Strategic-Enterprise Directives

Leverage Buying Power
Increase Competition
Reduce High-Risk Contracting
Award More Performance-Based /

Deliverables-Based Services

THE GOVERNMENT CHALLENGE

Translate and convert the directives into acquisitions that serve the best interest of the government...

Tactical-Field Actions

Program Managers

Financial Managers

Contracting Officers

BUY THE BEST SOLUTION [Right Price - Best Terms - Best Vendor]

PLANNING SOLICITATION ACQUIRING & MANAGING Issue **PRE-SOLICITATION REQUIREMENTS PRE-AWARD POST-AWARD Award** Is the vendor meeting What does the How should the KO Which vendor will buyer need? buy what is needed? meet the needs? the buyer's needs?

- 1. PWS/SOO/SOW
- 2. OASP
- 3. Market Research Report
 - a) Sources Sought Notice*
 - b) RFI* Industry Day
 - c) Announcement*
- 4. IGCE

- 5. Sole / Limited Source Justification*
- 6. Acquisition Strategy / Plan
 - a) Determination & Finding*
- 7. Source Selection & Evaluation Plan
- 8. Contract Administration Plan (CAP)
- 9. Solicitation (RFQ/RFP)
- 10. Business Clearance Memorandum

- 11. Cost & Price Analysis
- 12. Source Selection Decision Document*
- 13. Business Clearance Memorandum
- 14. X # of support hours (for source selection board, negotiations)

- 15. Monthly QASP and CAP Analysis & Compliance Report
- 16. CPARS*
- 17. Option Execution Decision Memorandum*
- 18. X # of support hours (e.g. enforcement, corrective action, or requirement refinement)

Content Developed for the listed Acquisition Artifacts - * If applicable

Draft Cycles

1. Create outline

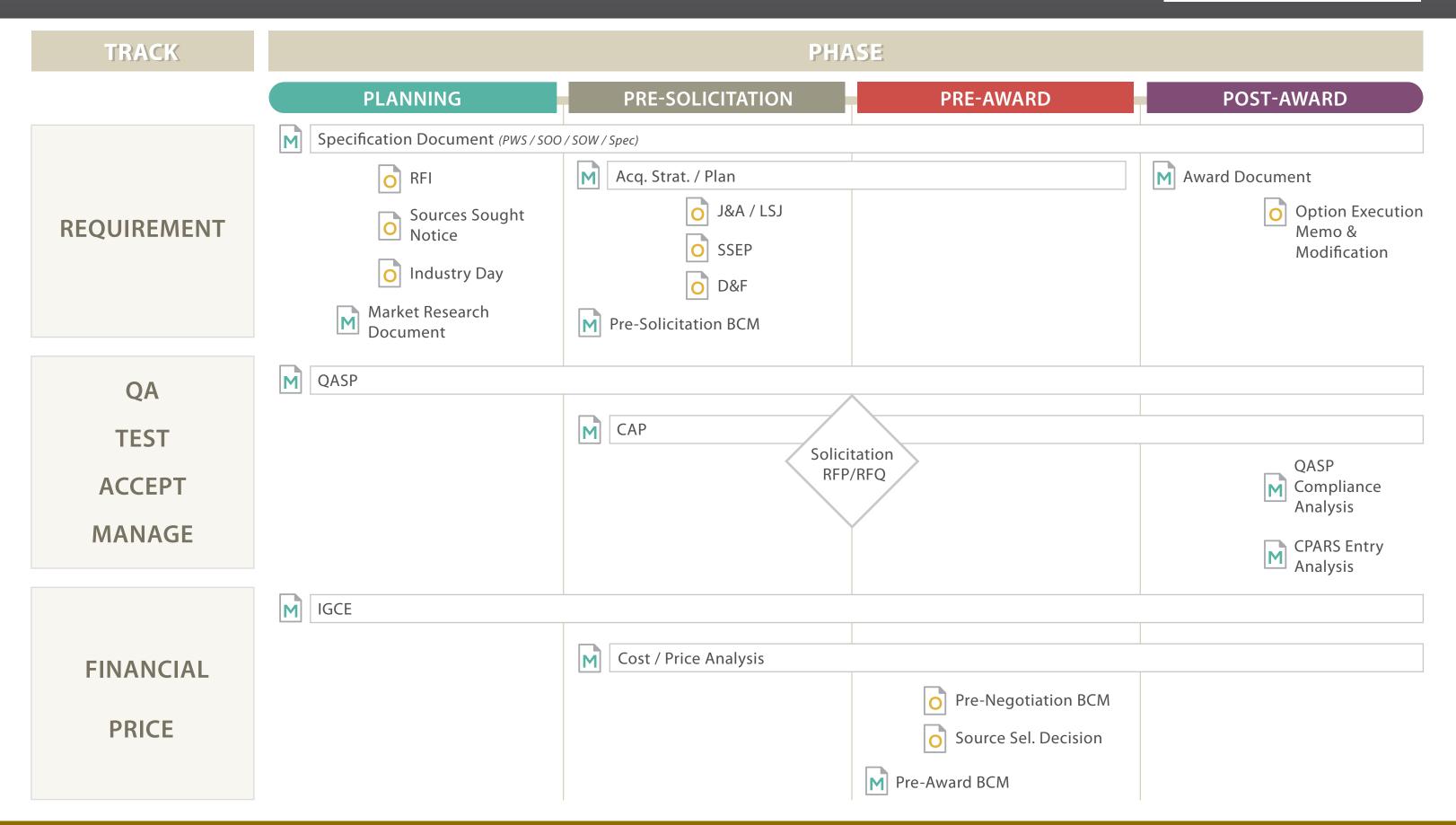
2. Draft 1 for client review

3. Draft 2 for client review

4. Final draft



BUYSIDE Acquisition Planning Roadmap





BUYSIDE Acquisition Planning Roadmap

