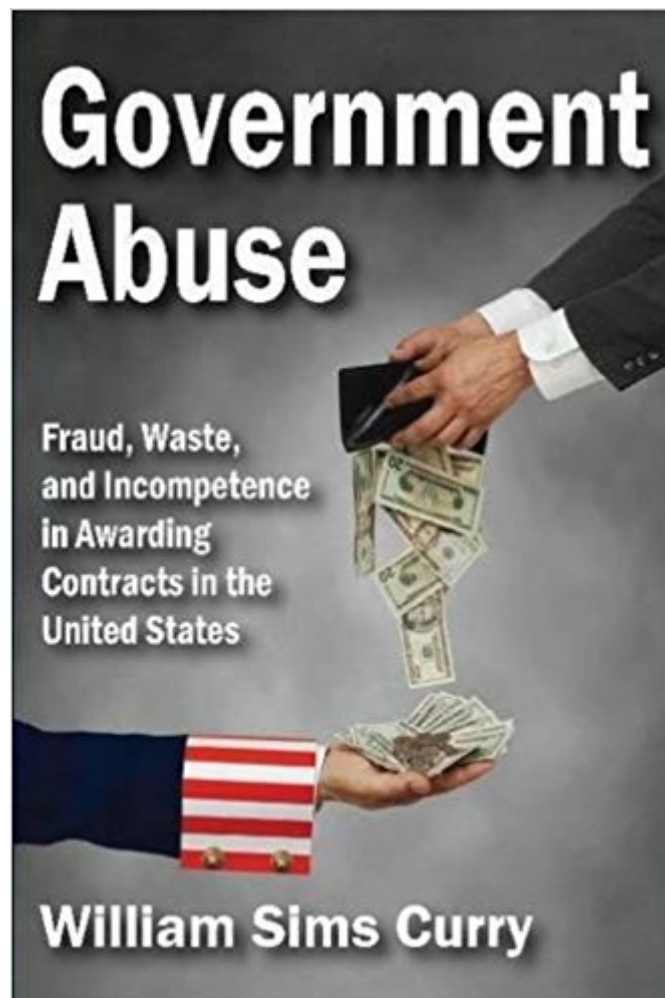




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# Government Abuse: Fraud, Waste, And Incompetence In Awarding Contracts In The United States



## Synopsis

Government contracting is plagued by nefarious, amateurish, and criminal behavior. By awarding government contracts to corporations as compensation for lavish gifts and personal favors, the United States government fails to serve the public interest effectively and honestly. William Sims Curry identifies and categorizes multiple deficiencies in how government contractors are selected, and proposes how reforms can be instituted. This book is based on extensive research. Curry sifted through two years worth of contractor claims maintained by the Government Accountability Office (GAO) regarding improper behavior of federal government agencies during the contract award process. He identified additional government contracting failures through review of media stories, inspector general reports, court cases, and press releases by government investigatory agencies. Much of this abuse originates from the mandated but ineffective practice of color coding rating proposals and a subjective ratings system. Curry proposes replacing the current practice with a scoring system that weighs contractor selection criteria according to the government's needs. This, along with the other procurement reforms Curry recommends, offers promise for an alternative to the fraud, waste, and incompetence currently rampant in government contracting.

## Book Information

Hardcover: 249 pages

Publisher: Routledge; 1 edition (May 30, 2014)

Language: English

ISBN-10: 1412853710

ISBN-13: 978-1412853712

Product Dimensions: 6.3 x 0.8 x 9.2 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #2,776,836 in Books (See Top 100 in Books) #47 in [Books > Law >](#)

[Administrative Law > Public Contract](#) #4299 in [Books > Textbooks > Social Sciences >](#)

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## Customer Reviews

“William Sims Curry is a modern day Bob Woodward as he goes deeply into the abuses and incompetency of the federal procurement system. Well documented by authenticated references to actual cases, this book will make you think twice about the power of government and how it spends our tax money.”  
—Lee Schuh, UCLA Extension

of the flaws in the contracting process, especially relating to the Department of Defense, and, more importantly, how that process could be fixed. In the midst of all the outrageous examples of FIWA (FRAUD, INCOMPETENCE, WASTE AND ABUSE) Curry shows it doesn't have to be this way. . . . May this book be widely read in high places.

•Dan Barnett,  
Paradise Post

William Sims Curry is designated as a certified professional contracts manager and a fellow by the National Contract Management Association. His books include *Government Contracting: Promises and Perils* and *Contracting for Services in State and Local Government Agencies*.

Author William Curry, in this his latest book, delivers more than the book's title would lead us to expect. True enough, he lays out in well researched detail the ugly truth about our government's unfair and wasteful contract management practices, our broken system fraught with ambiguity, general incompetence and all too often outright fraud and corruption. The good news is that Curry doesn't leave it at that. Not only does he paint a vivid picture of what is no less than a national disgrace, but he presents us with a profoundly sensible selection process that would end much of the abuse and solve a variety of other problems. The advantages to Curry's "Single-Score Best-Value Selection Process" are readily apparent at first glance. Selection factors, including technical features of the contractor's proposals as well as price or cost, are numerically weighted according to their importance to the government. Each factor is then rated numerically based on the content of proposals from each competing contractor. The resulting scores from each factor and subfactor are then combined through mathematical equations to yield a single overall composite rating for each competing contractor. The equations consider the factor weights, numerical ratings, and convert low prices to high scores. Curry's process, when applied, results in contract award decisions that are easily defensible and the best possible deals for the government. If adopted, for example, by our Department of Defense, unscrupulous officials would find it more difficult to cheat, and our government's savings in time and tax dollars would be astronomical. Everyone in contract management should read this book, and Curry's "Single-Score Best-Value Selection Process" should be the law of the land, applied not only at all levels of government, but in private industry as well.

Tharen "Terry" Hodges California Department of Fish and Wildlife

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