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Government Contracts
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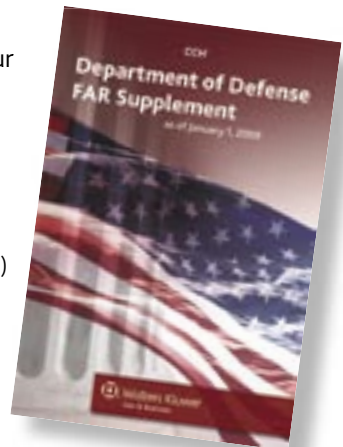
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Federal Acquisition Regulation (FAR)

Essential for doing business with the government, this comprehensive reference is the leading source for the current FAR. Updated each January and July, the January 2009 edition includes Federal Acquisition Circulars through 2005-30 plus all of the final and interim rule changes and technical amendments.

The book provides:

- All Title 48, Chapter 1 regulations for selling to the federal government
- Listing of sources of its materials, dates of issuance and effective date of each section change made since the initial text was published in the Federal Register in 1983
- Topical Index
- Detailed table of contents
- Thumb marks for locating sub-chapter headings

Softcover, 2,017 pages, \$79
FAR as of January 2009, #04930401

Available mid-year:
FAR as of July 1, 2009, #04911401, \$79
(Mid-year edition will include all changes through 6/30/09)

Department of Defense FAR Supplement (DFARS)

This volume provides all current policies and procedures supplementing the FAR that apply to contracting with the Offices of the Secretary of Defense, the Departments of the Army, Navy, and Air Force, the Defense Logistics Agency and other defense agencies. It includes all final rules, interim rules and technical amendments.

- All Title 48, Chapter 2 regulations
- All Procedures, Guidance and Information (PGI) sections and all new PGI changes issued through December 31, 2008
- Topical Index
- Detailed table of contents
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Softcover, 1,324 pages, \$74
DFARS as of January 2009
#04920401

Available mid-year:
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#04938401, \$74
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- Rules for estimating, accumulating and reporting costs under applicable negotiated government contracts
- Rules that apply to both defense and civilian contracts. Compliance or noncompliance will have a direct bearing on a contractor's recovery of costs.
- Topical index
- Detailed table of contents

Softcover, 256 pages, \$40
#04910401



Intellectual Property in Government Contracts

by Ralph C. Nash, Jr.
and Leonard Rawicz

With ongoing controversies over government policies for intellectual property used in the performance of a government contract, failure to comply can lead to serious consequences including loss of a patent or other intellectual property.

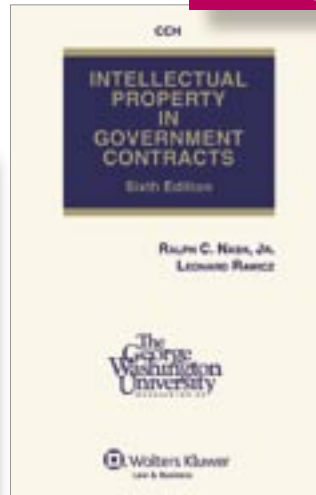
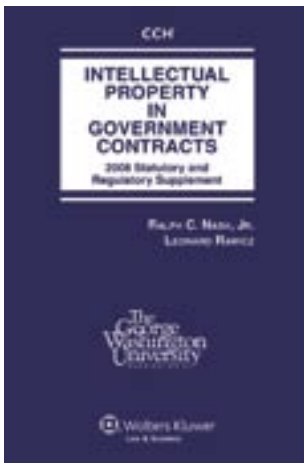
Intellectual Property in Government Contracts, NEW 6th Edition, clearly explains the substantive issues in this critical area of contracting, including the changes made to FAR Part 27—Patents, Data and Copyrights and the Bayh-Dole Act, plus Executive Order 12591, FAR 52.227, DFARS Part 227.71 and much more.

This book includes the steps needed to segregate and protect private work from the government work—even during continued research activities. And there are also discussions on contractor remedies, the advantages of using administrative procedures over judicial procedures, and on addressing IP issues in RFPs, contracts and disputes.

This new edition has been reformatted to complement other titles in the popular Nash & Cibinic series (see Pages 6-7). And it now also includes an additional optional annual supplement. The Intellectual Property in Government Contracts—2008 Statutory and Regulatory Supplement provides all the current relevant statutes, regulations and case law changes from the past year that are referenced in the main volume.

Hardcover, 1,448 pages, \$150 #04948401
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by Ralph C. Nash, Jr., Steven L. Schooner, Karen R. O'Brien-DeBakey and Vernon J. Edwards

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- Current citations to the FAR and various FAR supplements, as well as pertinent statutes and case law
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- Cross-references provided in ALL CAPS for ease of use

By renowned authors Ralph C. Nash, Jr. and Steven L. Schooner with Karen R. O'Brien-DeBakey and Vernon J. Edwards, this book has been significantly expanded from earlier editions.

