



# World-Class Contracting: How Winning Companies Build Successful Partnerships In The E-Business Age

Gregory A. Garrett

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*U.S. Military Program Management* Gregory A. Garrett, 2006-12 An indispensable resource for all defense industry professionals governmental and commercial Introducing the only book on the market offering valuable best practices and lessons learned for U S military program management The U S Department of Defense and the related defense industry together form the largest and most powerful government and business entity in the world developing some of the most expensive and complex major systems ever created U S Military Program Management presents a detailed discussion from a multi functional view of the ins and outs of U S military program management and offers recommendations for improving practices in the future More than 15 leading experts present case studies best practices and lessons learned from the Army Navy and Air Force from both the government and industry contractor perspectives This book addresses the key competencies of effective U S military program management in six comprehensive sections Requirements management Program leadership and teamwork Risk and financial management Supply chain management and logistics Contract management and procurement Special topics

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**Managing Complex Outsourced Projects** Gregory A. Garrett, 2005-03-01 The ever changing world of outsourcing demands that project managers be adept at team building meeting management group based problem solving and conflict management Managing Complex Outsourced Projects provides a comprehensive review of what it takes to successfully manage outsourced projects resulting in improved performance and reduced expenses Author Gregory A Garrett discusses

the concept of Integrated Project Management IPM which is the discipline of ensuring that appropriate practices tools and techniques are implemented by all parties involved in the outsourcing process In Managing Complex Outsourced Projects you ll find more than 400 tips and best practices over 40 forms and more than 20 case studies that depict how the most successful companies effectively manage outsourced complex projects      **Getting Results** Ann Costello, Gregory A. Garrett, 2008-01-01 This book focuses on what it takes to achieve great business results in the complex world of U S Federal Government contracts and projects Specifically the book addresses the nature of the blended multisector workforce challenges and opportunities the need for knowledge management throughout the acquisition life cycle and the mandate to provide effective program project management in an environment of performance based acquisition The book provides a comprehensive discussion of the six integrated disciplines of Performance Based Project Management PBPM including Cultural Transformation Strategic Linkage Governance Communications Risk Management Performance Management Key topics include effective management of a multisector workforce how to create and sustain a knowledge management culture success with complex FAR programs and contracts The book provides 100 proven best practices tools techniques and more than 12 case studies from both U S government agencies and industry The book concludes with a brief discussion of the Future Acquisition Workforce and what it will take to get great results with on time delivery of quality products services and integrated solutions at competitive pricing      **Solicitations Bids Proposals & Source Sel** Gregory A. Garrett, Gail A. Parrott, 2007-04-01 This fast paced book walks you through the entire buying and selling life cycle in just the first chapter Chapters 2 7 then provide the detailed process inputs proven tools and techniques and desired outputs for all three phases and each of the seven key steps which both buyers and sellers must accomplish to achieve business success Chapters 8 9 and 10 each provide a thought provoking discussion of proven effective best practices to improve buying and selling Each chapter provides best practices in solicitations bids proposals and contracts in a different marketplace Chapter 8 addresses best practices in the U S Federal Government Marketplace Chapter 9 provides best practices in the U S Commercial Marketplace Finally Chapter 10 discusses buying and selling best practices in the Multi National Global Marketplace This one of a kind book provides both breadth and depth of practical guidance which few books have ever delivered Plus the authors have included numerous excellent interviews of buying and selling business professionals from both the U S Government and industry The interviews alone are worth the price of this book If you are a business professional involved in any aspect of buying or selling products services and or solutions then this book is a must buy read and do      **Contract Negotiations** Gregory A. Garrett, 2005-01-01 Contract Negotiations Skills Tools and Best Practices discusses today s dynamic performance based business environment in both the public and private business sectors Contract Negotiations covers the important aspects of contract negotiation planning conducting contract negotiations documenting contract negotiations and contract formation You ll find an engaging discussion of the competencies and skills that must be mastered to become a world class

contract negotiator The book features a proven effective contract negotiation process supplemented with numerous tools forms templates case studies and best practices

