

A Case Study of the Army Reverse Action

Gary D. Stephens



Click here if your download doesn"t start automatically

A Case Study of the Army Reverse Action

Gary D. Stephens

A Case Study of the Army Reverse Action Gary D. Stephens

This is a NAVAL POSTGRADUATE SCHOOL MONTEREY CA report procured by the Pentagon and made available for public release. It has been reproduced in the best form available to the Pentagon. It is not spiral-bound, but rather assembled with Velobinding in a soft, white linen cover. The Storming Media report number is A675693. The abstract provided by the Pentagon follows: Acquisition reform has attempted to change the procurement process over the past several years. Some believe the reform measures have been changes in policy or revisions of a paperwork process. The draw down of the workforce and financial constraints demand acquisition professionals conduct business in a smarter, more efficient manner. The technology today provides Internet platforms that allow the commercial marketplace to take advantage of electronic commerce. The Army has implemented a reverse auction program designed to capture many of the practices in use in the commercial industry. Foremost, dynamic pricing replaces fixed pricing models observed in traditional procurement strategies. Reverse auctions offer the Government the means to replicate a successful commercial practice that is becoming the accepted way of doing business. This thesis reviews performance of the Army's Reverse Auction pilot program after its first year of use. Three buying cases and 40 other reverse auctions are reviewed. The comparative analysis identifies commonalities for success and differences between past experiences with the reverse auction. The thesis concludes acquisitions for items that resemble commercial products and based on price are most successful in reverse auctions. The 43 auctions reviewed resulted in \$1,606,393 saved. The mean savings was 21.83% for the auctions reviewed.

<u>Download</u> A Case Study of the Army Reverse Action ...pdf

Read Online A Case Study of the Army Reverse Action ...pdf

From reader reviews:

Marlin Peterson:

People live in this new day of lifestyle always try and and must have the time or they will get large amount of stress from both everyday life and work. So, when we ask do people have time, we will say absolutely without a doubt. People is human not a robot. Then we inquire again, what kind of activity are you experiencing when the spare time coming to anyone of course your answer will unlimited right. Then ever try this one, reading publications. It can be your alternative inside spending your spare time, often the book you have read is actually A Case Study of the Army Reverse Action.

Tracy Rendon:

Do you have something that you like such as book? The guide lovers usually prefer to choose book like comic, small story and the biggest one is novel. Now, why not seeking A Case Study of the Army Reverse Action that give your enjoyment preference will be satisfied by simply reading this book. Reading routine all over the world can be said as the means for people to know world much better then how they react to the world. It can't be mentioned constantly that reading habit only for the geeky particular person but for all of you who wants to always be success person. So , for all of you who want to start studying as your good habit, you may pick A Case Study of the Army Reverse Action become your own personal starter.

John Casper:

In this period of time globalization it is important to someone to acquire information. The information will make someone to understand the condition of the world. The fitness of the world makes the information quicker to share. You can find a lot of references to get information example: internet, paper, book, and soon. You can observe that now, a lot of publisher in which print many kinds of book. The actual book that recommended to you personally is A Case Study of the Army Reverse Action this e-book consist a lot of the information on the condition of this world now. This particular book was represented how does the world has grown up. The terminology styles that writer make usage of to explain it is easy to understand. Often the writer made some study when he makes this book. That's why this book suitable all of you.

Peggy Dunn:

Don't be worry when you are afraid that this book will probably filled the space in your house, you might have it in e-book technique, more simple and reachable. That A Case Study of the Army Reverse Action can give you a lot of friends because by you taking a look at this one book you have issue that they don't and make anyone more like an interesting person. This book can be one of a step for you to get success. This e-book offer you information that probably your friend doesn't recognize, by knowing more than other make you to be great people. So , why hesitate? Let's have A Case Study of the Army Reverse Action.

Download and Read Online A Case Study of the Army Reverse Action Gary D. Stephens #KAVWOH1Z4TM

Read A Case Study of the Army Reverse Action by Gary D. Stephens for online ebook

A Case Study of the Army Reverse Action by Gary D. Stephens Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read A Case Study of the Army Reverse Action by Gary D. Stephens books to read online.

Online A Case Study of the Army Reverse Action by Gary D. Stephens ebook PDF download

A Case Study of the Army Reverse Action by Gary D. Stephens Doc

A Case Study of the Army Reverse Action by Gary D. Stephens Mobipocket

A Case Study of the Army Reverse Action by Gary D. Stephens EPub