

Source Selection Answer Book, Second Edition

By Vernon J. Edwards

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The newly expanded and updated second edition of this best selling and practical handbook is designed to give hands-on contracting professionals a solid working knowledge of this critical process.

This proven resource covers the entire source selection process, including acquisition and source selection planning, preparation of requests for proposals, proposal solicitation and preparation, proposal evaluation, award without discussions, discussions and final proposal revisions, final proposal evaluation, contractor selection, and debriefings and protests.

Source Selection Answer Book, Second Edition provides concise, straightforward answers to common questions about the Federal government's rules and procedures in selecting contractors including:

*Completely updated FAR Part 15 citations and quotations.
*Revised answers to questions based on new regulations and case law.
*Easily understandable explanations of concepts such as evaluation factors for award, relative importance, cost realism analysis, and tradeoff.
*How agencies evaluate proposals and how to evaluate agencies.
*Answers on the best methods in developing effective proposal strategies.

All in a unique question and answer format that allows the reader to go directly to the topic of interest for fast and comprehensive solutions!

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Editorial Review

About the Author
Vernon J. Edwards has over 30 years of experience in the field of Government contracts. He has been a contract negotiator and contracting Officer for the U.S. Air Force, U.S. Small business Administration, and the Director of Construction Contracting for the Bonneville Power Administration. For ten years, Mr. Edwards was a member of the faculty of The George Washington University Government contracts program in both the School for Business and Public Management and the Law School. Currently, Mr. Edwards provides government contracts training to federal agencies, contractors, and subcontractors.

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