

Get It Right: Back to Basic Principles

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Core Problems

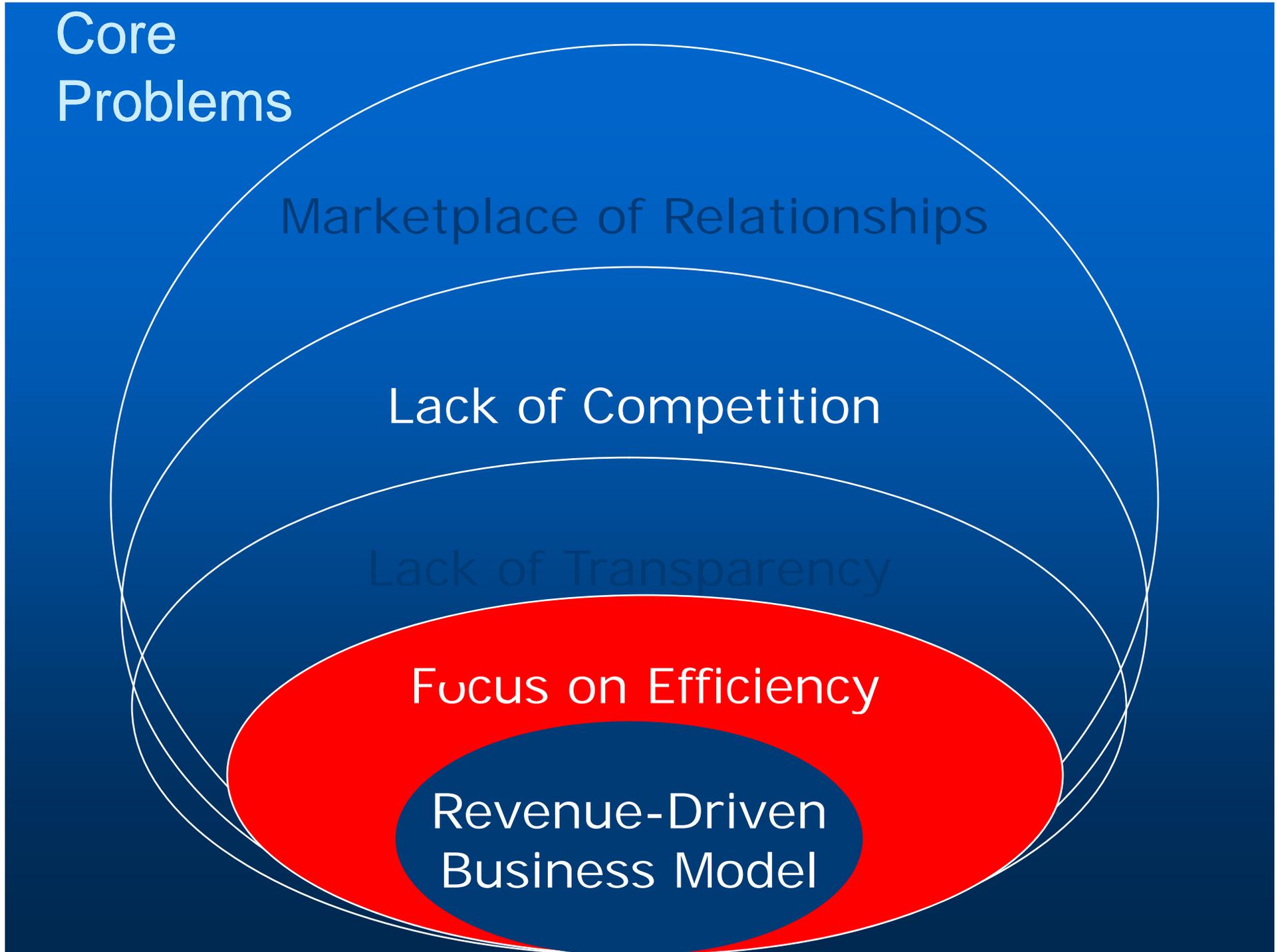
Marketplace of Relationships

Lack of Competition

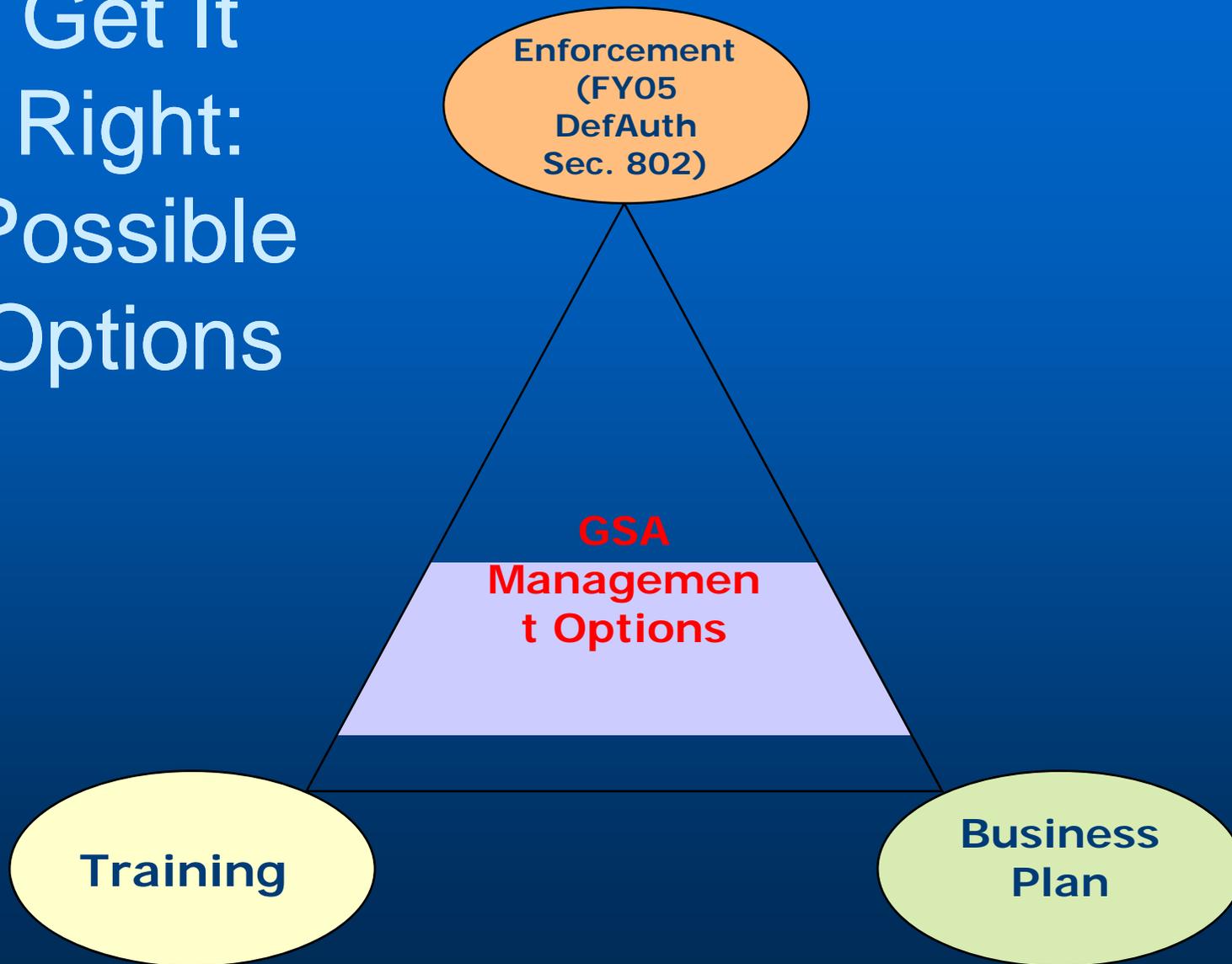
Lack of Transparency

Focus on Efficiency

