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When written well, a statement of work (SOW) attracts high-quality, competitive bids. When written poorly, it leads to disputes and protests and results in bids that do not meet the needs of the government. ***Federal Statements of Work: A Practical Guide*** is an indispensable reference tool for anyone in the public sector charged with developing, writing, and executing an SOW to procure goods and services.

Introducing readers to the basic sections and types of an SOW, how they are written, when they should be applied, and how they are used, this book puts the SOW in perspective as a fundamental part of federal contracting. The supplemental CD-ROM offers numerous contracting resources, including federal regulations, sample SOWs and statements of objectives, sample solicitations, e-tools, and education and training information.

By employing the guidelines and techniques presented in this book, you can avoid the problems that often lead to project failure.
-Ensure that projects meet the specified scope and quality
-Reduce the possibility of change orders and increased costs
-Control risk by clearly defining roles and responsibilities

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