

1. Record Nr.	UNINA9910461782703321
Autore	Frey Robert S.
Titolo	Successful Proposal Strategies for Small Businesses : Using Knowledge Management to Win Government, Private-Sector, and International Contacts // Robert S. Frey
Pubbl/distr/stampa	Boston : , : Artech House, , 2012 [Piscataqay, New Jersey] : , : IEEE Xplore, , [2012]
ISBN	1-60807-475-7
Edizione	[6th ed.]
Descrizione fisica	1 online resource (723 p.)
Collana	Artech House technology management and professional development series
Disciplina	658.804
Soggetti	Proposal writing for grants - United States Small business - United States - Finance Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Successful Proposal Strategies for Small Businesses Using Knowledge Management to Win Government, Private-Sector, and International Contracts-Sixth Edition; Contents; Acknowledgments; Introduction; Chapter 1 Competitive proposals and small business; 1.1 Overview; 1.2 From set-asides to full-and-open competition; 1.3 Small business constraints; 1.4 Maximizing small business strengths; 1.5 SBIR and STTR programs; 1.6 Organizing your company to acquire new business; 1.7 Effective strategic and mission planning; 1.8 Converting knowledge into proposal success. 1.8.1 KM benefits proposal development1.8.2 Internal and external clients: looking at clients in a whole new way; Endnotes; Chapter 2 Strategic partnering and subcontracting opportunities; 2.1 Subcontracting opportunities and pathways to success; 2.2 Critical success factors; 2.3 Specific strategies for achieving subcontracts; 2.4 Becoming part of a governmentwide acquisition contract (GWAC) team; 2.5 How mentor-protege programs can help your business; Endnotes; Chapter 3 Marketing to and with your clients; 3.1 More than just selling; 3.2 Transactions are personal--people buy from people. 3.3 Listen to your client3.4 Infuse marketing intelligence into your

proposal; 3.5 Intelligence gathering and analysis techniques; 3.6 Call plans; 3.7 Maintain management visibility on your contracts; 3.8 Project managers as client managers; 3.9 Commercial off-the-shelf acquisition; 3.10 Pursuing firm-fixed-price and invitation-for-bid opportunities; 3.11 Using the request for information and the request for comment as valuable marketing tools; 3.12 Contractor prequalification statements; 3.13 Ethics in marketing and business development.

3.14 Advertising, trade shows, and high-impact public relations; Chapter 4 Requests for proposals; 4.1 Overview; 4.2 Part I--the schedule; 4.3 Part II--contract clauses; 4.4 Part III--list of documents, exhibits, and other attachments; 4.5 Part IV--representations and certifications; 4.6 The importance of Section L (instructions to offerors); 4.7 Section M (evaluation criteria): toward maximizing your score; 4.8 Greatest or best-value approach; 4.9 Emphasis on performance-based acquisition (PBA); 4.10 Influencing the content of an RFP--legitimately.

4.11 Other types of solicitation documents; Chapter 5 Private-sector solicitation requests; 5.1 Grant proposals--winning what you bid; 5.1.1 Letters of inquiry; 5.1.2 Balancing the technical and the nontechnical; 5.1.3 Standard grant proposal components; 5.2 Nongovernmental organizations (NGOs); Chapter 6 The federal acquisition process: emerging directions; 6.1 Major trends going forward; 6.2 Rapid order task response; 6.3 Federal procurement process overview; 6.4 Statutory and regulatory requirements for competition; 6.5 The source selection process; 6.6 Full-and-open competition.

---

## Sommario/riassunto

Here's your one-stop-shop for winning new business! The new, Sixth Edition of this perennial bestseller updates and expands all previous editions, making this volume the most exhaustive and definitive proposal strategy resource. Directly applicable for businesses of all sizes, *Successful Proposal Strategies* provides extensive and important context, field-proven approaches, and in-depth techniques for business success with the Federal Government, the largest buyer of services and products in the world. This popular book and its companion CD-ROM are highly accessible, self-contained desktop refe.

---

2. Record Nr.	UNINA9910484803003321
Titolo	Evolutionary Computation in Combinatorial Optimization : 7th European Conference, EvoCOP 2007, Valencia, Spain, April 11-13, 2007, Proceedings // edited by Carlos Cotta, Jano van Hemert
Pubbl/distr/stampa	Berlin, Heidelberg : , : Springer Berlin Heidelberg : , : Imprint : Springer, , 2007
ISBN	1-280-85348-4 9786610853489 3-540-71615-7
Edizione	[1st ed. 2007.]
Descrizione fisica	1 online resource (250 p.)
Collana	Theoretical Computer Science and General Issues, , 2512-2029 ; ; 4446
Disciplina	006.3823
Soggetti	Computer science Algorithms Numerical analysis Computer science - Mathematics Discrete mathematics Theory of Computation Numerical Analysis Discrete Mathematics in Computer Science
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	A New Local Search Algorithm for the DNA Fragment Assembly Problem -- A Hybrid Immune-Based System for the Protein Folding Problem -- A Genetic Algorithm for the Resource Renting Problem with Minimum and Maximum Time Lags -- A Probabilistic Beam Search Approach to the Shortest Common Supersequence Problem -- Genetic Algorithms for Word Problems in Partially Commutative Groups -- A GRASP and Branch-and-Bound Metaheuristic for the Job-Shop Scheduling -- Reducing the Size of Traveling Salesman Problem Instances by Fixing Edges -- Iterated k-Opt Local Search for the Maximum Clique Problem -- Accelerating Local Search in a Memetic Algorithm for the Capacitated Vehicle Routing Problem -- Evolutionary Algorithms for Real-World Instances of the Automatic Frequency Planning Problem in

GSM Networks -- A New Metaheuristic for the Vehicle Routing Problem with Split Demands -- Generation of Tree Decompositions by Iterated Local Search -- Edge Assembly Crossover for the Capacitated Vehicle Routing Problem -- Tackling the Container Loading Problem: A Hybrid Approach Based on Integer Linear Programming and Genetic Algorithms -- A Population-Based Local Search for Solving a Bi-objective Vehicle Routing Problem -- Combining Lagrangian Decomposition with an Evolutionary Algorithm for the Knapsack Constrained Maximum Spanning Tree Problem -- Exact/Heuristic Hybrids Using rVNS and Hyperheuristics for Workforce Scheduling -- An Analysis of Problem Difficulty for a Class of Optimisation Heuristics -- A New Grouping Genetic Algorithm for the Quadratic Multiple Knapsack Problem -- A Hybrid Method for Solving Large-Scale Supply Chain Problems -- Crossover Operators for the Car Sequencing Problem.

---

Sommario/riassunto

This book constitutes the refereed proceedings of the 7th European Conference on Evolutionary Computation in Combinatorial Optimization, EvoCOP 2007, held in Valencia, Spain in April 2007. The 21 revised full papers presented were carefully reviewed and selected from 81 submissions. The papers cover evolutionary algorithms as well as various other metaheuristics, like scatter search, tabu search, memetic algorithms, variable neighborhood search, greedy randomized adaptive search procedures, ant colony optimization, and particle swarm optimization algorithms. The papers are specifically dedicated to the application of evolutionary computation and related methods to combinatorial optimization problems and cover any issue of metaheuristic for combinatorial optimization. The papers deal with representations, heuristics, analysis of problem structures, and comparisons of algorithms. The list of studied combinatorial optimization problems includes prominent examples like graph coloring, knapsack problems, the traveling salesperson problem, scheduling, graph matching, as well as specific real-world problems.

---