,634	0.1	1,270	*	3,375	*	0	0.0	0	0.0
Authorized by Statute F/	775,497	2.7	658,338	2.1	146,083	2.3	133,513	1.8	142,861	5.7	112,446	4.8
Authorized Resale	576	*	586	*	289,996	4.5	510,638	6.7	0	0.0	0	0.0
National Security	2,407,407	8.4	1,025,448	3.3	439	*	0	0.0	0	0.0	0	0.0
Public Interest	1,595	*	59-	*	0	0.0	0	0.0	0	0.0	0	0.0
Otherwise Auth by Statute	0	0.0	3,714	*	0	0.0	0	0.0	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 1995 - FY 1994 R/

SOLICITATION PROCEDURE	TOTAL						NEW WORK						DELIVERY ORDERS						MODIFICATIONS						
	Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		Oct 94-Sep 95		Oct 93-Sep 94		
	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	
TOTAL	10613238	100.0	11216563	100.0	2280	1984	3286	2887	1337	56399	745	55792	100.0	55847	100.0	1447	56592	745	55792	100.0	55847	100.0	1447	56592	
INTRA-AGENCY/FMS B/	85892	0.8	72103	0.6	2280	1984	3286	2887	1337	56399	745	55792	100.0	55847	100.0	1447	56592	745	55792	100.0	55847	100.0	1447	56592	
Actions of \$25,000 or Less	10276150	96.8	10913164	97.3	66196	65520	124380	108184	2145	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607
Actions(Except FMS)Over \$25,000	251196	2.4	231296	2.1	367	214	2153	2145	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607	
PRE-CICA Actions	3128	*	3104	*	367	214	2153	2145	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607	607	
POST-CICA Actions C/	248068	2.3	228192	2.0	65829	6306	122227	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	106039	
Full & Open Competition D/	162744	65.6	156058	68.4	42693	45442	79370	70687	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	79370	
Sealed Bids	20492	8.3	21714	9.5	9190	10794	5165	4818	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	5165	
Competitive Proposal	84873	34.2	81544	35.7	19079	20445	43653	39522	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	43653	
Combination	449	0.2	1511	0.2	153	158	161	141	158	158	158	158	158	158	158	158	158	158	158	158	158	158	158	158	
Architect-Engineer	10556	4.3	10149	4.4	1473	1545	6593	6026	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	6593	
Basic Research	352	1.4	2926	4.7	1341	1087	62	50	62	62	62	62	62	62	62	62	62	62	62	62	62	62	62	62	
Multiple Award Schedule	13458	5.4	10810	4.7	34	48	13397	10721	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	13397	
Alternate Source -	391	0.2	523	0.2	18	34	6	12	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	
Reduced Cost	8	*	3	*	1	1	3	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Mobilization	367	0.1	511	0.2	15	32	1	9	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Eng/R&D Capability	16	*	9	*	2	1	2	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
Set Aside	29003	11.7	27881	12.2	11435	11331	10333	9397	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	10333	
O/T Full & Open Competition	81051	32.7	72118	31.6	23125	20856	42829	35348	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	42829	
Only One Source	34341	13.8	33251	14.8	12326	15222	13630	12030	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	13630	
Unique Source	16323	6.6	15820	6.9	5231	5621	7048	6521	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	7048	
Follow-on	1799	0.7	181	0.8	507	522	255	225	255	255	255	255	255	255	255	255	255	255	255	255	255	255	255	255	
Unsolicited Res Prop	455	0.1	200	0.1	83	74	352	363	352	352	352	352	352	352	352	352	352	352	352	352	352	352	352	352	
Patent/Data Rights	866	0.3	852	0.3	198	171	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	1488	
Utilities	1623	0.7	1699	0.7	37	80	3	4	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Standardization	9	*	12	*	6	7	4882	4360	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	4882	
Other	13766	5.5	13058	5.7	6094	5447	4482	4360	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	4482	
Urgency	6239	2.5	6684	2.9	3883	4401	1208	1102	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	1208	
Mobilization	2594	1.0	2900	1.3	230	205	1221	1311	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	1221	
Essential R&D Capability	508	0.2	408	0.2	49	51	148	79	148	148	148	148	148	148	148	148	148	148	148	148	148	148	148	148	
International Agreement	317	0.1	436	0.2	88	82	73	191	73	73	73	73	73	73	73	73	73	73	73	73	73	73	73	73	
Authorized by Statute E/	14985	6.0	12691	5.6	4369	4096	7052	5287	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	7052	
Authorized Resale	18910	7.6	14090	6.2	7	13	18861	13924	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	18861	
National Security	3159	1.3	1646	0.7	2159	485	632	434	632	632	632	632	632	632	632	632	632	632	632	632	632	632	632	632	
Public Interest	8	*	2	*	4	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	
Otherwise Auth by Statute	43	*	16	*	11	8	28	4	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	