Revenue-Driven
Business Model

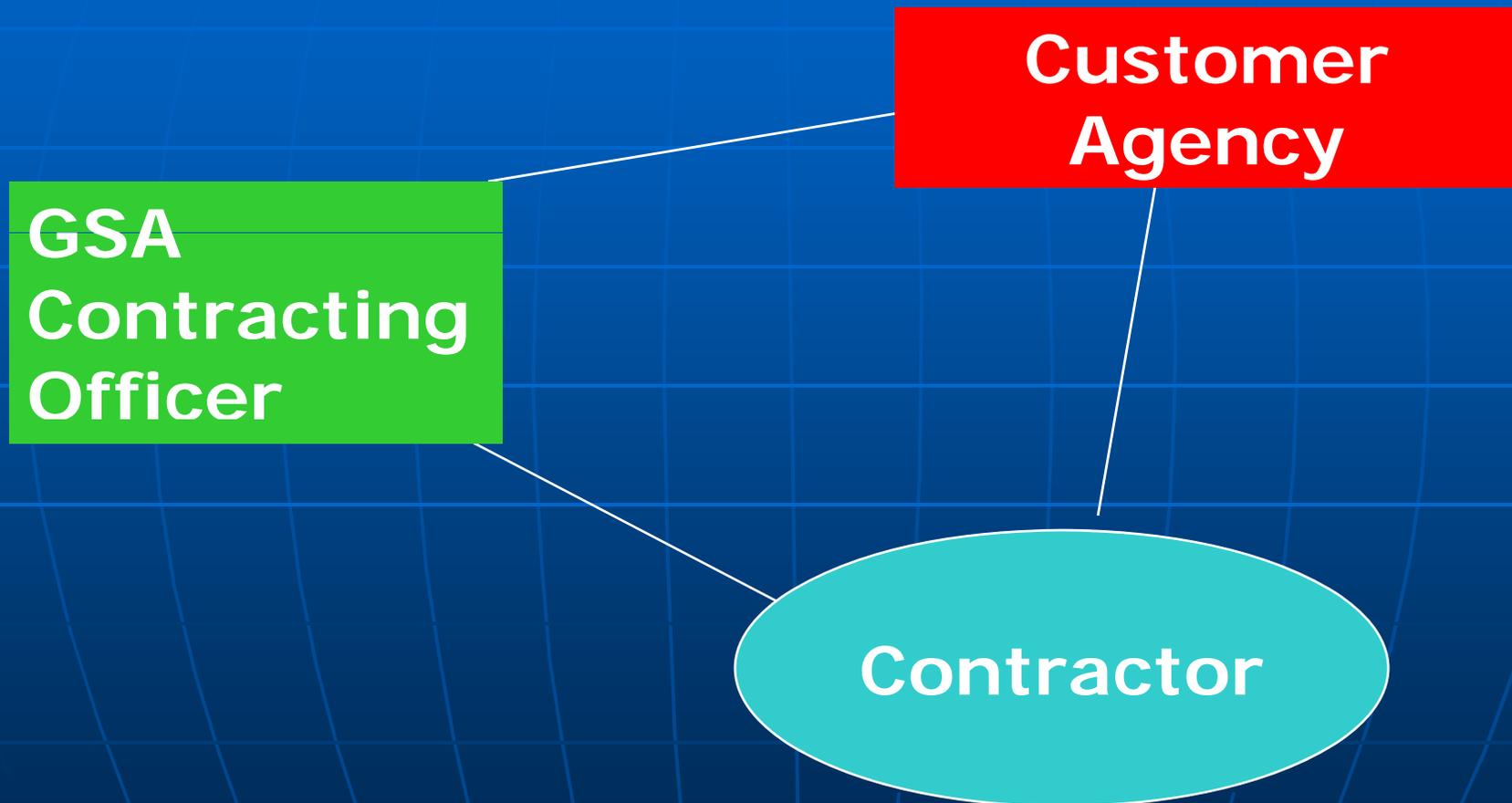


Get It Right: Possible Options



Rethinking Business Plan: What Is GSA Selling?

Accountability Issues



**Let's Be
Clear on
What the
GSA
Schedule
s Can --
and
Cannot -
- Ensure**



Quality

Price

**Special
Reqts**

Where Is GSA Contracting Heading: A New Paradigm

7

**Full &
Open
Competition**

**Multiple-
Award
Issues**

GSA Schedules:

**Lists of
Qualified
Suppliers?**

“Get It Right. Get It Here.
Excellence in Acquisition”



Conclusion

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