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Purpose To describe the governance and procurement process for Proton Beam Therapy (PBT) equipment in new National Cancer Centre Singapore (NCCS) building. Methods Approval to establish a proton beam therapy facility in the new NCCS building at Outram Campus was obtained in 2012. A Board-level committee was formed to provide governance over the procurement process. Under this board, the project committee was formed to manage the procurement process. A two-stage procurement process was adopted. A Request-For-

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Information (RFI) was first called. Potential Proton Beam Therapy Equipment Vendors (PTEVs) provided base information about their equipment and their company strengths and profiles. Shortlisted PTEVs were invited to participate in the second-stage Request-For-Proposal (RFP) wherein detailed proposals were submitted. Proposals submitted by shortlisted PTEVs were evaluated by 7 separate evaluation teams namely: Technical, Service, Interface (Building), Contract mark-up, Organization, Commercial, and Price. To ensure that the merits of the proposals by PTEVs were not influenced by price, a two-envelope system process was employed within the RFP exercise. The price proposal was not evaluated until the 6 other teams had completed their

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assessment based on technical/functional of the vendorsu2019 proposals. Down-selected PTEVs were invited to improve their offers in a Best-and-Final-Offer (BAFO) exercise.Results A PTEV was selected to be the Preferred PTEV. A second PTEV was selected to be the Reserve PTEV.ConclusionThe procurement process for PBT equipment in the new NCCS has been conducted in a transparent and open manner as described above. Despite its importance as an initial step in the development of major technical projects, the Request for Proposal (RFP) process rarely receives the professional attention it deserves. Used by government agencies and by private corporations to solicit proposals from contractors and vendors, the RFP document is the

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foundation for a successful project. A clearly written and properly organized RFP clarifies technical goals, communicates administrative and financial expectations, and sets the tone for good communication and a trusting and productive relationship between customer and contractor.

This book aims to help governments and public authorities to establish effective light rail-light metro transit (LRMT) systems, and focuses on use of Public Private Participation (PPP) arrangements. Rather than identify a single approach, we present options and discuss practical issues related to preparing and implementing new LRMT PPP schemes. The approach is focused on providing information that can be used to

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make informed decisions, adapted to local policy and objectives. The material presented is intended as a practical guide to developing LRMT PPPs in both developed and developing countries. This work endeavors to provide answers to readers questions regarding how to successfully incorporate private sector participation in LRMT with a lesser emphasis on why LRMT and the private sector may be beneficial. The primary focus of this text is guiding the reader from design through to project implementation. It starts from the premise that underlying transport policy decisions will have already been made and that LRMT has already been identified as the appropriate transport solution. We have included some limited discussion of policy and

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technical issues where these directly impact the LRMT PPP approach. The approach is presented in nine sections, and in preparing it the author drew on current international LRMT PPP experience, through a series of interviews and case studies. The sections covered are: 1. Urban Transport and Light Rail/Light Metro Transit (LRMT) 2. Selected Technical Aspects 3. Incorporating Private Sector Participation in LRMT Initiatives 4. Understanding and Allocating Risk 5. Specifications, Oversight and Performance Management 6. Funding and finance 7. Developing a PPP Agreement 8. Procurement 9. Conclusions and Recommendations
Index digest of the published decisions of the Comptroller General of the United States

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Army RD & A.

Special Experimental Project 14 Design/build Contracting : Initial Report

I-15 Corridor Reconstruction Project

Government Contracts Reference Book

A guide to improving your bidding success rate and winning more tenders

How To Write Bids That Win Business brings together over 30 years of know-how in creating and crafting successful bids for tendered contracts. This book is an invaluable guide for bid managers and bid writing teams. It shows you how to: - create a bid writing strategy that plays to your organisation's strengths - increase your success rate by focusing on bids you are more likely

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to win - avoid at the outset bidding for contracts you don't want to win - embed robust bid writing management systems that deliver results time after time - ensure you follow the three golden rules for bid writing success Based on extensive research, *How To Write Bids That Win Business* explains what bid evaluators are really looking for, by deconstructing the questions asked and explaining how to answer them to achieve top scores. Parts I to III guide you through the complete bid creation process, providing the tips, techniques and tactics for maximising your effectiveness at the shortlister interview. In Part IV the book examines the forces shaping the future of bid writing, and outlines the three key factors for success in the years to come. Co-authors Martyn Curley and Stephen Oldbury, co-founders of

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Bidwriting.com, have advised many UK business-to-business organisations across 35 commercial sectors. David Molian was for many years Director of Cranfield School of Management 's renowned Business Growth Programme and has consulted for numerous companies on developing their brands and growing their businesses. He is a Criticaleye Thought Leader and remains a visiting Fellow at Cranfield. If you are looking to take your organisation 's bidding performance to the next level, improving profitability and morale throughout the business, How To Write Bids That Win Business is the book you need. Your Step-by-Step Guide to Today's Best Procurement Practices "Acquisition Management is a great book for those in the government acquisition business. It is complete and well

