

# Performance-Based Acquisition Training

Agencies across the government are looking to Performance-Based Acquisition (PBA) to ensure greater success in meeting business objectives.

PBA focuses on developing contracts that define desired results, meaningful performance standards, and practical measurement methods. A much more collaborative contracting method, PBA results in more effective contracts and vendor relationships, with risks and rewards shared through incentives and disincentives.

Jefferson Solutions' PBA training course is geared to helping federal agencies and government contractors increase the effectiveness of their contracting efforts and offers:

- Highly interactive learning process, tailored to both program and contracting officials
- Insight into policy goals, objectives, and benefits of using PBA
- Thorough, practical overview of PBA methodology
- Organization-specific discussions of best practices for implementing PBA
- Real-life application exercises using actual agency requirements as examples, facilitated by Jefferson Solutions training professionals

The course was developed by Solutions' President, Dr. Allan Burman, former Administrator for the Office of Federal Procurement Policy (OFPP) and author of the OFPP Policy Letter on Performance-Based Service Contracting.

Jefferson Solutions has trained hundreds of federal agency employees and contractors on PBA since 1997. Participants report the following results:

- Thorough understanding of the fundamental techniques of performance-based service acquisition
- Ability to determine when PBA is relevant and appropriate
- Skills to immediately develop and implement performance-based requirements, statements of work, solicitations and monitoring methods

Jefferson Solutions' PBA course includes:

- Two senior-level instructors
- On-site training at a government or contractor location
- Up to 20 participants
- Workbooks with reference materials for each participant
- Two course options:
  - One day training course
  - One day training course plus 1-2 day technical assistance sessions on specific procurements

Jefferson Solutions is on the GSA MOBIS Federal Supply Schedule  
Contract number: GS-23F-8050H

To schedule a class or request additional information, please contact Jefferson Solutions at (202) 626-8550.

