Performance Based Acquisition

November 3, 2005

Army Small Business Conference

Acquisition Solutions, Inc
Shaw Cohe
“Means structuring all aspects of an acquisition around the purpose of the work to be performed with the contract requirements set forth in clear, specific and objective terms with measurable outcomes as opposed to either the manner by which the work is to be performed or broad and imprecise statements of work.”

Stop Buying Compliance – Start Buying Results
How You Buy Changes What You Buy

- Essence of Performance Based
  - Stop Buying Compliance – Start Buying Results

- Changes Acquisition Dynamics
  - Government Understands Problem to Be Solved
  - Industry Understands Solutions

- 7 Steps - Statement of Objectives
  - Shared Goals and Objectives
  - 20 Major Programs $16 billion
### Seven Steps

<table>
<thead>
<tr>
<th>Planning Phase</th>
<th>Acquisition Planning Pre Solicitation Phase</th>
<th>Competitive Phase</th>
<th>Evaluation &amp; Award Phase</th>
<th>Performance Management</th>
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</thead>
<tbody>
<tr>
<td>300 Business Case Budget Approval</td>
<td><strong>Step 1</strong> Establish the Integrated Solutions Team</td>
<td><strong>Step 4</strong> Develop the Competitive Pool</td>
<td><strong>Step 6</strong> Select Best Solution</td>
<td><strong>Step 7</strong> Deliver Results through Partnership</td>
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<td><strong>Step 2</strong> Define the Need &amp; Conduct Market Research</td>
<td><strong>Step 5</strong> Due Diligence &amp; Final Prop Prep</td>
<td>Initial Eval.</td>
<td>Oral Pres.</td>
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<td><strong>Step 3</strong> Develop SOO/ RFX</td>
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- Cultural Transformation
- Strategic Linkage
- Governance
- Risk Management
- Communication
- Performance Monitoring

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“Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity.”

-- General George S. Patton