

Understanding Government Contract Source Selection

Margaret G. Rumbaugh


MANAGEMENT CONCEPTS

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Charles D. Solloway Jr.

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Understanding Government Contract Source Selection Margaret G Rumbaugh,2010-03-01 Your Go to Resource for Government Contract Source Selection From planning to protest and all the steps in between Understanding Government Contract Source Selection is the one reference all government acquisition professionals and contractors should keep close at hand This valuable resource provides straightforward guidance to ensure you develop a firm foundation in government contract source selection Government acquisition professionals can reference this book for guidance on Preparing the acquisition and source selection plans Drafting evaluation criteria and proposal preparation instructions Creating a scoring plan and rating method Drafting the RFP and SOW Conducting a pre proposal conference Preparing to receive proposals and training evaluators Evaluating technical management and cost proposals Avoiding protest Contractors can reference this book for guidance on Selling to the federal government Reviewing a draft RFP and providing comments Participating in a pre proposal conference Preparing a proposal that complies with RFP requirements Developing a strategy for teaming agreements subcontracts and key personnel Negotiating a contract Getting the most out of post award debriefings Filing a protest PLUS Understanding Government Contract Source Selection provides a source selection glossary an extensive case study and sample proposal preparation instructions in the appendices to help you navigate the federal competitive source selection process This complete guide is an indispensable resource for anyone striving to build their knowledge of government contract source selection

Competitive Negotiation John Cibinic,Ralph C. Nash,Karen R.

O'Brien-DeBakey,2011 This book discusses all phases of the competitive negotiation process from the inception of the requirement for goods or services to the award of the contract and notification and debriefing of unsuccessful offerors We organized the chapters to follow the discrete steps of the process with the result that many topics are included in two or more chapters For example choosing evaluation factors is dealt with in Chapter 2 using the factors is dealt with in Chapter 6 and their impact on the source selection decision is dealt with in Chapter 10 We have generally included cross references when this occurs but readers should also check topics in the index to ensure that they have all the material on each topic In the text we have included citations to and quotations from the FAR as well as from agency regulations supplementing the FAR To assist our readers we have also included the full text of these regulations as attachments in the back of the book The text also includes citations to and quotations from numerous internal documents that amplify the FAR

Source Selection Step by Step Charles D. Solloway Jr.,2011-03-01 The path to successful source selection begins with Source Selection Step by Step A Working Guide for Every Member of the Acquisition Team Whether you are new to the acquisition team or an experienced practitioner looking to sharpen your skills this comprehensive highly readable handbook will guide you through the entire acquisition process from designing an effective source selection plan to preparing the solicitation evaluating proposals establishing a competitive range and documenting the source selection decision With clarity and frankness Charles

Solloway presents government source selection in a step by step guide that offers readers quick access to needed information In addition to guidance about the process the book includes Techniques to streamline the process and reduce time and expense Ways to avoid common pitfalls Alternatives to common procedures that yield better results Methods to involve contractors more effectively Definitions of the key terms associated with government source selection Make this book your first stop for quick and easy guidance on all aspects of government source selection *Source Selection Answer Book*

Vernon J. Edwards,2000 The Source Selection Answer Book is the first practical resource designed to give hands on contracting professionals a solid working knowledge of this critical process It provides concise straightforward answers to common questions about the federal government's rules and procedures for selecting its contractors It covers the entire source selection process including acquisition and source selection planning preparation of requests for proposals proposal solicitation and preparation proposal evaluation award without discussions discussions and final proposal revisions final proposal evaluation contractor selection and debriefings and protests The question and answer format allows the reader to go directly to the topic of immediate interest for fast and comprehensive solutions The Source Selection Answer Book will help you Understand some of the most complex rules in federal acquisition Streamline procedures and avoid costly mistakes Learn how agencies actually evaluate proposals and how they should evaluate them Make sound source selection decisions

Develop effective proposal strategies **Federal Contracting Answer Book** Terrence M. O'Connor,2009-07-01 Thousands of contracting professionals have relied on the Federal Contracting Answer Book as their trusted guide to the highly regulated world of government procurement In each edition the book has offered timely and accurate answers to the questions that arise daily in this complex field Now in its third edition this answer book is even more comprehensive Written by experts who have extensive experience working in and teaching government contracting the book includes all the latest changes and requirements The question and answer format enables quick look up and a concise presentation of the information In this edition new questions and answers have been added on avoiding proposal errors debriefings procurement vocabulary regulatory changes and best practices In addition to these updates and revisions the third edition includes new chapters on earned value management GSA schedules and contractor qualifications *The COR/COTR Answer Book*