The third edition defines updated terminology in the field as well as terms and references with new meanings, making it useful for both research and writing.

The CCH Government Contracts Reference Book provides clear explanations of both general and agency-specific terms from the Department of Defense, General Services Administration, Department of Energy, NASA and others followed by a summary of where the term appears in the statutes or regulations dealing with the procurement process.

Softcover, 650 pages, pub. 2007, \$60
#04752201

Hardcover, 650 pages, pub. 2007, \$75
#04753201

3rd Edition!



4th Edition
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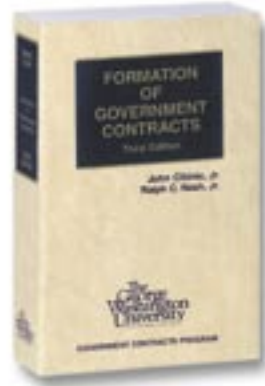
by John Cibinic, Jr., Ralph C. Nash, Jr.,
and James F. Nagle

This fourth edition explains the processes and procedures government personnel and contractors must follow in all aspects of government contracting—from inception to completion. Supported by extensive citations to laws, regulations, court decisions, administrative decisions and other sources, coverage includes:

- Contract administration and personnel
- Contract interpretation
- Risk allocation
- Changes
- Differing site conditions
- Delays
- Government property
- Pricing of adjustments
- Inspection, acceptance and warranties
- Default termination, damages and liquidated damages
- Termination for convenience

Hardcover, with tables, 1,606 pages, pub. 2006, #04751201, \$150

Softcover, without tables, 1,414 pages, pub. 2006, #04750201, \$105



3rd Edition
**Formation of
Government Contracts**

by John Cibinic, Jr. and
Ralph C. Nash, Jr.

Formation of Government Contracts cuts through confusing jargon and government “legalese” to deliver a practical guide to forming sound government contracts.

You’ll learn how to plan the acquisition process, select qualified contractors, prepare and submit proposals, make initial decisions on proposals, choose the correct type of contract, analyze price and cost, negotiate the level of profit and resolve contract award controversies.

Formation of Government Contracts distills the essential guidance you need plus statutes, regulations and case law—all in one convenient reference.

Softcover, without tables, 1,617 pages, pub. 1998, #05104101, \$90

3rd Edition
Cost-Reimbursement
Contracting

by John Cibinic, Jr. and
Ralph C. Nash, Jr.

In 1981, Professors Nash and Cibinic created a new separate text, building on the unique aspects of cost-reimbursement contracting. The third edition covers all aspects of this form of contracting, particularly the rewrite of Part 15 of the Federal Acquisition Regulation and subsequent statutory and regulatory changes. Topics include:

- Purpose, nature and types of cost-reimbursement contracting
- Planning the cost-reimbursement acquisition
- Soliciting, submitting and evaluating proposals
- Conducting the negotiations and award
- Negotiation of cost and fee
- Cost and accounting rules

Chapters provide key statutory, regulatory and case-law citations. Hardcover edition includes subject index and citation tables.

Hardcover, with tables, 1,464 pages, pub. 2004, #04859101, \$150

Softcover, without tables, 1,328 pages, pub. 2004, #04857101, \$105



2nd Edition
Competitive Negotiation:
The Source Selection
Process

by Ralph C. Nash, Jr., John Cibinic, Jr.
and Karen R. O'Brien

Competitive Negotiation examines conventional and alternative systems for competitive negotiation in light of current statutes, regulations and case law. It discusses the steps and laws behind the negotiation process from the inception of the requirement for goods or services to the award of the contract and the debriefing of the losing bidders.

The book provides techniques and tools for developing proposals that offer the best value to satisfy the government's needs.

The text covers:

- History of the award process
- Scoring techniques for selecting contractors
- Strategies for oral and written negotiations
- Post-selection procedures
- Federal Acquisition Regulation (FAR) streamlining procedures

Softcover, without tables, 1,186 pages, pub. 1999, #05110101, \$90

Hardcover, with tables, 1,270 pages, pub. 1999, #05111101, \$150

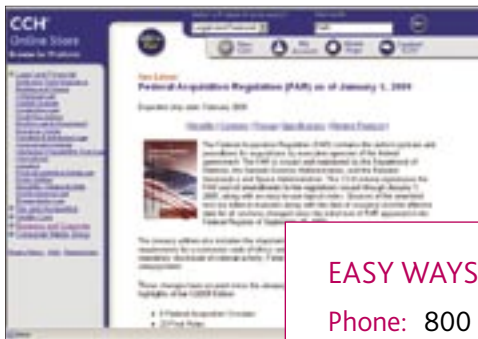
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Elements of Government Contracting

By Richard D. Lieberman
and Karen R. O'Brien

This convenient reference covers the entire procurement spectrum from the beginning of the process through claims and disputes in a straightforward, easy-to-read manner.