Cost Estimating and Contract Pricing Gregory A. Garrett,2008-01-01 The process of estimating the cost for the development and delivery of a product service or solution can range from simple to highly complex based upon multiple factors including technology maturity urgency geographic location quantity quality availability of resources hardware and software systems integration and more This book provides a comprehensive discussion of cost estimating and contract pricing with extensive use of tools techniques and best practices from both the public and private sectors Key topics of discussion include Cost estimating methods Cost accounting standards Cost analysis Profit analysis Contract pricing arrangements Price analysis Total ownership cost Earned value management systems

Project Procurement Management Quentin W. Fleming,2019-01-28 Not all project procurements are the same Unless the project carefully makes an assessment of the items it will make versus the items it will buy and then adequately plans for these purchases the risks of performance will increase Project procurements are simply sub projects which need to be managed well not blindly delegated to an independent organization to buy for the project Certain procurements major complexity developments creating something new which does not exist according to the project s unique specification must be managed by the project team and supported by the professional procurement organization The project s team leader must assume the management responsibility This book zeroes in on the effective management of that portion of the project which will be performed by another organization It focuses on the procurement of scope from an organization outside of the project Often the success or failure of a project is dependent on how well the project can plan define solicit authorize and manage this external relationship This book has been updated to be consistent with Chapter 12 of the Fourth Edition of the PMBOK Guide released by PMI in December 2008

Capture Management Gregory A. Garrett,Reginald J. Kipke,2005-03-01 The Capture Management Life Cycle provides a comprehensive step by step approach to help individuals and companies win more business The philosophy behind the Capture Management Life Cycle is that business is won with mutually beneficial offers that meet a customer s objectives as well as the seller s requirements for profitability The three phase Capture Management Life Cycle model is presented with inputs tools and techniques outputs case studies and forms templates to assist business professionals in selling products services or solutions The Capture Management Life Cycle consists of three phases ten stages and more than 35 key actions for winning more business

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**Mastering Risk and Procurement in Project Management** Randal Wilson, 2015 Effective risk management and procurement are crucial to project success Unfortunately many managers have spent relatively little time mastering these essential elements of the project management discipline and many books on the subject treat these issues only lightly if at all In Mastering Risk and Procurement in Project Management expert project manager and seasoned professor Randal Wilson focuses specifically on these essential techniques Wilson addresses every stage of the project where risk management and procurement are relevant especially planning monitoring and control Teaching through the use of relevant examples and case studies Wilson explains why risk management and procurement are so important to project success illuminates the deep linkages amongst

these tasks shows how to avoid common pitfalls and introduces best practice methodologies for integrating them throughout your business processes Drawing on his own extensive experience he offers in depth coverage of topics ranging from contracting and risk monitoring to project close out and gives readers practical knowledge of critical processes and tasks in project management

**World-class Contracting** Gregory A. Garrett,1997 This outsourcing guide is supplemented with numerous process diagrams best practices sample forms tools and techniques that the practitioner will find relevant and valuable Companies and organizations worldwide have stepped up their contracting for goods and services with the intent of focusing more on their core business and allowing suppliers and vendors to do the other work The marketplace is booming and only those with a solid understanding of contract management will achieve ultimate success Back cover Because contract management is first and foremost about building and maintaining successful business relationships readers of this book will learn how to build such relationships by using proven contract management processes tools techniques and documented best practices in contract management for both buyers and sellers The book was written for business professionals involved in buying or selling products and services This includes sales managers contract managers purchasing managers financial managers proposal managers engineers lawyers project managers mid level business managers executives and other business professionals Introd

Legal Information Alert ,2001 *AALL Directory and Handbook* American Association of Law Libraries,2004

**Current Law Index** ,2003 Project Management Terms J. LeRoy Ward,2000-11-01 Written to answer the need for a singular compilation of the terms that define project management This second edition adds almost 300 new words to the more than 1 600 contained in the first edition Contains more than 1 800 terms phrases and acronyms used in the day to day practice of project management As the world ventures into new areas with project management the vocabulary must keep pace

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