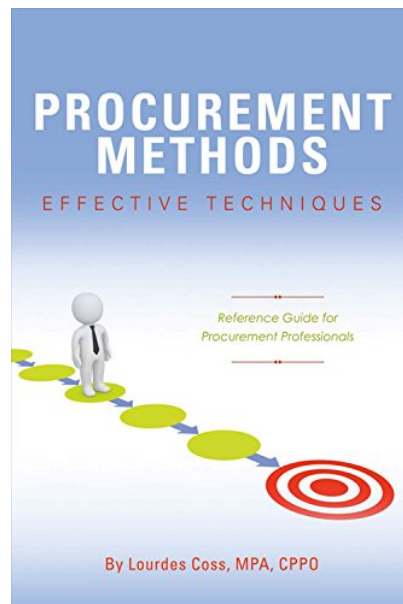


Best Procurement Methods: Effective Techniques: Reference Guide for Procurement Professionals PDF



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Best Procurement Methods: Effective Techniques: Reference Guide for

Procurement Professionals by *by By Lourdes Coss*

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The book supports the training effort for incoming procurement professionals. It is based on practical experience, lessons learned of a procurement professional, and material developed over the years to train internal procurement staff. The goal of the book is to offer current managers a tool to guide the new professionals in advancing their procurement skills. It focuses on the three basic procurement methods: the invitation to bid, the request for qualifications, and the request for proposals. It addresses the appropriate use of each method and explains the rationale for the inclusion of key components in the solicitation document, elaborating on how these components work together to make the process effective. The book also provides examples to illustrate the sections described. It touches briefly on standardization opportunities and the importance of using terminology that is consistent and in line with the method. It illustrates the difference between evaluation criteria and submittal requirements; and provides guidance for their development. A final high level guide depicting the use and evaluation milestones organized by method is also provided.

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