



DEPARTMENT OF THE ARMY  
OFFICE OF THE DEPUTY CHIEF OF STAFF, G-4  
500 ARMY PENTAGON  
WASHINGTON, DC 20310-0500

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20 February 2008

MEMORANDUM THRU DEPUTY CHIEF OF STAFF, G-4

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SUBJECT: Policy for Procuring Automatic Identification Technology (AIT) Products and Services

1. The use of AIT to improve and speed the input and output of data to automation systems is growing rapidly within the Department of Defense (DoD). Our ability to manage and control the configuration and accessibility of AIT products is crucial to standardized adoption of the technologies across the U.S. Army.
2. The Program Executive Officer, Enterprise Information Systems (PEO EIS), Product Manager, Joint-Automatic Identification Technology (PM J-AIT) is responsible for maintaining AIT product procurement contracts for the DoD. These contracts are a managed means of providing standardized commercial AIT products, services, and sustainment support at best value to the U.S. Army.
3. All U.S. Army organizations and activities will procure AIT products and services from the PM J-AIT. Direct procurement of AIT products and services from commercial sources is not authorized. U.S. Army organizations and activities are encouraged to coordinate directly with the PM J-AIT on any AIT initiatives and offer recommendations to include other value added AIT products to contracts.
4. To ensure AIT products meet U.S. Army business enterprise requirements, the Deputy Chief of Staff, Chief Information Officer, G-46, is the approving authority for all products managed through the PM J-AIT contracts.
5. My point of contact is Mr. Fred Naigle at (703) 339-4400, e-mail: [alfred.naigle@us.army.mil](mailto:alfred.naigle@us.army.mil).

*Paulette D. Schwoebel*  
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