

WRITING AN EFFECTIVE CONTRACT OR RFP

OBD2K2
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HISTORICAL PERSPECTIVE OF I/M CONTRACTING

- THE 1980'S
- EARLY 1990'S
- LATE 1990'S
- CURRENT

SUCCESSFUL STEPS

- SEPARATE POLITICAL DIALOG FROM CONTRACT REQUIREMENTS
- HAVE CLEAR OBLIGATIONS
- HAVE REASONABLE OBLIGATIONS
- CLEAR CONSEQUENCES FOR FAILURE TO MEET OBLIGATIONS
- AND.....

**FRY 'EM IF THEY
REPEATEDLY FAIL
TO MEET
OBLIGATIONS !!!!!!!**