R/ For definitions and coverage, see notes on coverage.
B/ Includes actions with another Federal Agency.
C/ Includes Simplified Acquisition Procedure awards.
D/ Includes Federal Schedule awards.
E/ Includes Post-CICA 8(a) program.
* less than 0.05 percent.

AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16, page 51, shows the net value and percentage distribution of DoD prime contract awards over \$25,000 for both fiscal years 1995 and 1994. Data are shown by type of contract pricing provision, according to Defense Component. During FY 1995, awards over \$25,000 (excluding intragovernmental awards) totaled \$106,598 million, of which \$68,987 million, or 64.7 percent, were awarded under fixed price procedures and \$33,319 million, or 31.3 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$4,292 million, or 4.0 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 13.4 percent of the total contract awards over \$25,000 during FY 1995. The use of incentive contracts (both fixed price and cost-type combined) decreased from 17.3 percent of total contract dollars in FY 1994 to 14.3 percent in FY 1995. The use of firm fixed-price contracts increased from 47.5 percent to 49.1 percent.

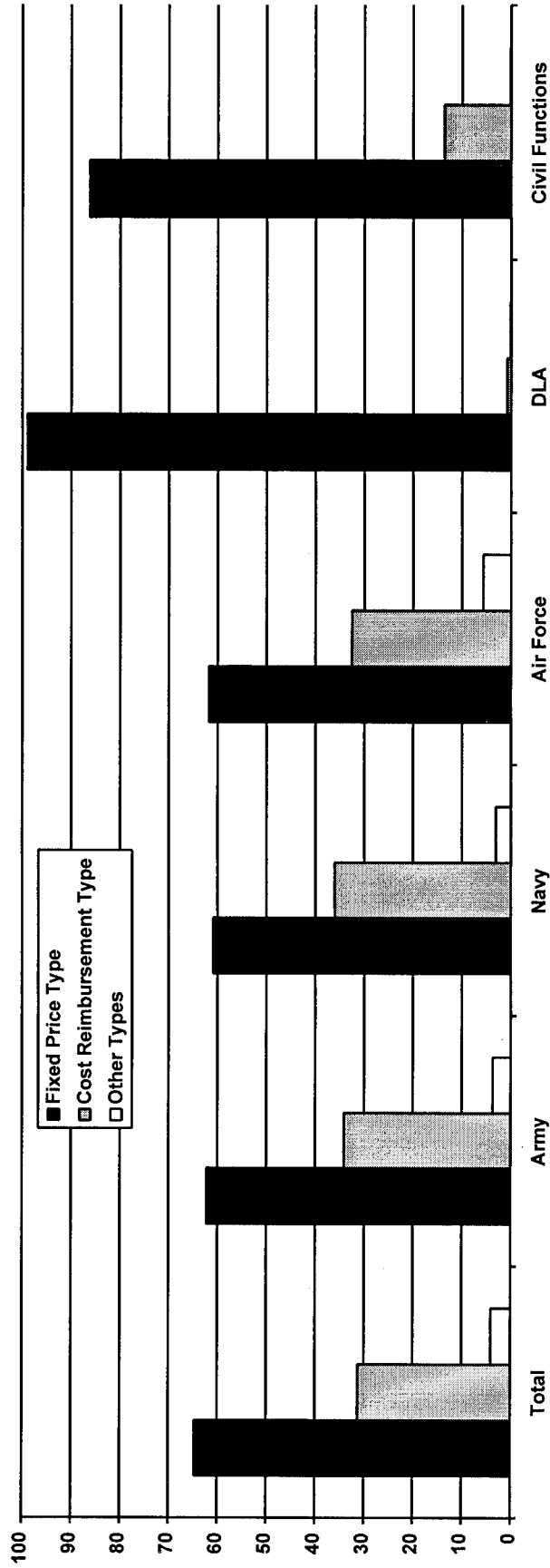
The total of 233,072 contract actions over \$25,000 for FY 1995, Table 16, includes 66,196 original contract actions and modifications calling for additional work and 166,876 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 4.9 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, increased by 10.9 percent. Table 17, page 55, provides annual data for FY 1986 through FY 1995, by type of pricing provision.

