

Abstract

Military procurement, especially shipbuilding, constitutes a major part of discretionary budgets worldwide. This research compares the source selection approaches of the U.S., Egypt, and Japan, analyzing source selection evaluation processes, source selection team compositions, and proposal evaluation criteria. Using government regulations and public data, we identify differences and areas for improvement. Enhancing standardization and international cooperation in procurement can improve efficiency and transparency. We recommend aligning procurement practices with the American National Standard (ANS) Contract Management Standards.



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Methods

Literature Review

Auditability theory, the CMS, and the source selection evaluation process, source selection team composition, proposal evaluation criteria in the U.S., Egypt, and Japan, and related previous research

Data Sources

U.S. solicitations are public on SAM.gov, while Egypt restricts access, managing solicitations via available open-source procurement data and regulations. Japan posts them temporarily online without a central archive.

Data Access

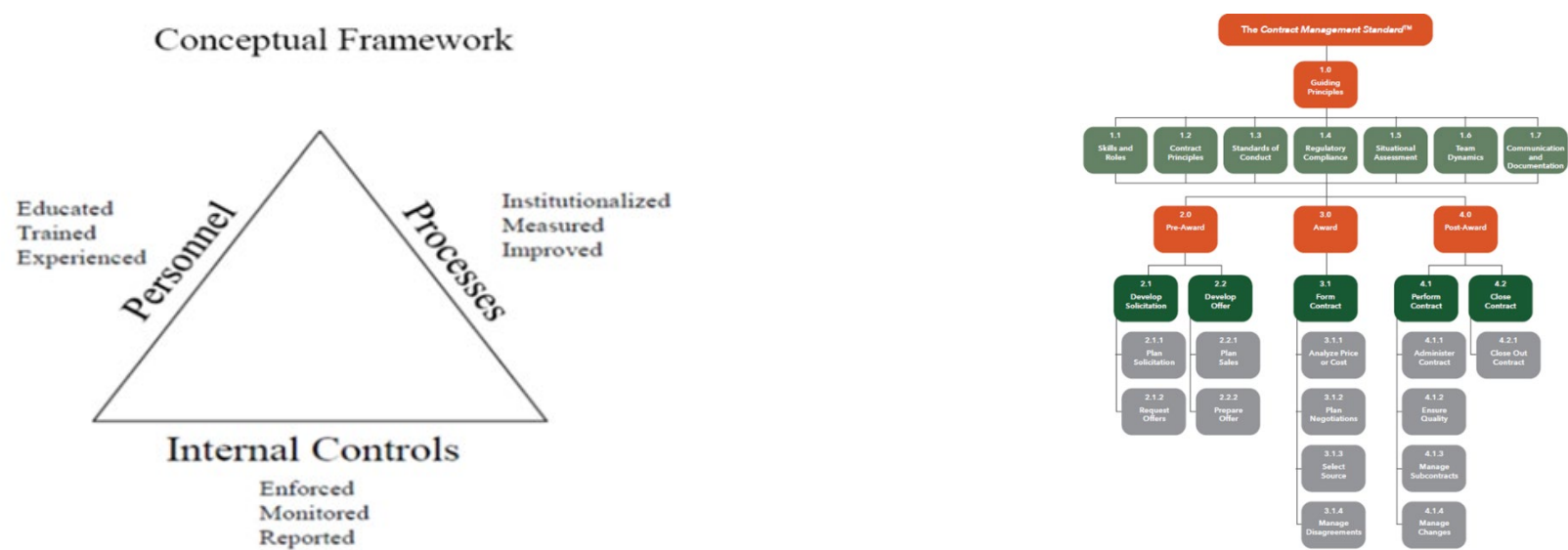
U.S. solicitations are public on SAM.gov. Egypt shares regulations but restricts solicitation details. Japan provides temporary access, searchable online.

Data Filter

U.S. searches on SAM.gov used filters for shipbuilding (2018–2023). Egypt's data focused on the 2011 TKMS submarine case after filter the solicitations within (2011-2019). Japan’s data came from ATLA and web searches.

Data Analysis

Collected data for the U.S., Egypt, and Japan will be compared based on evaluation process, team composition, and proposal criteria. Since team data is unavailable, CMS standards will be used as a benchmark. Findings will be presented after analysis.



Results & Impact

We derive 4 recommendations for each country based on a comparative analysis

- Increase industry and academic participation in U.S. and Egypt source selection.
- Add numerical weights to U.S. shipbuilding ratings, like Egypt and Japan.
- Egypt and Japan should pre-qualify suppliers for complex industries.
- Egypt should create a public website for contract transparency.

Future Research

- **Expand Scope:** Include Pre-Award Risk Assessment, contract negotiation, post-award management, contract types, and small business policies.
- **Wider Comparison:** Analyze in other countries with different structures and regulations.
- **Cross-Industry Analysis:** Compare U.S., Egypt, and Japan in industries beyond shipbuilding, like aircraft and ground vehicles.



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