



Performance Based Acquisition

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Army Small Business Conference

Acquisition Solutions, Inc
Shaw Cohe



Performance Based Acquisition

“Means structuring all aspects of an acquisition around the purpose of the work to be performed with the contract requirements set forth in clear, specific and objective terms with measurable outcomes as opposed to either the manner by which the work to to be performed or broad and imprecise statements of work.”

Stop Buying Compliance – Start Buying Results



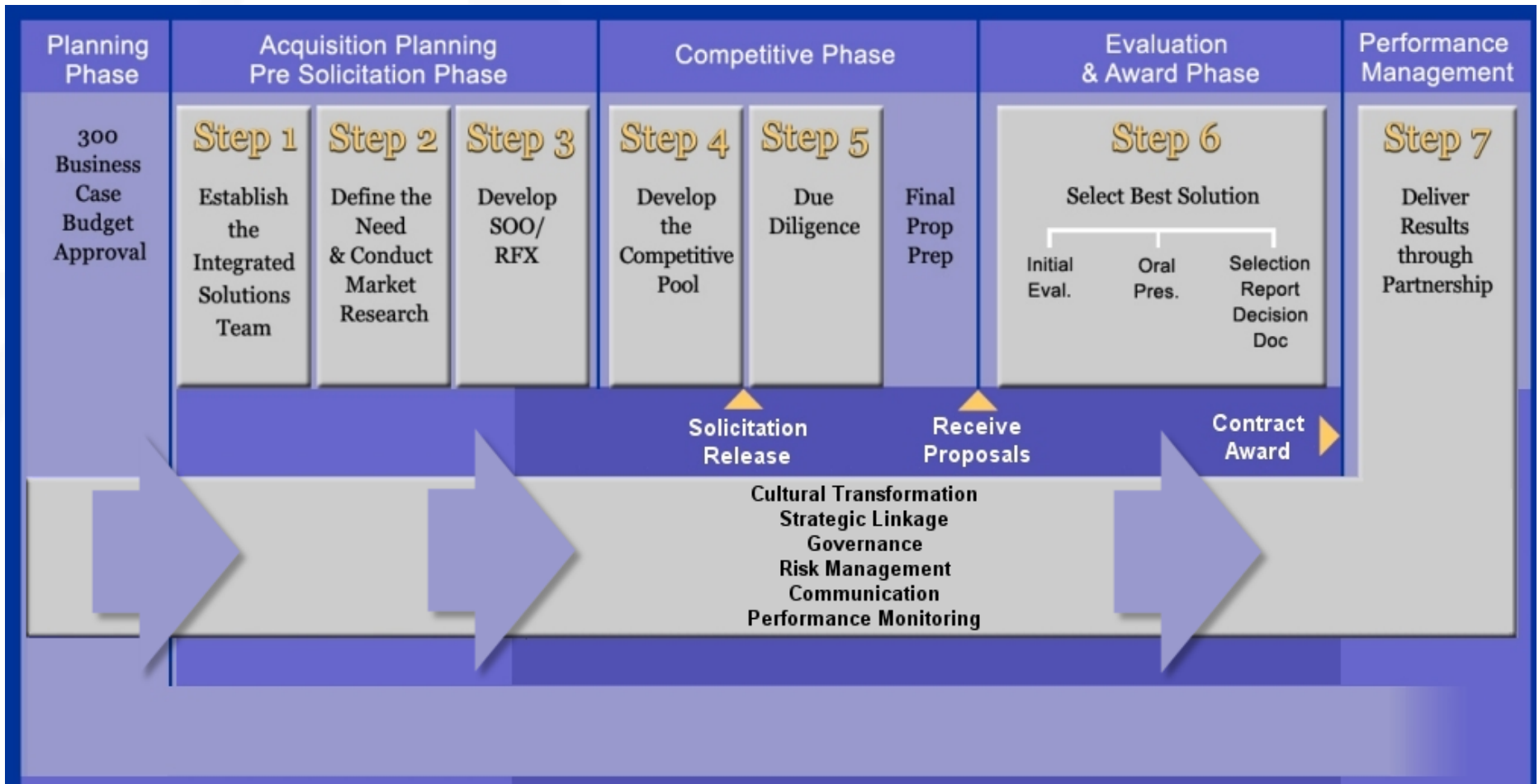
How You Buy Changes What You Buy

- **Essence of Performance Based**
 - **Stop Buying Compliance – Start Buying Results**
- **Changes Acquisition Dynamics**
 - **Government Understands Problem to Be Solved**
 - **Industry Understands Solutions**
- **7 Steps - Statement of Objectives**
 - **Shared Goals and Objectives**
 - **20 Major Programs \$16 billion**



ACQUISITION
SOLUTIONS®

Seven Steps





Performance Based Acquisition

***“Never tell people how to do things.
Tell them what to do and they will
surprise you with their ingenuity.”***

-- General George S. Patton