Chart V, page 49, shows percentage distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for FY 1995.

Chart V

Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision,
According to Defense Component: Fiscal Year 1995

Percent of Total Procurement*



* Intragovernmental actions and actions \$25,000 or less are excluded.

TABLE 16
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1995 - FY 1994 A/

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY					
	OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 93 - SEP 94	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$131,364,903	100.0	\$132,219,300	100.0	\$29,258,372	100.0	\$29,335,628	100.0	\$41,199,526	100.0	\$39,418,302	100.0	\$2,174,091	
INTERAGENCY/FMS	12,332,208		11,097,605		2,392,474		2,994,835		2,644,110		2,174,091			
ACTIONS \$25,000 OR LESS	12,434,885		12,772,022		1,923,077		2,092,612		2,635,950		2,442,091			
ACTIONS OVER \$25,000	106,597,811	100.0	108,349,673	100.0	24,942,820	100.0	24,248,180	100.0	35,919,466	100.0	34,802,119	100.0		
FIXED PRICE TYPE	68,986,871	64.7	72,077,633	66.5	15,507,098	62.2	15,571,067	64.2	21,868,453	60.9	21,217,784	61.0		
FIRM	52,331,258	49.1	51,489,382	47.5	14,223,872	57.0	14,169,230	58.4	15,274,908	42.5	16,678,925	47.9		
REDETERMINABLE	239,950	0.2	700,446	0.6	92,545	0.4	106,070	0.4	15,79,112	0.2	34,398	0.1		
INCENTIVE	10,402,611	9.8	12,684,845	11.7	207,807	0.8	369,166	1.5	5,954,416	16.5	3,744,989	10.8		
ECONOMIC PRICE ADJUSTMENT	6,013,052	5.6	7,202,960	5.6	982,873	3.9	926,501	3.8	560,018	1.5	759,472	2.2		
COST REIMBURSEMENT TYPE	33,318,567	31.3	32,273,638	29.8	8,509,251	34.1	7,819,777	32.2	12,924,519	36.0	12,695,464	36.5		
NO FEE	2,668,784	2.5	2,167,155	2.0	614,339	2.5	698,900	2.9	650,956	1.8	153,385	0.4		
FIXED FEE	14,240,752	13.4	14,415,472	13.2	3,758,945	15.1	3,368,746	13.6	7,332,192	20.4	7,315,082	21.0		
INCENTIVE FEE	4,788,478	4.5	6,069,626	5.6	1,698,338	7.2	1,698,338	7.0	2,078,170	5.8	2,741,981	7.9		
AWARD FEE	11,619,554	10.9	9,621,975	8.9	2,349,283	9.4	2,055,204	8.5	2,866,233	8.0	2,485,036	7.1		
OTHER TYPES	4,292,372	4.0	3,998,402	3.7	926,472	3.7	857,336	3.5	1,126,484	3.1	888,871	2.6		
TIME AND MATERIALS	3,936,943	3.7	3,472,852	3.2	894,860	3.6	824,891	3.4	1,069,382	3.0	820,765	2.4		
LABOR HOURS	355,429	0.3	525,569	0.5	31,612	0.1	32,445	0.1	57,102	0.2	68,107	0.2		

