

Jefferson Solutions, a division of Jefferson Consulting Group (JCG), has provided Performance Based Services Acquisition (PBSA) training to both government and private sector organizations since 1997. JCG's highly regarded training course is a full-day, interactive session, and can be customized to meet the needs of specific programs or agencies. Multi-day courses are also available that combine training with technical assistance focused on specific procurements. JCG's training provides a comprehensive understanding of fundamental PBSA principles, methods and best practices. The course combines traditional instruction with practical, group exercises that are tailored to customer needs. JCG's instructors are seasoned professionals with proven, relevant expertise in procurement policy and specifically in PBSA.

Courses are available for Government personnel conducting PBSAs and for contractors who are proposing against a performance based RFP. JCG's blend of government and industry knowledge and experience provides a balanced perspective that is essential to successful use of PBSA. The course objective is to enable participants to effectively use PBSA following training, and includes useful tools, templates and examples. This is often appreciated by Government agencies who are seeking to conduct PBSAs in short timeframes, as well as by contractors who need to respond to fast turn-around solicitations. The course is available on the GSA MOBIS schedule.

For more information, contact Jefferson Solutions at 202-626-8550 or at [jeffersonconsulting.com](http://jeffersonconsulting.com).