



OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

ACQUISITION,
TECHNOLOGY
AND LOGISTICS

Gen. Lawrence Farrell
President, NDIA
2111 Wilson Blvd, Suite 400
Arlington, VA 22201

September 14, 2010

Dear Gen. Farrell,

As you may know, Dr. Carter met today with over 425 acquisition executives to announce a series of measures aimed at improving efficiencies and reducing costs in support of Secretary Gates' Efficiency Initiative.

Attached please find the memorandum – “Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending” – which was distributed internally today and discussed by Secretary Gates and Under Secretary Carter at their 2:00pm press conference at the Pentagon.

Our defense industrial partners, with your help, played a vital role in helping shape this important initiative. As I hope we have conveyed effectively, this is only the beginning of the process and we will continue to work with you and your members to refine and adjust these guidelines as necessary.

Although there may be some difference of opinion on specific approaches to achieving better buying power and encouraging productivity gains, I think we can all agree that we must collectively work harder to be better stewards of the taxpayer's money, to get the best product possible for our warfighters, and to support a sustainable and healthy defense industrial base. I look forward to working with you over the coming months to ensure we retain alignment, in government and within industry, on these vital objectives.

A handwritten signature in blue ink, appearing to read "B. Lambert".

Brett Lambert
Deputy Assistant Secretary of Defense
for Industrial Policy