Advice on Leading Competitions in Government

Implementing and institutionalizing competitive sourcing in government requires substantial planning, management and evaluation by agency leadership. A number of internal and external obstacles must be overcome over the course of a competition to help your agency anticipate and troubleshoot potential obstacles. The Performance Institute provides executive-level briefings on the competitive sourcing process, best practices for implementation, and other strategic advice to assist federal agency leaders in managing this complex change.

Eight Critical Success Factors for Managing Competitions

1. **Demonstrate senior agency leadership's commitment to the initiative.**
2. **Develop an internal communications plan to address employee concerns.**
3. **Prioritize competitive sourcing opportunities to target high-impact functions.**
4. **Link human resources planning to competitive sourcing.**
5. **Invest in employee training and support before, during and after competitions.**
6. **Set clear cost and performance measures to guide competitions.**
7. **Communicate a Clear Budget Case to Congress and the Office of Management and Budget.**
8. **Hold winners accountable for delivering results.**

Available Resources

Training

As the nation's leading government reform think tank, The Performance Institute is immersed in competition best practices. Those best practices are channeled into cutting-edge training programs available publicly or in-house.

News Updates

Get the latest news on competitive sourcing and other management reforms online or subscribe to "Implementing the President's Management Agenda," one of the Institute's five free e-newsletters at www.performanceweb.org.

Facilitation

The Institute can help bring together agency managers and employees, Congressional staff, and non-governmental stakeholders to facilitate communication and implementation.

Research

Visit The Institute online for comprehensive research reports and exploratory white papers on a variety of issues, including competition and contracting.

The Performance Institute
www.performanceweb.org

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Transferring Knowledge to Transform Government

The Performance Institute is a private think tank seeking to improve government performance through the principles of competition, accountability, performance and transparency. The Institute serves as the nation's leading authority and repository on performance-based management practices for government. Our mission is to identify, study and disseminate the leading management innovations pioneered by "best-in-class" organizations.

Through its national conferences on pressing issues, interactive training programs for government managers, best practice research and strategic consulting services, the Institute provides cutting-edge expertise in the design, implementation and evaluation of strategies to solve operational challenges and enhance organizational performance.

The Nation's Leader in Government Performance Management

The Performance Institute is the nation's largest and most influential government reform think tank.

More than 10,000 government managers participate in the Institute's forums and research projects each year. With offices on both coasts, the Institute is staffed by experts passionate about reforming government, and maintains an impressive array of expert advisory boards in many policy areas.

The Institute has testified on a wide range of government reform issues before Congress and state legislatures. With its emphasis on performance-based management reforms, the Institute has evaluated numerous government programs and initiatives and has offered recommendations for improving cost efficiencies and performance results. Its white papers and analyses are routinely used by government officials to reform programs, shape policy and drive change.

Extensive Research on Government Performance Management

The Performance Institute identifies, studies and disseminates the leading management innovations pioneered by "best-in-class" organizations. A strictly non-partisan organization, the Performance Institute serves as the nation's leading repository of thoroughly researched, documented, catalogued and peer-reviewed "best practices" in a multitude of issue areas.

The Institute's recent research portfolio includes published reports on the federal government's implementation of reforms in the areas of competitive sourcing, electronic government, and strategic recruitment of human capital.

The Institute also publishes **TransparentGovernment.org**, a comprehensive web site analyzing the federal government's performance-based budgeting initiatives, including the Program Assessment Rating Tool. The Institute is also immersed in management reform on the state level, publishing the *Citizens' Budget*, a comprehensive line-by-line analysis of the FY04 budget of the State of California.