Bob Boyd,2012-06-01 The Classic COR COTR Reference Updated Incorporating the most important changes to regulations affecting federal acquisition this third edition of The COR COTR Answer Book remains the go to reference for CORs COs and other acquisition professionals Included in this third edition are Updated and expanded coverage of the policies and regulations on government property Revised dollar thresholds that comply with the most recent changes In depth coverage of performance based payments Coverage of the new FAR rules on COR certification details the elements of this new three tiered mandatory certification program along with the requirements on training experience and continuous learning The easy to use question and answer format facilitates quick access to specific information In this third edition The COR COTR Answer

Book continues a tradition of trusted service to acquisition professionals carrying out their vital role in contract planning formation and administration **The Government Manager's Guide to Source Selection** Charles D. Solloway Jr., 2013-05-01 To be effective every government manager must have a working knowledge of the source selection process Even the most carefully crafted contract cannot repair the adverse mission impact of making a poor source selection decision This accessible guide provides the framework you need Its practical approach and concise presentation make it to the go to resource on source selection for busy government managers **Managing Federal Government Contracts** Charles D. Solloway Jr., CPCM, 2013-02-01 You've Got Questions We've Got Answers Questions can arise at any point in the process of working with government contracts Now you have an accessible resource you can trust for authoritative answers Managing Federal Government Contracts The Answer Book covers the contract management process from planning to closeout and all the steps in between Using the regulations and legislation as a basis author Charles Solloway draws on his many years of experience to craft answers that will help you address the issues you face every day This book provides answers to the questions most commonly asked by government program and contracting personnel contracting officer's representatives contractor employees inspectors and all those involved in government contract management The question and answer format makes getting the information you need quick and efficient Examples of forms and templates drawn from actual contract work are included to make your work easier Along with the basics on the roles of the various contract team members and the different aspects associated with each contract type this resource covers Partnering issues Data use for efficient contract management Remedial actions and how to properly initiate them The government's role with subcontractors Don't let your questions go unanswered Get Managing Federal Government Contracts The Answer Book **Winning Government Business** Steve R. Osborne PhD, 2011-02 Get the edge over the competition for government contracts In the battle for government contracts seize the competitive advantage with Winning Government Business Gaining the Competitive Advantage with Effective Proposals Second Edition Includes complimentary access to the Winning Government Business website

Cost-Based Pricing Darrell J. Oyer, Darrell J. Oyer CPA, 2012-10 This master reference is essential if you contract with the government Correctly pricing your goods or services and making certain that those prices are in compliance with myriad federal rules and regulations is essential to doing business with the government and ensuring your commercial success Cost Based Pricing A Guide for Government Contractors shows you how to appropriately estimate and price for government contracts and defend those estimates in a government contracting and subcontracting environment This practical book includes coverage of all government pricing rules and regulations as well as pertinent aspects of related laws such as the Truth in Negotiations Act The book walks you through every step of the estimating process From figuring direct labor costs to intra company transfers to contract modifications the coverage is extensive yet accessible for even those new to the process Using Cost Based Pricing you will be able to Develop more realistic estimates Enhance your support of those

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,1995 *The National Guide to Educational Credit for Training Programs* American Council on Education,2005 Highlights over 6 000 educational programs offered by business labor unions schools training suppliers professional and voluntary associations and government agencies **Federal Acquisition** Paula B. Compton,2009-11-01 Take the First Step Toward Building a Strong Foundation in Federal Acquisition Federal Acquisition Key Issues and Guidance is an essential guide to understanding and working within the complex world of federal government contracting It offers brief but comprehensive explanations of the major phases and essential tasks in the contracting process Written in a clear and easy to understand style this resource provides the perfect foundation for building a thorough understanding of federal contracting Author Paula Compton focuses on the most problematic areas of federal contracting highlighting the deficiencies cited most often by the Government Accountability Office and Inspector General audits and reports such as Not performing market research

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Government Contracts Reporter ,1958 **Legal Information Buyer's Guide and Reference Manual 2006** Kendall F. Svengalis,2006 *Federal Contracting Answer Book* Terrence M. O'Connor,2009-07 Thousands of contracting professionals have relied on the Federal Contracting Answer Book as their trusted guide to the highly regulated world of government procurement In each edition the book has offered timely and accurate answers to the questions that arise daily in this complex field Now in its third edition this answer book is even more comprehensive Written by experts who have extensive experience working in and teaching government contracting the book includes all the latest changes and

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