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documented. I was especially impressed with the format which makes it valuable for training people new to the acquisition field and as a reference to those with more experience." Brig. Gen. James C. Dever, Jr. USAF (Ret.) Formerly, DCS Contracting and Manufacturing, Air Force Systems Command Whether you're a contractor or government personnel, one thing is for sure: The federal procurement process is undergoing a major overhaul. And, to be successful, you must master a host of new methods, rules, and requirements. New from Management Concepts, Acquisition Management is the first step-by-step guide to the government's new strategies and methods for procurement. This new, streamlined acquisition process adopts the best practices of the business world to boost cost-efficiency and reduce the time

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from contract development to delivery. Acquisition Management prepares you fully to understand and apply these new acquisition techniques, teaching you how to manage contract risk and work more effectively as a member of a multi-functional team. Key Features

- Reviews acquisition principles to help you develop a basis for decision-making
- Gives you step-by-step guidance for every phase of the process, from solicitation to closeout
- Places the procurement process in a risk management context to help you troubleshoot problems and ensure success
- Outlines the roles and tasks of major players in the process to help you work more effectively as part of the contracting team
- Presents pertinent information from the FAR at each applicable point in the acquisition process

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... and much more! Timely and up-to-date in its assessment of where the best government procurement opportunities are to be found today. Selling to Uncle Sam shows you how to outwit and outmaneuver the competition, win friends and influence people at the highest government levels, and become a successful player in one of the most challenging and rewarding business arenas! Department of Defense Appropriations for 1997: Commanders in Chief: Pacific Command ... European Command; testimony of Members of Congress and other interested individuals and organizations

Best & Final Offers

Proposal Preparation

Bafo: (Best and Final Offer)

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How to Write Bids that Win Business

Private Sector Participation in Light Rail-Light Metro Transit Initiatives

Catalog of reports, decisions and opinions, testimonies and speeches.

BAFO is a scathing black comedy set in the declining defense industry. It takes a group of middle class white men and one black woman from Human Resources HR on a hilarious downward spiral from affirmative action to downsizing and then to a disgruntled ex employee on a small arms rampage who asks each one for their "best

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and final offer." Described as "Dr. Strangelove" meets "Dog Day Afternoon", BAFO is an unapologetically testicular satire that asks the millennial question, "Where's the threat?" At its philosophical core, the play is about threats: Precambrian, primitive, emotional, physical, political, social and technical a whole food chain of threats. Comedy of the blackest stripe is the only way to deal with such primal currents, and the defense industry setting of the play is the perfect metaphor since it is devoted

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to the process of seeking and neutralizing threats: our national autoimmune system. This technical edition provides guidance for the transit community on developing and implementing ITS systems and using the National ITS Architecture. It is written specifically for the transit community and focuses on transit applications of ITS and the National ITS Architecture. It provides practical assistance based on real life experiences with developing and implementing transit ITS systems. This is a comprehensive document that defines the

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key concepts, products, and components of ITS and the National ITS Architecture.

This document serves as a basic reference tool for understanding and deploying ITS in transit. It consists of six major sections and four appendices.

Board of Contract Appeals Decisions

Integrated Logistics Support Handbook

ITS Deployment Guidance for Transit Systems

Index Digest of the Published Decisions of the Comptroller General of the United States

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*West's Federal Practice Digest 4th
How to Win Choice Government Contracts for
Your Business*

When the Pentagon releases the biggest computer contract in history for bids, it gets everyone in Washington's attention, from the myriad computer services companies to the President of the United States. The multi-billion dollar NMS (Navy Material System) could sway political fortunes, make or break careers, and will serve to energize the FBI in its quest to uncover industry corruption. The political maneuvering,

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business posturing and personal vendettas surrounding NMS create a complex mosaic of intrigue, boardroom struggles and political chicanery at the highest levels of government. Not to mention the sex, drugs and industrial espionage that are intertwined as the proposals move from initial submittal to BAFO (Best And Final Offer) to award and protest.

Contains a selection of major decisions of the GAO. A digest of all decisions has been issued since Oct. 1989 as: United States. General Accounting Office. Digests of decisions of the

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Comptroller General of the United States. Before Oct. 1989, digests of unpublished decisions were issued with various titles.

This book provides readers with an overview of proposal writing today—along with the issues that influence the resources and methods used to develop them. A focus on the real-world of business presents further insight and guidance in acquiring the basic skills, and some advanced, in creating any type of proposal. Chapter topics include marketing strategy, writing, graphics, sales letters and the executive summary, formal

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and informal documents, reviews, and editing. For the skilled professionals already in this field, affecting the bottom-line profit of their companies, seeking additional training or a valuable reference for producing persuasive and winning proposals.