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS					
	OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 94 - SEP 95		OCT 93 - SEP 94		OCT 93 - SEP 94	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$39,462,844	100.0	\$41,948,965	100.0	\$8,754,647	100.0	\$9,623,445	100.0	\$2,816,972	100.0	\$2,717,246	100.0	\$1,054	
INTERAGENCY/FMS	6,776,722		5,528,979		287,835		252,257		55,636		61,054			
ACTIONS \$25,000 OR LESS	1,938,148		2,087,580		2,011,494		1,817,868		288,093		315,857			
ACTIONS OVER \$25,000	30,747,974	100.0	34,332,406	100.0	6,455,317	100.0	7,553,320	100.0	2,473,243	100.0	2,340,335	100.0		
FIXED PRICE TYPE	19,014,986	61.8	22,549,928	65.7	6,389,616	99.0	7,489,220	99.2	2,131,391	86.2	2,186,807	93.4		
FIRM	14,265,587	46.4	13,290,041	38.7	2,858,187	44.2	2,897,593	38.4	2,126,151	86.0	2,179,702	93.1		
REDETERMINABLE	50,905	0.2	259,845	0.7	8,668	0.1	14,893	0.2	3,058	0.2	4,444	0.2		
INCENTIVE	4,128,770	13.4	4,453,666	24.6	2,356	0.0	0	0.0	0	0.0	4,442	0.2		
ECONOMIC PRICE ADJUSTMENT	588,637	1.8	558,177	1.6	3,527,137	54.6	4,576,644	60.6	1,046	0.0	2,178	0.1		
COST REIMBURSEMENT TYPE	9,992,482	32.5	10,056,938	29.3	50,601	0.8	42,727	0.6	336,682	13.6	152,382	6.5		
NO FEE	1,188,940	3.9	1,181,011	3.4	15,199	0.2	9,205	0.1	12,709	0.5	6,409	0.3		
FIXED FEE	1,962,759	6.4	2,472,269	7.2	35,402	0.5	33,522	0.4	115,034	4.7	80,416	3.4		
INCENTIVE FEE	806,465	2.6	652,218	4.5	0	0.0	0	0.0	65,394	2.6	31,185	1.3		
AWARD FEE	6,034,319	19.6	4,851,440	14.1	0	0.0	0	0.0	143,546	5.8	34,382	1.5		
OTHER TYPES	1,740,506	5.7	1,725,539	5.0	15,400	0.2	21,373	0.3	5,169	0.2	1,136	0.0		
TIME AND MATERIALS	1,481,970	4.8	1,313,745	3.8	15,025	0.2	20,863	0.3	4,652	0.2	364	0.0		
LABOR HOURS	258,536	0.8	411,794	1.2	75	0.0	510	0.0	4,518	0.2	772	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 1995 ^{R/}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/			ARMY			NAVY		
	OCT 94 - SEP 95			OCT 94 - SEP 95			OCT 94 - SEP 95		
	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK
TOTAL	10,613,238			1,840,446	100.0	16,341	2,026,429	100.0	19,119
INTERAGENCY/FMS	611,850			143,049		13,350	166,490		14,607
ACTIONS \$25,000 OR LESS	9,694,536			1,595,602		13,227	38,092		14,490
ACTIONS OVER \$25,000	233,072	100.0	66,196	56,513	100.0	16,341	69,204	100.0	19,119
FIXED PRICE TYPE	174,001	74.7	55,325	118,676	75.3	13,350	40,156	58.0	14,607
FIRM	163,267	70.1	53,020	110,247	41,339	13,227	28,132	55.0	14,490
REDETERMINABLE	563	0.2	126	437	181	52	129	0.2	27
