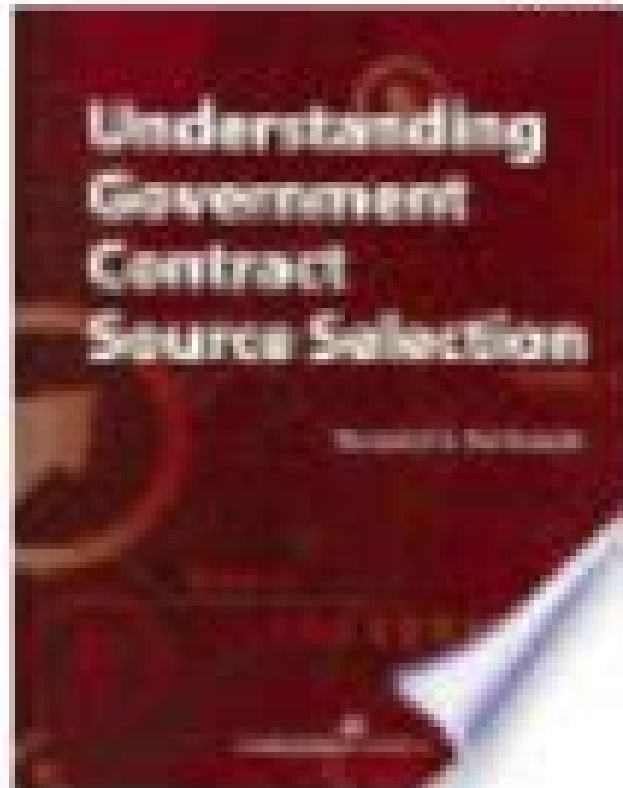


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Competitive Negotiation Ralph C. Nash, John Cibinic, Karen R. O'Brien, 1999 Government procurement has evolved in the past decade it has become a system that encourages negotiations after the receipt of proposals The process can be very elaborate or quite simple and attorneys and contracting professionals must fully Understand The source selection process and how requirements may be narrowed during the negotiations to gain or hold on to a share of the government contract business Competitive Negotiation The Source Selection Process Second Edition is the result of the partnership of the George Washington University Law School Government Contracts Program And The CCH Business and Finance Group it is a thorough text examining conventional and alternative systems for competitive negotiations in light of current statutes regulations and case law it discusses the distinct steps and laws behind the negotiation process from the inception of the requirement for goods or services To The award of the contract And The debriefing of the losing offerors Gain understanding of The history of the award process and how the system has evolved Scoring techniques for selecting contractors Strategies used in oral and written negotiations Post selection procedures Procedures initiated by the Federal Acquisition Regulation FAR to permit streamlining Techniques and tools to develop proposals that offer the best value to satisfy the call Decisional law and forums for challenging award contracts Draw on the insight given by the authors the pre eminent authorities in government contracting the unbiased analysis of important case law and decisions provides an overview of the current legal environment and helps you put everything in perspective

Source Selection Step by Step Charles D. Solloway, Charles D. Solloway Jr., 2011-03 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

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

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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 **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 **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 estimates in negotiations Avoid violations of the Truth in Negotiations Act Increase your chances of securing a fair and reasonable price Cost Based Pricing A Guide for Government Contractors can make the difference between your success and profitability and failure in the federal government arena **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

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 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 Inadequate independent government cost estimates Violation of the bona fide needs rule Insufficient statements of work Inadequate price or cost analysis. Anyone new to government acquisition will find that reading this book is the ideal first step on the path to understanding the federal acquisition process. Seasoned contract professionals will find it an excellent quick review

The Government Contracts Reference Book Ralph C. Nash, 1998

Government Contracts Reporter Commerce Clearing House, 1958

Government Contracts Reporter , 1990

Index to the Code of Federal Regulations , 1996

The University of Virginia Record University of Virginia, 2007

The Best Value Approach to Selecting a Contract Source , 1995

Administration & Management , 1988

Government Contract Negotiations David C. Moore, 1996-04-05 In order to provide you with a competitive edge in your negotiations the author a former government contracting officer provides a unique insider's look at the way government agencies handle the various negotiation procedures and what they look for in a prospective service contractor. He provides specific practical advice on how to write effective technical proposals and how to arrive at a competitive price including how to determine the amount to profit to include in your proposal.

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