## Why You Should Attend
- Learn federal source selection processes: pros and cons; trends
- Understand the RFP and evaluation methodology
- Improve skills in preparing your proposals for success
- Gain a clearer understanding of the Government evaluation and debriefing processes
- Understand why protests are upheld or denied

## Program Overview
Are you seeing trend changes and budget impacts on the Federal Source Selection Process and how it is being executed across DoD and by Civilian agencies? Historically, we’ve seen agencies move from sealed bidding to the best value continuum, using both the low price technically acceptable and tradeoff processes. Now what? What factors does the Government consider in determining the best procurement strategy? How does Industry make an informed decision on whether to pursue contract opportunities under the various procurement strategies? More important, how does industry submit a winning proposal, a proposal that will be deemed by the evaluation board(s) to provide the “best value” to the Government, and an ultimate contract award to your firm, whether that be through sealed bidding, LPTA, or tradeoff processes?

This webinar will provide you an overview of the Federal Source Selection process, making it work for both Government and Industry, focusing on:
1. What is Best Value Source Selection, versus Sealed Bidding, and When the Methodology is Used…Low Price Technically Acceptable vs Tradeoff vs Other Best Value contract actions;
2. DoD and Civilian Agency Specific Approaches;
3. Government Request for Proposal Development, Source Selection Evaluation Factors, the Evaluation Process and Award;
4. Preparing Industry Proposal for Success…Do’s and Don’ts;
5. What May Cause Protests and Chances of Prevailing; and
6. Future of the Use of Source Selection methodologies and trends, as viewed by DoD and Civilian agencies.

Through lecture, written material, students will improve their knowledge and skills in the areas of:
- FAR, DoD and Civilian Agency FAR supplement guidance on Source Selection
- Typical best value solicitation content/requirements
- Preparing a winning proposal based on greater understanding of the particular source selection approach being used
- Analyzing various evaluation scenarios
- How to get the most out of a debriefing
- Protests…do you have a valid case?

## Who Should Attend
- Private Sector firms and individuals desiring to pursue federal work issued under FAR Part 15 methodologies
- Firms/individuals who want to improve their source selection process competitive skills
- Proposal writers charged with developing a proposal that, when evaluated by the Government, results in the “best value” and an ultimate federal contract award

## Instructor Biography
Maureen Q. Weller, JM Weller Consultants, LLC
Since her retirement from Federal Service in June 2012, Maureen is providing consulting services to firms doing business with federal agencies and teaching federal contracting processes and procedures. She brings over 35 years of federal contracting experience, with 17 years as a warranted contracting officer, with the U.S. Army Corps of Engineers, culminating as the Principal Assistant Responsible for Contracting responsible for the execution and oversight of a contracting organization of approximately 500 contracting professionals. She is particularly well versed in the areas of construction, AE, and environmental contracting, as well as federal contracting policy and regulations. During her USACE service she gained extensive experience in the Baltimore District, Fort Worth District, Europe Division and USACE Headquarters. Throughout her career she was involved in the military, civil works, and interagency and international support missions of USACE.

Ms. Weller earned a Bachelor in Business Administration degree from the University of Texas at Arlington. She is DAWIA Level III Certified and earned membership in the Army Acquisition Corps, serving in a Critical Acquisition Position. She is a member of the National Contract Management Association and Society of American Military Engineers.

## Course Point of Contact
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