INCENTIVE	3,094	1.3	439	2,655	52	12	1,539	2.2	66
ECONOMIC PRICE ADJUSTMENT	7,077	3.0	1,740	5,337	946	59	1,362	0.5	24
COST REIMBURSEMENT TYPE	43,377	18.6	8,581	34,796	9,918	2,590	22,973	33.2	3,310
NO FEE	3,124	1.3	898	2,226	1,078	334	1,152	0.8	208
FIXED FEE	30,475	13.1	6,037	24,378	6,208	1,772	18,318	26.5	2,701
INCENTIVE FEE	8,831	3.8	1,331	7,440	2,114	419	3,955	5.7	322
AWARD FEE	15,894	6.7	2,290	13,404	4,084	401	6,075	8.8	1,202
OTHER TYPES	14,039	6.0	2,038	11,981	3,924	389	5,160	8.1	1,040
TIME AND MATERIALS	1,675	0.7	252	1,423	140	12	1,283	0.7	162
LABOR HOURS									
TOTAL	2,565,546			1,444,000	100.0	9,645	386,140	100.0	2,509
INTERAGENCY/FMS	213,686			69,006		9,601	9,890		2,354
ACTIONS \$25,000 OR LESS	2,301,939			1,352,606		8,169	342,848		2,353
ACTIONS OVER \$25,000	49,846	100.0	16,177	33,669	21,680	9,645	8,712	100.0	2,509
FIXED PRICE TYPE	37,121	74.5	13,659	23,462	21,413	8,808	8,181	93.9	2,354
FIRM	34,469	69.2	12,991	21,478	19,237	8,169	8,183	93.5	2,353
REDETERMINABLE	1,311	0.3	31	1,002	12	4	21	0.2	7
INCENTIVE	1,349	2.7	347	1,002	12	4	21	0.2	7
ECONOMIC PRICE ADJUSTMENT	1,172	2.4	290	882	2,106	891	13	0.1	2
COST REIMBURSEMENT TYPE	8,076	16.2	1,961	6,115	213	38	512	5.9	145
NO FEE	1,340	2.6	1,295	1,015	83	10	70	0.8	41
FIXED FEE	4,264	8.6	1,148	3,116	150	28	227	2.6	74
INCENTIVE FEE	210	0.4	88	142	0	0	33	0.4	18
AWARD FEE	2,292	4.6	450	1,842	0	0	182	2.1	27
OTHER TYPES	4,649	9.3	557	4,092	54	6	19	0.2	0
TIME AND MATERIALS	3,631	7.3	490	3,141	52	6	6	0.1	0
LABOR HOURS	1,018	2.0	67	951	2	0	13	0.1	0
TOTAL	2,565,546			1,444,000	100.0	9,645	386,140	100.0	2,509
INTERAGENCY/FMS	213,686			69,006		9,601	9,890		2,354
ACTIONS \$25,000 OR LESS	2,301,939			1,352,606		8,169	342,848		2,353
ACTIONS OVER \$25,000	49,846	100.0	16,177	33,669	21,680	9,645	8,712	100.0	2,509
FIXED PRICE TYPE	37,121	74.5	13,659	23,462	21,413	8,808	8,181	93.9	2,354
FIRM	34,469	69.2	12,991	21,478	19,237	8,169	8,183	93.5	2,353
REDETERMINABLE	1,311	0.3	31	1,002	12	4	21	0.2	7
INCENTIVE	1,349	2.7	347	1,002	12	4	21	0.2	7
ECONOMIC PRICE ADJUSTMENT	1,172	2.4	290	882	2,106	891	13	0.1	2
COST REIMBURSEMENT TYPE	8,076	16.2	1,961	6,115	213	38	512	5.9	145
NO FEE	1,340	2.6	1,295	1,015	83	10	70	0.8	41
FIXED FEE	4,264	8.6	1,148	3,116	150	28	227	2.6	74
INCENTIVE FEE	210	0.4	88	142	0	0	33	0.4	18
AWARD FEE	2,292	4.6	450	1,842	0	0	182	2.1	27
OTHER TYPES	4,649	9.3	557	4,092	54	6	19	0.2	0
TIME AND MATERIALS	3,631	7.3	490	3,141	52	6	6	0.1	0
LABOR HOURS	1,018	2.0	67	951	2	0	13	0.1	0

