May 2, 2007

The Honorable Richard B. Cheney
President of the Senate
Washington, DC 20510

Dear Mr. President:

I am pleased to present the enclosed report on the Administration’s competitive sourcing initiative. This report describes the aggregate results of agencies’ competitive sourcing efforts for FY 2006. The report also analyzes trends over the last four years and actual savings to date.

The reasoned application of competition continues to help agencies achieve greater efficiencies and better performance. Improvements set in motion by competitions between FYs 2003-2006 are expected to produce nearly $7 billion in savings over the next 5-10 years. Agencies have already achieved almost $1 billion in savings and cost avoidances from these efforts.

Despite these impressive results, a number of legislative provisions limit agencies from taking full advantage of competition where it makes sense. Many of these restrictions appear to be rooted in concerns that competitive sourcing will be used indiscriminately to weaken the workforce. In fact, just the opposite is true.

Agencies have carefully tailored their use of competition to highly commercial support activities that the marketplace is readily equipped to perform. To date, less than three percent of the entire workforce has been subject to competition and the vast majority of Federal positions will never be considered for competition, either because the work is inherently governmental or it is core to the agency’s mission and needs to be performed by federal employees.

Where competition has been used, federal employees have fared well and demonstrated their ability to serve the taxpayer by taking advantage of the competition process to successfully eliminate waste from their operations. Employees received 87 percent of the work competed in FY 2006 and 83 percent of the work competed between FYs 2003-2006. Any conversions of work to the private sector have been justified through a demonstration of savings and the capability to more effectively meet the needs of taxpayers.
We welcome the opportunity to work with Congress on the continued implementation of competitive sourcing and urge the Congress to eliminate statutory restrictions so that competition may be used, where appropriate, to improve quality, reduce costs, increase efficiencies, and deliver the best results for the American taxpayers.

Sincerely,

[Signature]

Paul A. Denett
Administrator

Enclosure
Identical Letter Sent to:
The Honorable Richard B. Cheney
The Honorable Nancy Pelosi
The Honorable Robert C. Byrd
The Honorable Thad Cochran
The Honorable David Obey
The Honorable Jerry Lewis
The Honorable Joe Lieberman
The Honorable Susan Collins
The Honorable Henry Waxman
The Honorable Tom Davis III
The Honorable Carl Levin
The Honorable John McCain
The Honorable Ike Skelton
The Honorable Duncan Hunter