

BUL 4333
Acquisition Planning

You have been directed to purchase new cargo pallets for the large transport aircraft that operate from your base. You have been provided with funding up to \$1 million to purchase 1000 pallets. The cargo pallets require some new design so they will safely hold special test equipment. The specifications provided to you are clear and contain precise drawings of the required pallet and modification. Upon close examination, you realize that part of the specification requires the contractor to access drawings that are classified "Secret."

You are aware of a local company, Pallets Emporium, which builds and modifies commercial cargo pallets for Federal Express. You decide to pick up the phone and give them a call. . . After hanging up the phone, you are relieved that the PE can provide just what you need. Just as you are about to call PE back and make an offer, the phone rings. Pallet Discount Warehouse is on the phone inquiring about your program.

1. What are your first steps in acquisition planning?
2. What type of specification do you think you have? Do you feel that the specification for the requirement is proper?
3. Draft a one page acquisition plan for your program.