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## Five Ways to Improve Procurement

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Monterey, California. Naval Postgraduate School

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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



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# 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



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**Thank You.**