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 1994 ^{AV}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL BY			ARMY			NAVY		
	OCT 93 - SEP 94			OCT 93 - SEP 94			OCT 93 - SEP 94		
	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK
TOTAL	11,216,563			2,142,879			2,035,420		
INTERAGENCY/FMS	656,640			180,681			169,428		
ACTIONS \$25,000 OR LESS	10,248,355			1,837,128			1,797,714		
ACTIONS OVER \$25,000	217,045	100.0	66,520	53,664	100.0	17,249	65,888	100.0	20,019
FIXED PRICE TYPE	182,521	74.9	56,547	105,974	75.4	14,485	40,391	61.3	16,041
FIRM	151,338	69.7	54,056	97,282	39,439	14,364	37,966	57.6	15,806
REDETERMINABLE	147	0.2	147	108	0.2	30	150	0.2	55
INCENTIVE	3,318	1.5	446	2,872	67	19	48	1.36	1,694
ECONOMIC PRICE ADJUSTMENT	7,368	3.4	1,898	5,470	1.6	72	1,445	0.7	401
COST REIMBURSEMENT TYPE	40,069	18.5	8,043	32,026	17.4	2,374	20,335	30.9	3,027
NO FEE	2,964	1.4	775	1,059	2.0	292	418	0.6	158
FIXED FEE	28,293	13.0	5,763	5,766	10.7	1,578	16,251	24.7	2,522
INCENTIVE FEE	993	0.5	194	525	1.0	79	208	0.3	39
AWARD FEE	7,819	3.6	1,311	6,508	3.7	425	3,428	5.2	308
OTHER TYPES	14,455	6.7	1,930	3,872	7.2	390	5,162	7.8	951
TIME AND MATERIALS	12,765	5.9	1,655	3,742	7.0	366	4,644	7.0	833
LABOR HOURS	1,690	0.8	275	130	0.2	24	518	0.8	138
TOTAL	2,776,530			1,285,199			447,878		
INTERAGENCY/FMS	233,360			51,045			12,820		
ACTIONS \$25,000 OR LESS	2,495,052			1,209,779			407,375		
ACTIONS OVER \$25,000	47,597	100.0	13,949	23,535	100.0	10,075	8,318	100.0	2,847
FIXED PRICE TYPE	34,979	73.5	11,528	23,451	98.7	9,989	7,932	95.4	2,733
FIRM	32,425	68.1	10,948	21,477	88.9	9,001	7,886	94.8	2,727
REDETERMINABLE	142	0.3	42	100	0.2	7	21	0.3	3
INCENTIVE	1,307	2.7	289	1,018	0.0	0	5	0.1	4
ECONOMIC PRICE ADJUSTMENT	1,105	2.3	249	856	9.6	981	2,282	0.2	18
COST REIMBURSEMENT TYPE	8,045	16.9	1,893	6,152	1.0	82	369	4.4	114
NO FEE	1,277	2.7	245	43	0.2	11	66	0.8	20
FIXED FEE	4,470	9.4	1,124	3,346	0.9	71	195	2.3	62
INCENTIVE FEE	227	0.5	68	203	0.0	0	11	0.1	2
AWARD FEE	2,071	4.4	456	1,615	0.0	0	97	1.2	77
OTHER TYPES	4,573	9.6	528	4,045	0.3	4	17	0.2	0
TIME AND MATERIALS	3,612	7.6	426	3,186	0.2	4	4	*	4
LABOR HOURS	961	2.0	102	859	6	0	13	0.2	0

