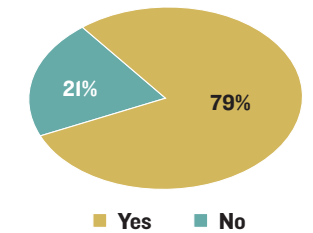
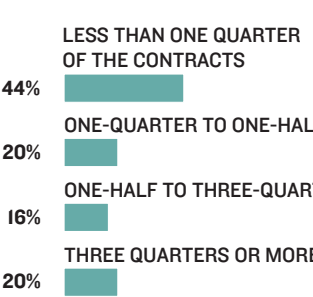
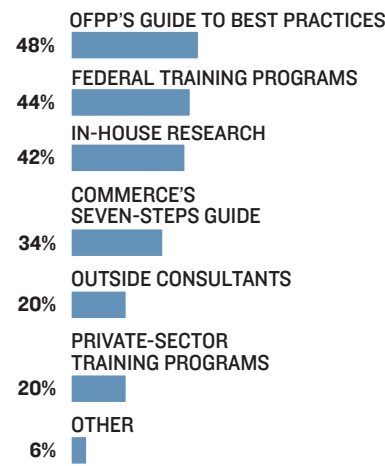


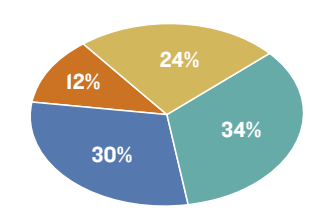
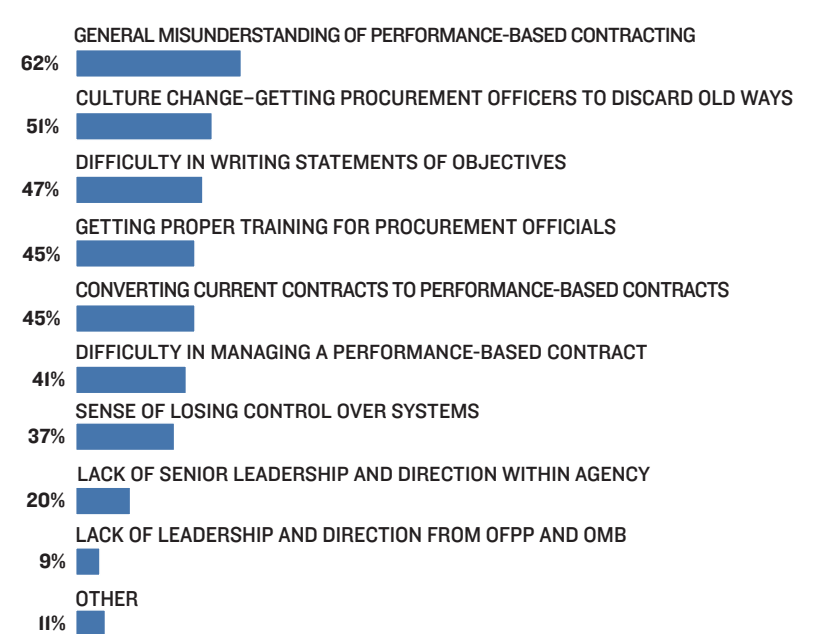
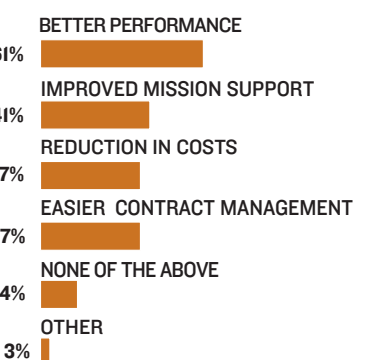


Agencies go for performance	Acquisition officers follow a guide	Method applies to most contracts	Gray areas persist	Misunderstanding, culture block the way	Many say the means achieve the ends
<p><i>Do you use performance-based contracting at your agency?</i></p>  <p>■ Yes ■ No</p> <p><i>If yes, how many of your IT services contracts are performance-based?</i></p> 	<p><i>Where do you look for guidance in developing performance-based contracts?</i></p>  <p>Total percentage exceeds 100% due to multiple answers .</p>	<p><i>Do you think there are any IT services that do not lend themselves to performance-based contracting?</i></p>  <p>■ YES ■ NO</p> <p>Is OMB's goal within reach?</p> <p><i>Do you think that the suggested goal of making 50 percent of services contract dollars performance-based by 2005 is realistic?</i></p>  <p>■ YES ■ NO</p>	<p><i>Do you have a clear understanding of what performance-based contracting is and how to write such a contract?</i></p>  <p>■ Yes, positively ■ For the most part ■ To some extent ■ No, not at all</p>	<p><i>What are the biggest obstacles?</i></p>  <p>Total percentage exceeds 100% due to multiple answers .</p>	<p><i>Which of the following goals do you think performance-based contracting achieves?</i></p>  <p>Total percentage exceeds 100% due to multiple answers.</p> <p><small>This executive survey on IT work force trends was e-mailed to government procurement officials who are readers of GCN. Results are based on 70 responses to the survey.</small></p>