

Performance-Based Service Contracting Training

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

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

Jefferson Solutions' PBSC training course is geared to helping federal agencies 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 PBSC
- Thorough, practical overview of PBSC methodology
- Agency-specific discussions of applicability and challenges of implementing PBSC
- 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 of the Office of Federal Procurement Policy (OFPP) and author of the OFFP Letter on Performance-Based Service Contracting.

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

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

Jefferson Solutions' PBSC course includes:

- Two senior-level instructors
- On-site training at a government location
- Up to 15 participants
- Workbooks with reference materials for each participant
- Two Course options:
 - six-hour training course \$6,000*
 - six-hour training course plus 1/2 day technical/consulting session on an agency-specific requirement \$9,000*

*Outside of Washington, DC metropolitan area, travel and per-diem expenses are additional

IMPAC Cards accepted

Jefferson Solutions is on the GSA MOBIS Federal Supply Schedule
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To schedule a class or request additional information, contact Jefferson Solutions at (202) 626-8550.

