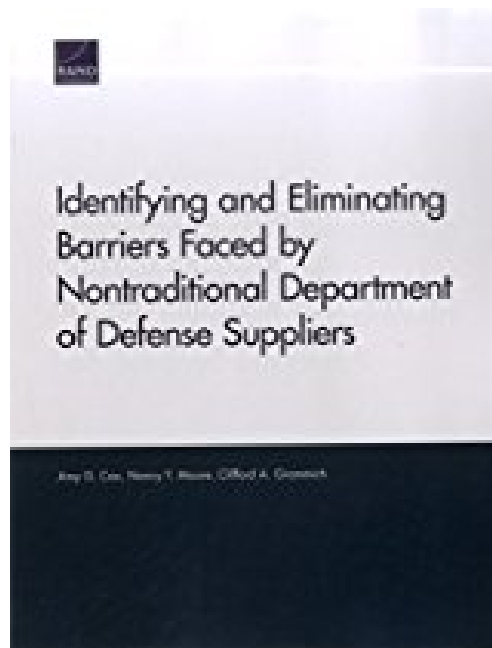




Identifying and Eliminating Barriers Faced by Nontraditional Department of Defense Suppliers



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Amy G Cox, Nancy Y Moore, Clifford A Grammich

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70 pages

Présentation de l'éditeur

The report seeks to identify barriers that companies face when attempting to enter into contracts with the Department of Defense (DoD), especially when they are not traditional DoD suppliers. To learn more about barriers, the authors interviewed personnel in companies that are in industries of likely interest to DoD and interviewed DoD personnel who work with suppliers. The interviews revealed some shared experiences that reportedly made some suppliers less willing to bid on DoD contracts: lack of access to and communication from DoD; DoD's complex and inefficient bid and selection process; the extra work and delays entailed in DoD's administration and management of contracts; and the lengthy funding time line and delays in final payments. DoD personnel interviewed had different perceptions, although they did confirm the existence of some barriers.

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