



Proposal Evaluation vs. Source Selection

- **PROPOSAL EVALUATION**

- Examination of the merits of each proposal against the requirements of the solicitation and rating the factors and sub-factors.
- Performed by the Source Selection Evaluation Board (SSEB).

- **SOURCE SELECTION**

- Comparing the evaluated merits of each proposal against those of the other proposals, using the established weights of the factors and sub-factors, and selecting the proposal judged to represent the "best value" to the Government.
- Performed by the Source Selection Authority (SSA).

Guide For Proposal Evaluation And Source Selection

Chao Zhang



Guide For Proposal Evaluation And Source Selection:

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

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 Wo shi gongshe yike miao ,1975 The Best Value Approach to Selecting a Contract Source ,1995 **The Government Manager's Guide to Source Selection** Charles D. Solloway,Charles D. Solloway Jr.,2013-05 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

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tasked with managing environmental site cleanup strive to increase competition and decrease their environmental liabilities. Many utilize contracts that shift cost overrun risk to contractors. Cost conscious contractors are transitioning more responsibility to project managers with less budget and fewer staff to execute project support functions previously provided by company resource organizations. Now many project managers feel like they're managing their own small business, completely in charge of their destiny. This has led to the ruin of many projects and even the demise of a few proud companies. Best Practices for Environmental Project Teams provides project managers and their teams, Government managers and regulatory agencies with action oriented guidelines for executing 9 essential business competencies: Understand your Government Client Business Model, Implement a Flexible Environmental Quality Management System, Develop and Utilize User Friendly Project Websites, Develop Superior Proposals, Develop Superior Project Work Plans, Implement More Rigorous Scope Management Tools, Effectively Control Field Work, Utilize Cause Analysis to Generate Solutions, Design User Friendly Work Processes for Project Teams.

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