



Align source selection with strategic objectives

Assess readiness and lay a strong foundation for IPT activities

Source Selection Deliverables

- Readiness assessment
- IPT /SSEB roles & responsibilities
- Training
- Evaluation criteria
- Source selection criteria
- Evaluation/selection documentation checklist
- Market, cost/price, risk and trade-off analyses

Source Selection Support

Delivering Superior Acquisition Outcomes

Best value source selection involves a delicate balance between identifying solutions that will meet critical mission needs and complying with complex regulatory requirements of the government acquisition process. Industry must understand evaluation criteria that clearly link to strategic mission objectives. Evaluation teams must understand the process and their responsibilities within it. Decisions must meet stakeholder needs, comply with regulatory requirements, be thoroughly documented, and withstand post-award scrutiny.

Acquisition Solutions offers comprehensive Source Selection Support to enhance the entire process, build in compliance, and minimize protests. Whether you require a complete turn-key solution or guidance in specific areas, we can help you ramp up to support source selection in compressed time frames as few as 90 days or deliver success on the most complex procurements to maximize long term benefits.

Expert Guidance & Training

The Acquisition Solutions team will conduct a readiness assessment to determine the right level of support for your source selection processes and enhancement objectives. This initial guidance includes identifying roles and responsibilities for members of the Integrated Project Team (IPT), as well as just-in-time training, consulting, and subject matter expertise:

- Design and assemble IPT/Source Selection Evaluation Board (SSEB)
- Facilitate IPT/SSEB operations and deliberations
- Conduct market research and analysis
- Conduct cost/pricing analysis
- Develop evaluation criteria and guides
- Develop source selection criteria and guides
- Conduct risk analysis
- Evaluate technical/price trade-offs
- Document evaluation and source selection to withstand post-award scrutiny

90-Day ramp-up ... long-term results

Engage support services that allow the IPT to focus on critical source selection activities

No Conflicts of Interest

Your Partner in Improving Acquisition Outcomes

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Proven Methods & Tools

The Acquisition Solutions team draws on proven methodology, an extensive collaborative network of expertise and leading practitioners, and an array of tools to position the IPT to deliver superior best-value outcomes. We can customize checklists, templates, forms, and samples to meet the needs of your source selection challenge, and we can implement automated decision support tools to ensure alignment and accelerate better decision-making. Our methodologies ensure knowledge capture for reuse and transfer to provide both immediate and long-term benefit.

Facilities, IT Infrastructure & Administrative Services

Secure, comfortable, and conveniently located facilities keep source selection efforts focused and on track while maintaining the integrity of the process. These facilities include state-of-the-art technology to maximize collaboration and participation of source selection team members from multiple locations in a virtual networked environment. Administrative services, such as scheduling and document preparation, enable the IPT to focus attention on more substantive work and making critical decisions in the source selection process.

Alignment to Mission & Strategic Objectives

With the need to increase and enhance competition and deliver decisions that can withstand post-award scrutiny, your organization must align source selection with both mission and strategic objectives. Partnering with Acquisition Solutions ensures that you have experience, thought leadership, innovative tools, and committed professionals available to help implement and sustain improved acquisition outcomes.

Acquisition Solutions consults exclusively with public sector clients to structure and execute innovative, high-performing acquisition operations that deliver superior mission outcomes. Adhering to a strict corporate policy to avoid conflicts of interest, we do not consult, market, or lobby for commercial clients that could benefit from privileged information to which we might have access in the course of providing acquisition support. Nor does the firm have divisions or other internal organizations that compete for Government contracts other than those for acquisition and program management support.