This book explains elements and issues involved in the formation of government contracts, and factors critical to contract inception, performance and completion. Also find sample letters to contracting officers, practical tips at the end of each chapter, and an appendix on how to get a Multiple Award Schedule Contract.

Softcover, 177 pages, pub. 2004,
#04887301, \$60



2nd Edition A History of Government Contracting

by James F. Nagle

The author traces procurement systems dating back to the French and Indian and Revolutionary wars, including both military and civilian contracting. You'll read about:

- Continental Congress' challenge of mobilizing troops and supplying them during the Revolutionary War
- The Office of Price Administration and War Manpower Commission
- The role of Ford, Goodrich and DuPont in the production of war material
- Development of NASA's space program and the Apollo project

Softcover, 605 pages, pub. 1999,
#05115101, \$65



Alternative Dispute Resolution for Government Contracts

by Don Arnavas

Don Arnavas, an ADR practitioner and former ASBCA Judge, describes the ADR process and its growing importance in the resolution of government contract protests and appeals.

The book covers mediation, arbitration, hybrid ADR processes, duties of ADR's principal players and ADR statutes and regulations. Also included are forms, agency contacts, procedural rules and regulations for the BCAs, the Court of Federal Claims and many ADR-related agencies and departments.

Contents

- Mediation
- Arbitration
- Hybrid Processes
- International Commercial Arbitration
- Mediators and Arbitrators
- ADR Team Members
- ADR's Statutory & Regulatory Bases
- ADR at Government Departments and Agencies
- ADR at the Boards, the Courts and the General Accounting Office
- ADR Contract Clauses
- ADR Agreements

Softcover, 286 pages, pub. 2004,
#05326301, \$60

Strategies for Winning Contracts

by Philip Atkinson

Based on the author's experience of winning 85% of his proposals during an eight-year period, *Strategies for Winning Contracts* describes how to plan and prepare service, hardware, software, and construction proposals for federal, state, local, and commercial contracts. This practical how-to book contains more than 180 strategies, numerous procedures and techniques, seven mock proposal volumes and a mock request for proposal. Dozens of tables, charts and graphics illustrate the processes involved.

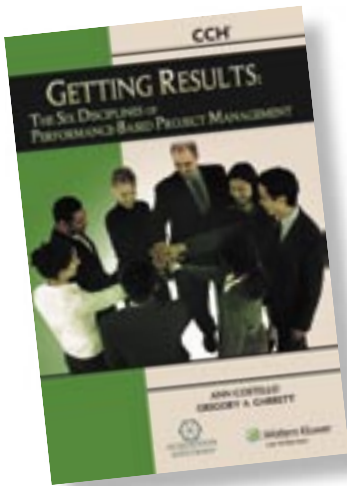
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- Short-Range Planning and Strategies Execution
- Proposal Planning, Preparation and Review
- Post-Proposal Activities Mock Teal-Morgan Airport RFP Procurement
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Softcover, 371 pages, pub. 2005,
#04495301, \$60



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Getting Results: The Six Disciplines of Performance-Based Project Management
by Ann Costello and Gregory A. Garrett

Succeed when managing complex U.S. government contracts as you encounter the challenges and opportunities involved in delivering top-quality products and services.

The book focuses on the six disciplines of Performance-Based Project Management: (1) Cultural Transformation (2) Strategic Linkage (3) Governance (4) Communications (5) Risk Management (6) Performance Management.

Key topics include: effective management of a multisector workforce; how to create and sustain a knowledge management culture; success with complex Federal Acquisition Regulation programs and contracts.

Case studies, tools, and best practices from U.S. government agencies and industry demonstrate how to get results, with on-time delivery of quality products, services, and integrated solutions at competitive prices.

Softcover, 350 pages, pub. 2008,
#05015401, \$70



Cost Estimating & Contract Pricing: Tools, Techniques, & Best Practices
by Gregory A. Garrett

The process of estimating the cost for the development and delivery of a product, service, or solution can range from simple to highly complex based upon multiple factors including: technology maturity, urgency, geographic location, quantity, quality, availability of resources, hardware and software, systems integration and more.

Also discussed is cost estimating and contract pricing with extensive use of tools, techniques, and best practices from both public and private sectors.

