

tems and organization processes. Just the opposite – the area is designed to be instantaneously accessible. Moving toward the adoption of optimized and more standardized exchange processes will, of course, be a key enabler in improving the use of the Partnership Area. Nonetheless, this evolution will be achieved only under the direction of all partners involved. Even though the Partnership Area is a risky technical initiative, the main potential impediment lies in the ability of the French Administration to implement successful changes in its policies and business practices. Indeed, the digitization of processes implies a thorough reform of our procurement process and will greatly impact

day-to-day business across the French acquisition workforce, not to mention the regulatory issues since this Partnership Area implementation will be successfully achieved only by adopting innovative and new legislation.

Final Thoughts

The *ixarm* Armaments e-Portal encompasses a wide range of initiatives impacting virtually every aspect of the DGA's business operations. This comprehensive and innovative gateway is the first business Web site in France dedicated to the relations between a government agency and its suppliers; its objectives differ drastically from those of institutional Web sites already existing.

Ixarm.com aims at bringing together the entire French Armaments community into the e-business arena.

Stakes are high for this very challenging initiative. And the success of *ixarm* relies not solely on DGA but also on an early involvement of all key players, including DGA's international partners, teaming together and building on the global expansion capabilities made possible only through the wonders of the Internet.

Editor's Note: The authors welcome questions and comments on this article. Contact Coursault at f.coursault@ambafrance-us.org.

Federal Acquisition Regulation (FAR) 2001 Edition

The GSA FAR Secretariat, (202) 501-4755, has reissued the Federal Acquisition Regulation (FAR). The reissued FAR is available via the Internet at <http://www.arnet.gov/far>. The reissue incorporates Federal Acquisition Circulars (FAC) 97-1 through 97-27. If you maintain a paper copy of the FAR, future FACs must be incorporated into the 2001 edition of the FAR. The POC is Rick Laysar, DoD FAR Editor, OUSD(AT&L) DP(DAR), (703) 602-0293, e-mail richard.laysar@osd.mil.

AT&L WORKFORCE RESOURCES

The following guides, handbooks, and "How To" manuals will help you step-by-step through several acquisition processes. Access them at <http://www.acq.osd.mil/ar/resources.htm>.

- *Guide to Performance Based Payments*, Jan. 22, 2001. The policy, "Use of Performance-Based Payments (PBP)," signed by Dr. Jacques Gansler on Nov. 13, 2000, explains this new, simplified financing technique.
- *Performance-Based Services Acquisition (PBSA) Guidebook*, Jan. 2, 2001.
- *Commercial Off The Shelf (COTS) and Commercial Item Guide*, "Commercial Item Acquisition: Considerations and Lessons Learned," July 2000.
- *Guide to Incentive Strategies for Defense Acquisitions*, January 2001.
- *Guide to Collection and Use of Past Performance Information*, Version 2, May 2001.
- *Intellectual Property: Navigating Through Commercial Waters*, "Issues & Solutions When Negotiating Intellectual Property With Commercial Companies," April 2001.
- *Other Transactions" (OT) Guide For Prototype Projects*, January 2001.
- *Contracting for the Rest of Us: Some Basic Guidelines*, October 2000, was released by the Office of the Assistant Secretary of the Navy for Research, Development and Acquisition, Acquisition and Business Management.
- *Procedure for Bid Protests at GAO* (a descriptive process).