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New Guide Released to Support the Successful Management of Competitive Sourcing

Washington, D.C. – The Federal Acquisition Council (FAC), in collaboration with the Office of Management and Budget, has published a list of best practices to help agency officials manage their competitive sourcing efforts in the most strategic and results-oriented manner possible. The best practices, included in an update to the *Manager's Guide to Competitive Sourcing*, reflect the Administration's commitment to the long-term success of public-private competition as a resource tool for improving performance and decreasing costs to taxpayers.

"The Best Practices Guide will help managers and employees learn from other agencies' Competitive Sourcing experiences, and will help us utilize competitive sourcing practices in a most reasoned and responsible manner, to produce the best results for the taxpayer," said OMB Deputy Director for Management Clay Johnson III.

The guide, which is based on interviews with agencies that have shown the greatest progress in using public-private competition, finds that competitive sourcing works best when agencies:

- Conduct thorough preliminary planning and strategically group related activities, as appropriate, to generate private sector interest;
- Take advantage of competition to reorganize and enhance the efficiency of in-house activities;
- Link competitive sourcing decisions to human capital considerations, such as by shaping competitions to reduce skill imbalances;
- Utilize tailored management tools, such as internal scorecards, to keep managers focused on results; and
- Seek the assistance of able contractors to provide technical support and business acumen.

Competitive sourcing is one of the five initiatives in the President's Management Agenda (PMA), a plan to reform the federal government by making it citizen-centered, results-oriented, and market-based. Competitions are held in which the costs and overall value of services are compared among private sector and federal government providers. Winners are selected based on who can deliver the best services at the best value for the American taxpayer regardless of who the provider is.

The FAC, an inter-agency group of senior acquisition officials, supports the competitive sourcing initiative by developing tools and sharing practices that help agency managers successfully utilize competitive sourcing to produce the most cost-effective results for the taxpayer.

To read the updated version of the Guide, go to www.results.gov and click for the Competitive Sourcing Best Practices.

For additional information, please contact OMB Communications at 202-395-7254.

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