



THE COALITION FOR GOVERNMENT PROCUREMENT SUBMITS WRITTEN TESTIMONY

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FOR IMMEDIATE RELEASE

WASHINGTON, DC – March 29, 2012 – In response to an invitation letter from Senator Claire McCaskill, Chairwoman of the Senate Subcommittee on Contracting Oversight, The Coalition for Government Procurement (“Coalition”) submitted written testimony for a hearing entitled *Contractors: How Much Are They Costing the Government?*, which occurred this morning. In the testimony, The Coalition highlighted issues in which the government can better control the cost of contracting and improve cost-analysis when making sourcing determinations. The Coalition understands that mission-driven sourcing decisions and improved cost analysis ultimately lead to better value for the government, industry and the American taxpayer.

The Coalition considers it a privilege to assist the subcommittee in the effort to advance the functioning of government contracts. With regard to sourcing decisions, Roger Waldron, President of the Coalition said, “An agency must understand its unique mission requirements and strategically determine which factors are important in meeting that mission. In other words, sourcing decisions are mission-driven.” Asserting that improved requirements development is at the root of controlling the costs of contracting, Mr. Waldron stressed that “Clear, well-crafted requirements lead to robust vendor competition, high-quality proposals, low costs and high value to the Government.” Among other recommendations, The Coalition urged agencies to increase the use of business case analysis and establish sound statements of work and program management certifications while avoiding contract duplication.

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About the Coalition for Government Procurement

The Coalition was founded in 1979 to advocate a common sense approach to government contracting. The Coalition is the only organization specifically representing the well being of government contractors whose contracts are administered by GSA, regardless of the industry or size of the company. With over 300 member companies, the Coalition represents 70% of all commercial services and products sold to the federal government each year. For more information on the Coalition, membership, events and opportunities visit the CGP’s website www.thecgp.org, follow us on [Twitter](#) or find us on [Facebook](#).