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Five Ways to Improve Procurement

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FIVE WAYS TO IMPROVE PROCUREMENT

- Make past-performance more meaningful
 - Reward vendors for suggesting cost-saving ideas
 - Revive share-in-savings contracting
 - Use contests as a procurement technique
 - Make successful contract management experience a promotion criterion for program officials
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THREE PROPOSALS ABOUT JOB CONTENT

1. Bring back 1105s
2. Challenge new hires
3. Reform invoice paying system for program people



RESEARCH AND DATA NEEDS

1. Poor data quality
2. Practitioner-oriented research:
e.g., cost implications of COTS
3. Scholarly research questions:
trust, cross-organizational teams



Thank You.

