

ACQUISITION SOLUTIONS

PERFORMANCE BASED ACQUISITION



ACQUISITION
SOLUTIONS™

Focused on outcomes... focused on performance

**TRANSFORM THE
ORGANIZATION
FOR TRUE
PERFORMANCE-
BASED
ACQUISITION...**

**IMPROVE
ACQUISITION
OUTCOMES AND
MISSION RESULTS**

Federal acquisition organizations face challenges that would daunt even the most experienced private sector acquisition professionals—shrinking budgets, scarce expertise, intense scrutiny, and public accountability to mission and priorities. Performance-based Acquisition (PBA) is more than methodology—it's your mandate for achieving mission outcomes.

For more than a decade, the professionals of Acquisition Solutions have been assisting Federal agencies, and ONLY Federal agencies, in assessing and improving the acquisition organization. 60% of our staff comes from the ranks of Federal acquisition. Because we have walked in your shoes, we can provide the insight and guidance your acquisition team needs to transform from traditional transaction-based approaches, to PBA using Seven Steps to Performance-Based Acquisition™ :

1. Establish the Integrated Solutions Team
2. Define the Need and Conduct Market Research
3. Develop a Statement of Objectives
4. Develop the Competitive Pool
5. Conduct Due Diligence
6. Select the Best Solution
7. Deliver Results through Partnership



Our partners write...

I consider [Acquisition Solutions] to be our most valuable consultant in the arena of acquisition execution and performance-based methodology. ... A positive sense of responsiveness is the constant norm; customer service is a principle not subject to compromise.

-PROGRAM EXECUTIVE OFFICER

"Your professional insight [into] key acquisition success strategies and seven step methodologies has brought imperative strength to the entire ... project. Your eagerness to contribute effective processes with objectives aligned with [our] mission has demonstrated you as a highly valued member of the team."

-ASSISTANT DIRECTOR, SCIENCE TECHNOLOGY/CIO

Improving Acquisition Outcomes

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PBA exemplifies best practices in acquisition and succeeds based on the partnership between your organization and Acquisition Solutions. This mission-centric approach continuously focuses on the outcomes needed rather than on the assets to be acquired. And focusing on outcomes becomes ever more critical as oversight and regulatory scrutiny intensifies. Acquisition Solutions not only guides implementation of PBA using Seven Steps, we can assist you with developing the most effective approach to post award management and monitoring. Our Six Disciplines for Performance Based Management guide your acquisition organization in continuous improvement and ongoing management.



We've not only trained more than 3500 federal acquisition professionals on Seven Steps to PBA and PBM, we have assisted with more than 20 successful major, mission-critical performance-based acquisitions in various departments and agencies across Government. Senior staff at Acquisition Solutions literally wrote the book on Performance-based Acquisition, and our unique collaborative environment ensures that they and their wealth of experience are no more than a phone call away.

Your acquisition organization plays a critical role in the agency's ability to achieve mission outcomes. Partnering with Acquisition Solutions assures that you have experience, thought leadership, innovative tools, and committed professionals available to help implement and sustain Performance -Based Acquisition.

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