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OFFICE OF THE ASSISTANT SECRETARY OF THE ARMY
ACQUISITION LOGISTICS AND TECHNOLOGY
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FEB 26 2007

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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.

Assistant Secretary of the Army
(Acquisition, Logistics and Technology)

Enclosure

Army Source Selection Guide

Ian Pickup



Army Source Selection Guide:

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

Army Source Selection Guide ,2001 **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 **Military Law Review** ,2002 **Army Acquisition** United States. General Accounting Office, 1992 **US Army Corps of Engineers Architect-Engineer Contracting** , **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 *Dredged Material Management Plan, Miami River, Miami-Dade County* ,2002 **Army AL&T** ,2000 Army RD & A Bulletin ,1997-03

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Table of Contents Army Source Selection Guide

1. Understanding the eBook Army Source Selection Guide
 - The Rise of Digital Reading Army Source Selection Guide
 - Advantages of eBooks Over Traditional Books
2. Identifying Army Source Selection Guide
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Army Source Selection Guide
 - User-Friendly Interface
4. Exploring eBook Recommendations from Army Source Selection Guide
 - Personalized Recommendations
 - Army Source Selection Guide User Reviews and Ratings
 - Army Source Selection Guide and Bestseller Lists
5. Accessing Army Source Selection Guide Free and Paid eBooks
 - Army Source Selection Guide Public Domain eBooks
 - Army Source Selection Guide eBook Subscription Services
 - Army Source Selection Guide Budget-Friendly Options
6. Navigating Army Source Selection Guide eBook Formats

- ePub, PDF, MOBI, and More
- Army Source Selection Guide Compatibility with Devices
- Army Source Selection Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Army Source Selection Guide
 - Highlighting and Note-Taking Army Source Selection Guide
 - Interactive Elements Army Source Selection Guide
- 8. Staying Engaged with Army Source Selection Guide
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Army Source Selection Guide
- 9. Balancing eBooks and Physical Books Army Source Selection Guide
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Army Source Selection Guide
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Army Source Selection Guide
 - Setting Reading Goals Army Source Selection Guide
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Army Source Selection Guide
 - Fact-Checking eBook Content of Army Source Selection Guide
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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