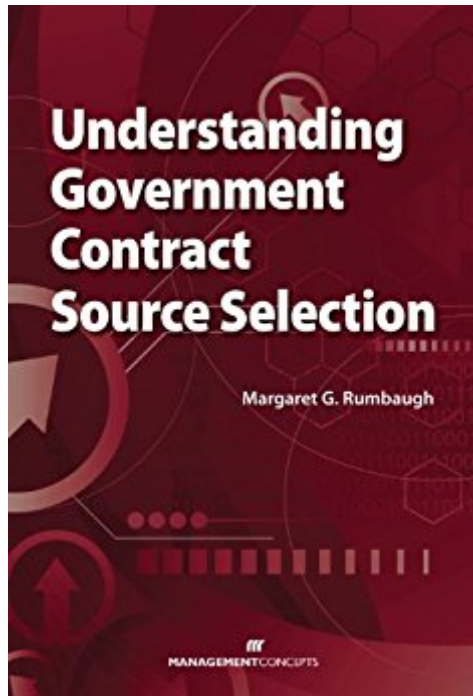


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# Understanding Government Contract Source Selection



## Synopsis

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! About the Author Margaret G. Rumbaugh is a certified professional contract manager who teaches procurement and contract management for the University of Virginia and has developed and taught acquisition courses for a variety of government agencies and commercial companies. She has also served as National Vice President for Education and Certification at the National Contract Management Association.

## Book Information

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## Customer Reviews

I just finished reading this book from cover to cover. My opinion, is that it's very well suited for 1102s with 3-5 years experience; especially if you work for an agency that does not a good mentoring program. The author closes many gaps by answering many the how and why questions mid-level acquisition professionals may have. The FAR tell you what you have to do, but it's often difficult to figure out what approach to take. While to author does not give step by step instructions, the samples included are sufficient to allow readers to develop their own structured approach to source selection. There are good samples throughout the book and in the appendix for preparing a number of key documents. I would not recommend it for those with less than the stated level of experience because many of the concepts covered may not make sense until readers have gone through the solicitation/source selection process. It needs to be updated because there have been several key FAR revisions since this was published, but the concepts still apply. It's also a good reference book to have in your acquisition library.

Good refresher for the procurement practitioner and good info for the business firm that is thinking of getting into the world of federal procurement. It is easily understandable and not written in 'federalees.' Would have liked more details on specifics of section L and M of the solicitation. Specifically, details on how to develop language. The information provided was not detailed enough for the procurement practitioner to apply.

I teach seminars on Federal Source Selection to both government and industry folks and I found this book to be a must-have reference because of its readability and practical descriptions of the process, tips & techniques, and consequences of poor RFPs. I believe Ms Rumbaugh does an excellent job of detailing all the factors that must be considered in both writing and responding to a

Federal government requirement and lays the foundation on which practitioners can use their best business judgement to produce a high quality product. Gary Zura President, Contracting Matters, LLC

Good book !

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