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OFFICE OF THE ASSISTANT SECRETARY OF THE ARMY  
ACQUISITION LOGISTICS AND TECHNOLOGY  
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WASHINGTON DC 20310-0100

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MEMORANDUM FOR PARCs

SUBJECT: Army Source Selection Manual (ASSM)

The ASSM is approved and effective February 1, 2007. It supersedes the Army Source Selection Guide dated June 2001.

The ASSM is a comprehensive source selection resource which recites best practices that promote source selection flexibility and consistency in Army source selections. The ASSM is designed to provide a given framework so that contracting officers and other U.S. Army acquisition professionals can best execute source selection plans and requests for proposals to provide the optimum solution to the needs of their customers.

Source selection training must be provided to every source selection team to ensure all team members understand their respective roles and responsibilities during the source selection process. The Principal Assistant Responsible for Contracting is the responsible official for developing and overseeing the source selection training requirements tailored for his/her organization. It is my intent to measure improvements in source selections in one year as a result of the implementation and training provided to the acquisition community on the ASSM.

The Federal Acquisition Regulation and its supplements prescribe the general policies governing competitive, negotiated acquisitions. This ASSM will be incorporated as Appendix AA to the Army Federal Acquisition Regulation Supplement (AFARS) in the next AFARS revision.

The Deputy Assistant Secretary of the Army (Policy and Procurement) point of contact is Ms. Ann Scotti at (703) 604-7107, or e-mail: ann.scotti@hqda.army.mil.

*Claude M. Bolton, Jr.*  
Claude M. Bolton, Jr.  
Assistant Secretary of the Army  
(Acquisition, Logistics and Technology)

Enclosure

# Army Source Selection Guide

**N Nodding**

## **Army Source Selection Guide:**

Army Source Selection Guide ,2001      **Source Selection Step by Step** Charles D. Solloway,Charles D. Solloway Jr.,2011-03 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

## **The Government Manager's Guide to Source Selection**

Charles D. Solloway Jr.,2013-05-01 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 the go to resource on source selection for busy government managers      *Military Law Review* ,2002

**International Handbook of Public Procurement** Khi V. Thai,2017-09-25 Since the 1990s government at all levels is under increasing pressure to do more with less However despite the U S government spending about 15 to 20 percent of its GDP on contracts for goods and services there is a paucity of reference books for public procurement officials and very few textbooks for courses on the subject Filling this void the International Handbook of Public Procurement provides the knowledge necessary to understand how procurement works and how to improve the cost effectiveness of procurement systems Taking a multidisciplinary approach the book focuses on the managerial economic political and legal aspects of this topic It begins with a conceptual framework and highlights various reforms occurring in certain countries By examining these improvements readers are able to apply this knowledge to their own strategies The next section presents selected cases that illustrate the public procurement process examining systems in various nations including Germany China South Africa Cambodia Uganda and Estonia The book also discusses the rise of electronic procurement systems E procurement and reviews the benefits of these efficient systems Other topics presented in this comprehensive volume include practical discussions on contract negotiations bidding price strategies and cost analysis and an insightful chapter on the market s response to contract award announcements A virtual encyclopedia from numerous international experts this book was assembled by Khi V Thai Professor at Florida Atlantic University and Editor of the Journal of Public Procurement Dr Thai has

provided technical assistance in the area of public procurement to governments across the world Empowering those on all sides of the issue this volume dispenses advice valuable to government officials and contractors as well as providing a comprehensive text for public administration students **Past Performance in Source Selection, An Evaluation Guide** ARMY MATERIEL COMMAND ALEXANDRIA VA.,1993 This pamphlet describes an innovative way to evaluate contractor past performance during the source selection process The Army Materiel Command AMC contracting activities helped to develop test and implement this approach which results in smarter procurement decisions and better contracts The distinctive feature of this program is that it uses information that is outside of the offeror's proposals to evaluate past performance No longer must contracting activities rely solely upon the very contractors being evaluated for past performance information Now contracting officers can use independent sources of information to determine how well those contractors performed in the past A thorough evaluation of past performance identifies the relative performance risks associated with competing proposals and thereby serves to ensure that awards are made to good performers rather than to just good proposal writers

AMC P 715 3 Vol 4 Past performance in source selection An evaluation guide Source selection Contracting *Guide to Federal Government Acronyms* William R. Evinger,1989 **Report** ,2006 **United States Army Training Manual** U.S.

Adjutant-general's office,1925 **Government Reports Announcements & Index** ,1988 **The Government**

**Manager's Guide to Source Selection** Charles D. Solloway,2013-05-01 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 the go to resource on source selection for busy government managers

**Acquisition Strategy Guide** ,1984 **Federal Claims Reporter** ,2008 **Aviation Week & Space Technology** ,1965-04 Includes a mid December issue called Buyer guide edition **Government Reports Index** ,1975 *The Government*

*Manager's Guide to Source Selection* Charles D Solloway,2018-04-25 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 the go to resource on source selection for busy government managers

Guide to the study and use of reference books Alice Bertha Kroeger,1917 **Guide to the Study and Use of Reference Books** ,1917 **The Best Value Approach to Selecting a Contract Source** ,1995 **Government Reports Announcements & Index** ,1994

## Whispering the Strategies of Language: An Mental Journey through **Army Source Selection Guide**

In a digitally-driven world wherever monitors reign supreme and quick communication drowns out the subtleties of language, the profound secrets and psychological nuances concealed within phrases frequently go unheard. However, located within the pages of **Army Source Selection Guide** a fascinating fictional prize pulsating with raw feelings, lies an extraordinary quest waiting to be undertaken. Written by a skilled wordsmith, that enchanting opus encourages visitors on an introspective trip, delicately unraveling the veiled truths and profound impact resonating within the material of every word. Within the mental depths with this moving evaluation, we will embark upon a honest exploration of the book is primary subjects, dissect their interesting publishing fashion, and succumb to the effective resonance it evokes serious within the recesses of readers hearts.

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