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

TABLE 17
DoD Prime Contract Awards by Type of Contract Pricing Provision
FY 1995 - FY 1986 ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	FY 1995		FY 1994		FY 1993		FY 1992		FY 1991	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$106,597,811	100.0	\$108,349,873	100.0	\$112,280,488	100.0	\$113,402,449	100.0	\$126,294,179	100.0
FIXED PRICE TYPE (SUB-TOTAL)	68,986,871	64.7	72,077,633	66.5	76,516,193	68.1	79,144,866	69.8	96,760,113	76.6
Firm	52,331,258	49.1	51,489,382	47.5	56,281,476	50.1	57,887,749	51.0	71,673,745	56.8
Redeterminable	239,950	0.2	700,446	0.6	571,191	0.5	393,549	0.3	371,936	0.3
Incentive	10,402,611	9.8	12,684,845	11.7	11,341,869	10.1	12,683,020	11.2	13,740,819	10.9
Economic Price Adjustment	6,013,052	5.6	7,202,960	6.6	8,321,658	7.4	8,180,548	7.2	10,973,613	8.7
COST REIMBURSEMENT AND OTHER TYPES	37,610,939	35.3	36,272,040	33.5	35,764,295	31.9	34,257,583	30.2	29,534,066	23.4
No Fee	2,669,784	2.5	2,167,155	2.0	1,967,671	1.7	2,143,109	1.9	1,866,358	1.5
Fixed Fee	14,240,752	13.4	14,435,472	13.2	16,345,011	14.6	14,570,056	12.8	13,442,462	10.6
Incentive	4,788,478	4.5	5,069,625	4.6	4,389,378	3.9	5,718,202	5.0	4,136,935	3.3
Award Fee	11,519,554	10.8	8,864,975	8.1	8,712,771	7.8	8,415,007	7.4	6,905,079	5.5
Other B/	4,292,372	4.0	3,998,402	3.7	3,849,464	3.4	3,412,309	3.0	3,183,202	2.5
TOTAL	\$122,278,008	100.0	\$120,545,991	100.0	\$129,871,904	100.0	\$135,458,767	100.0	\$137,542,840	100.0
FIXED PRICE TYPE (SUB-TOTAL)	92,925,952	76.0	94,661,675	78.5	102,063,797	78.6	108,133,372	79.8	112,101,580	81.5
Firm	64,468,383	52.7	65,378,228	54.2	71,194,956	54.8	78,674,574	58.1	73,860,472	53.7
Redeterminable	564,031	0.5	751,226	0.6	74,446	0.1	3,052	*	199,018	0.1
Incentive	16,736,422	13.7	15,932,333	14.1	21,347,824	16.4	19,025,753	14.0	21,397,310	15.6
Economic Price Adjustment	11,157,116	9.1	11,549,888	9.6	9,446,471	7.3	10,429,993	7.7	16,644,780	12.1
COST REIMBURSEMENT AND OTHER TYPES	29,352,056	24.0	25,884,316	21.5	27,808,107	21.4	27,325,395	20.2	25,441,260	18.5
No Fee	2,314,610	1.9	1,712,073	1.4	2,579,245	2.0	2,779,325	2.1	2,157,867	1.6
Fixed Fee	13,820,480	11.3	12,728,604	10.6	13,986,018	10.8	13,006,905	9.6	11,897,185	8.6
Incentive	4,558,135	3.7	3,545,652	2.9	3,401,078	2.6	5,156,987	3.8	5,730,251	4.2
Award Fee	5,692,428	4.7	5,473,737	4.5	5,830,496	4.2	4,146,968	3.1	3,865,876	2.8
Other B/	2,966,403	2.4	2,424,250	2.0	2,411,270	1.9	2,235,210	1.7	1,790,101	1.3

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 2,166 reporting large contractors totaled \$45,032 million in FY 1995, which was a 0.7 percent decrease from the \$45,364 million reported by 2,022 large contractors in FY 1994.

Small businesses received 42.5 percent of the total committed for subcontracting work during FY 1995, compared with 38.3 percent for FY 1994. Comparative data for FY 1986 through FY 1995 are given below.

(Amounts in Millions)

	1995	1994	1993	1992	1991	1990	1989	1988	1987	1986
1. Number of Large Contractors Reporting	2,166	2,022	1,863	1,742	1,709	1,664	1,555	1,571	1,469	1,353
2. Military Subcontract Commitments	\$45,032	\$45,364	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798	\$53,116	\$52,898
a. Small Businesses	19,160	17,365	16,879	18,165	19,413	21,499	22,009	22,309	21,559	20,362
b. Other Businesses	25,872	27,999	28,068	29,153	37,640	33,209	34,028	36,489	31,557	32,536
3. Percent of Total to Small Business Concerns (Line 2a/Line 2)	42.5	38.3	37.6	38.4	34.0	39.3	39.3	37.9	40.6	38.5

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.

Interagency Order. Includes Intragovernmental and Federal Supply Schedule orders written by a Military Department or Defense Agency purchasing office.

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
Armed Forces Radiobiology Research Institute
Ballistic Missile Defense Organization
Commander US Special Operations Command
Defense Advanced Research Projects Agency
Defense Commercial Communications Office
Defense Commissary Agency
Defense Evaluation Support Activity
Defense Information Systems Agency
Defense Mapping Agency
Defense Nuclear Agency
Department of Defense Dependents Schools
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 or services.

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.

Simplified Acquisition Procedures. Methods prescribed for making purchases of supplies or services using imprest funds, purchase orders, blanket purchase agreements, Government wide commercial purchase cards, or any other appropriate authorized method.

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).