Key topics of discussion include: cost estimating methods, cost accounting standards, cost analysis, profit analysis, contract pricing arrangements, price analysis, total ownership cost, and earned value management systems.

Softcover, 350 pages, pub. 2008,
#04975401, \$70

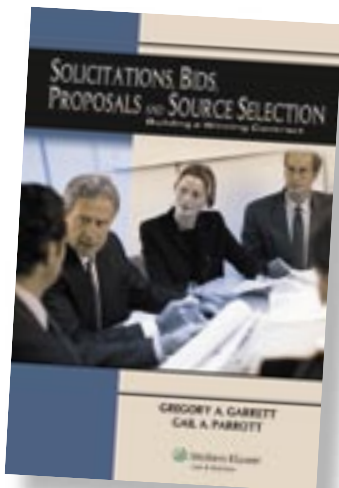
**Solicitations, Bids, Proposals and Source Selection:
Building a Winning Contract**
by Gregory A. Garrett
and Gail A. Parrott

This book explains in detail the buying and selling life-cycle used in both the public and private business sectors.

Along with proven strategies for creating successful solicitations, bids, proposals and contracts, the book includes numerous case studies, interviews with recognized business professionals, and dozens of tips and best practices.

You'll find topics on best practices to develop quality solicitations, a comprehensive business case analysis and risk assessment, best-in-class bids and proposals, and methods to master the art of the oral presentation of proposals—plus much more.

Softcover, 350 pages, pub. 2007,
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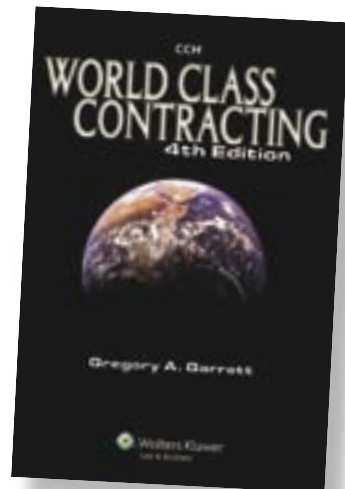
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by Gregory A. Garrett

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Softcover, 424 pages, pub. 2006,
#05463401, \$65





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Project Management Literature Award!

Managing Complex Outsourced Projects

by Gregory A. Garrett

Learn to apply project management skills throughout the buying and selling process even for the most complex projects. You'll also learn how to create an environment where supply-chain partners work together to achieve the same goals.

The book presents more than 400 tips or best practices, over 40 forms and more than 20 case studies.

Softcover, 328 pages, pub. 2004,
#04661301, \$55

Contract Negotiations: Skills, Tools and Best Practices

by Gregory A. Garrett

This book discusses today's dynamic performance-based business environment in both the public and private business sectors.

Contract Negotiations covers contract negotiation planning, conducting contract negotiation, documenting contract negotiation and contract formation.

It also defines the competencies and skills needed to become a world-class contract negotiator.

The author presents a proven contract negotiation process supplemented with numerous tools, forms, templates, case studies and best practices.

Softcover, 374 pages, pub. 2004,
#04826301, \$60

The Capture Management Life-Cycle: Winning More Business

by Gregory A. Garrett
and Reginald J. Kipke

The book takes a step-by-step approach to winning more business. It describes a three-phase Capture Management Life-Cycle Model for selling products, services and solutions.

Case studies of winning companies include the experiences of Boeing, CISCO Systems, IBM, Lucent Technologies, Microsoft and The Limited. Also included is an extensive glossary, forms for planning and executing the recommended tasks for winning more business. And a Capture Management Organization Assessment Tool will help you evaluate your company's past performance and capture capability.

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In addition to full text of all pertinent laws and regulations, you get the current Federal Acquisition Regulation (FAR) and various agency FAR supplements, and the full text of agency issued rules that amend these regulations.

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This library helps you understand the government procurement system, research government agency documents more effectively, prepare reliable cost estimates, develop expertise in negotiat-

Nash & Cibinic eSeries

This series gives you, in electronic form, a collection of unique references from leading experts in the field of government contracting.

Included are texts from the following:

- Administration of Government Contracts
- Cost Reimbursement Contracting
- Formation of Government Contracts
- Competitive Negotiation: The Source Selection Process
- The Government Contracts Reference Book
- Acronyms and Abbreviations in Government Contracting

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FAR Archives

The FAR Archives is the only electronic reference that tracks the entire Federal Acquisition Regulation since its inception on April 1, 1984.

This allows you to find the regulations and contract provisions that apply to any government contract signed since adoption of the FAR system.

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ing with the government, review policies and procedures, and prepare and settle contract disputes in your favor.

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