Governance and Procurement Process for Proton Beam Therapy (PBT) Equipment in New National Cancer Centre Singapore (NCCS) Building

Department of Defense Appropriations for 1997: Military personnel programs, National Guard and

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Reserve programs, medical programs, readiness of United States forces

Army RD & A Bulletin

A Guide to Effective RFP Development

Taking Aim on Selling in the High-Stakes

Industry of International Aerospace

Bafo

This is a ``must-have'' for anyone who desires to effectively and successfully sell their products, projects, ideas or services. The new edition has been revised and expanded to include detailed coverage of the current methods and procedures required by the

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government and used by commercial companies for bid preparation; the latest applications for identifying and tracking fund sources; new desktop publishing techniques for rapid proposal preparation along with available software; and storyboarding methods. The concept of ``straight-line'' control is presented for the first time and a complete case study provided to illustrate how to evolve a proposal from development through strategic marketing planning. The full texts of Armed Services and othr Boards of Contract Appeals decisions on contracts appeals.

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A practical guide to the mechanics of putting together a proposal from the preliminary planning through in-house evaluation, printing, and submission, plus the crucial stage of post-proposal follow-up to clinch the deal. Teaches valuable techniques such as avoiding last-minute rush and error, creating illustrations, tables, exhibits, appendices, and boilerplates, and formatting the proposal using traditional methods or desktop publishing.

Design-Build: Planning Through Development Hearings Before a Subcommittee of the Committee on Appropriations, House of

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*Representatives, One Hundred Fourth Congress,
Second Session*

*Quick Study Guide about Terminology,
Definitions & Explanations (Management
Revision Notes & Encyclopedia)*

*Law, Practice and Problems
(Best and Final Offer*

**Includes: Multiple choice fact, scenario
and case-based questions Correct
answers and explanations to help you
quickly master specialty content All
questions have keywords linked to
additional online references The mission**

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of StatPearls Publishing is to help you evaluate and improve your knowledge base. We do this by providing high quality, peer-reviewed, educationally sound questions written by leading educators. StatPearls Publishing

Locate federal cases decided in the U.S. Supreme Court, Court of Appeals, district courts, Claims Court, bankruptcy courts, Court of Military Appeals, the Courts of Military Review, and other federal courts. This Key Number Digest contains all

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headnotes, classified according to West's® Key Number System, for federal court decisions reported from 1984 to the present. The topics are listed in alphabetical order. The Key Numbers within those topics are listed in numerical order. Each topic begins with scope notes about subjects included and subjects excluded and covered by other topics. Also, there is an outline of the topic, which includes a list of all Key Numbers in that topic. Headnotes are

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collected by jurisdiction or court and filed according to the West Key Number System®.

An examination of creative systems in structural and construction engineering taken from conference proceedings.

Topics covered range from construction methods, safety and quality to seismic response of structural elements and soils and pavement analysis.

Proposal Writing

Proposal Development

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BAFO (best and Final Offer)

Gunn Sights

Request for Proposal

**Digests of Decisions of the Comptroller
General of the United States**

BAFO (best and Final Offer) Samuel French, Inc.

Publisher's Note: Products purchased from Third Party sellers are not guaranteed by the publisher for quality, authenticity, or access to any online entitlements included with the product. Definitive guide to mastering Design-Build Design-Build (D-B) -- the project delivery system in which one firm

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contracts to provide all of the architectural, engineering, and construction services on a project -- is expected to dominate the market by the year 2005. Studded with illustrative case histories, Design-Build: Planning Through Development, by Jeffrey Beard, Michael Loulakis, Esq., and Edward Wundram, is the first book to cover every legal, technical, and administrative aspect of Design-Build. Whether you're a design or construction professional or an owner, this authoritative and up-to-date manual gives you the across-the-board, real-world answers you need for timely, glitch-free, and cost-effective projects.

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Tom Gunn had a life-altering career change in 1975 when he went from an eight-year stint as staff lawyer with the U.S. Senate to a job in aerospace sales and marketing at McDonnell Douglas. He knew a lot about military appropriations and classified developments, but almost nothing about marketing. Over the next twenty-two years, however, Gunn and the team he assembled developed a process for strategic selling and marketing that delivered \$250 billion in sales of military and commercial aircraft, missiles, space systems, and logistic support, against strong and at times cutthroat domestic and international competition. His book is both the story

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of that success and a handbook for anyone who wants to learn about high-powered selling, about assessing the competition and understanding the customer, and about using a defined process to shape strategic planning. Gunn details that process step by step, outlines cultural traps overseas and political realities at home, and makes his points in selected case studies.

***How to Respond and Win the Bid
Laws, Regulations, Rulings, Topically Arranged, Full Explanations, Currently Supplemented, Completely Indexed
Public Procurement and Multilateral Development***

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Banks

Government Contracts Reporter

The Art of Friendly and Winning Persuasion

When Once is Not Enough

The multilateral development banks cumulatively channel billions of dollars annually in development assistance to borrower countries. This finance is usually spent through processes that incorporate the public procurement regulations of the banks and it is often a condition of this finance that the funds must be spent using the procurement regulations of the lender institution. This book examines the issues and

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challenges raised by procurement regulation in the multilateral development banks. The book examines the history of procurement regulation in the banks; the tripartite relationship created between the banks, borrowers and contractors in funded procurements; the procurement documents and procurement cycle; as well as how the banks ensure competition and value for money in funded procurements. The book also examines the banks' approach to sustainability concerns in public procurement such as environmental, social or industrial concerns; as well as how the banks address the issue of corruption

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and fraud in funded contracts. Another issue that is addressed by this book is how the banks have implemented the aid effectiveness agenda. It will be seen that the development banks have undertaken steps to harmonise their policies and practices, increased borrower procurement capacity, taken steps to reduce the tying of aid, and play an important role in the reform of borrower procurement systems, all in an effort to improve the effectiveness of development finance. The book also considers the contractual and other remedies that are available to parties that may be aggrieved as a result of a funded

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procurement. The book analyses, compares and contrasts the legal, practical and institutional approaches to procurement regulation in the World Bank, the Inter-American Development Bank, the African Development Bank, the Asian Development Bank and the European Bank for Reconstruction and Development.

Project Management Study Material PDF: Quick Study Guide with Terminology, Definitions & Explanations (Management Revision Notes & Encyclopedia) covers revision notes from class notes & textbooks. "Project Management Study

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Activities Study Material Evaluating and Reporting
On Project Performance Study Material Learning
Curves Study Material Management Functions Study
Material Management of Your Time and Stress
Study Material Managing Crisis Projects Study
Material Modern Developments in Project
Management Study Material Network Scheduling
Techniques Study Material Organizational Structures
Study Material Organizing and Staffing the Project
Office and Team Study Material Planning the
Activities Study Material Preparing a Project Plan
Study Material Pricing and Estimating Study Material

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Project Graphics Study Material Project Management Growth Study Material Quality Management Study Material Risk Management Study Material Business of Scope Changes Study Material Variables for Success Study Material Trade-Off Analysis in a Project Environment Study Material Transition to Execution Study Material Understanding Project Management Study Material Working with Executives Study Material Project management study material PDF covers terms, definitions, and explanations: Ability to Develop People, Ability to Handle Stress, Acceptance

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Sampling, Accessibility, Accommodating or Smoothing, Accountability, Activity Attributes, Activity in the Box, Activity on Arrow, Activity, Actual Cost, Administrative Skills, Advertising, Affinity Diagram, Agile Approach, Agile Release Planning, Ambiguity Risk, Analogous Estimating, Appraisal Costs, Approved Supplier, As Late as Possible Schedule, As Soon as Possible Schedule, Assumption and Constraint Analysis, Assumption Log, Audit, Authority, Autocratic Decision Making, Avoiding or Withdrawing, and Award Cycle. Project management study material PDF covers terms, definitions, and

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explanations: Base line Plan, Basic Sender Receiver Communication Model, Behavioral School of Management, Being Tired, Benchmarking, Best and Final Offer (BAFO), Bid and No-Bid Decision, Bid Document, Bidder Conference, Bottom-Up Estimating, Brain Writing, Brainstorming, Budget at Completion, Budgeting and Cost Management Feature, Burned out, and Business Value. Project management study material PDF covers terms, definitions, and explanations: Capital Budgeting, Capital Rationing, Cash Flow Management, Cause and Effect Diagram, Change Management Plan,

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Change Request, Charismatic Leadership, Check Sheet, Checklist, Classical School of Management, Closing Process Group, Closing Project or Phase, Collaborating or Confrontin and Problem Solving, Collaborative Communication Tools, Colocation, Committed Cost, Committee Sponsorship, Common Cause Variation, Communication Model, Communication Requirements Analysis, Communication Skills, Communication Styles Assessment, Communication Technology, Communication, Communications Management Plan, Communications Management, and

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Milestone List, Mind Mapping, Monitoring and Controlling Process Group, Monitoring and Controlling Project Work, Monitoring Communication, Monitoring Stakeholder Engagement, Monte Carlo Process, Most Likely Time, Motivation, and Multi Criteria Decision Analysis. And many more terms and abbreviations! No other Government procurement procedure can cause more vendor "heartburn" than when an agency solicits a second (or additional) round of BBest and Final Offers (BAFO). No other procedure

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Digests of Unpublished Decisions of the Comptroller General of the United States

MTA Board Action Items

Medical Office Manager Specialty Review and Study Guide

Finance Committee Meeting

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