

Acronym	Stands for...	Category	Website
ABA	American Bar Association	Organization	https://www.americanbar.org
ANSI	American National Standards Institute	Standards	https://www.ansi.org/
ASTM	American Society for Testing and Materials (now goes by ASTM International)	Standards	https://www.astm.org/
BAFO	Best and Final Offer	Solicitation/Contract Term	
BATNA	Best Alternative to a Negotiated Agreement	Solicitation/Contract Term	
BOK-C	Body of Knowledge and Competency (pronounced like "boxy") - used by UPPCC	Resource	
CAP	Contract Administration Plan OR Contract Acquisition Plan	Solicitation/Contract Term	
CFR	Code of Federal Regulations	Resource	
CMAR	Construction Manager at Risk	Solicitation/Contract Term	
CMBOK	Contract Management Body of Knowledge (pronounced SIM-bock) - used by NCMA	Resource	https://www.ncmahq.org/Web/Web/Standards---Practices/Contract-Management-Body-of-Knowledge.aspx?hkey=601e6946-ee00-4bbe-bcbd-f266de40af71
COSO	Continuity of State Operations		
CPI	Consumer Price Index	Resource	https://www.bls.gov/cpi/
CPM	Certified Purchasing Manager (transitioned to CPSM)	Certification	Certification (ismworld.org)
CPO	Chief Procurement Officer		
CPPB	Certified Professional Public Buyer	Certification	https://uppcc.org/Certification
CPPO	Certified Public Procurement Officer	Certification	https://uppcc.org/Certification
CPSD	Certified Professional in Supplier Diversity	Certification	https://www.ismworld.org/certification-and-training/certification/cpsd/
CPSM	Certified Professional in Supply Management (formerly CPM)	Certification	https://www.ismworld.org/certification-and-training/certification/cpsm/
DBE	Disadvantaged Business Enterprise	Business/Org Type	
DOBE	Disability-Owned Business Enterprise	Business/Org Type	
DPLH	Direct Productive Labor Hours	Solicitation/Contract Term	
EPPs	Environmentally Preferable Products OR Environmentally Preferred Products	Solicitation/Contract Term	
ERP	Enterprise Resource Planning		
ESG	Environmental, Social, Governance	Resource	
FIA	Federal Acquisition Institute	Organization	FAI Home FAI.GOV
FAR	Federal Acquisition Regulation		FAR Acquisition.GOV
FFP	Firm Fixed Price	Solicitation/Contract Term	
FSSI	Federal Strategic Sourcing Initiative		
GMP	Guaranteed Maximum Price	Solicitation/Contract Term	
GSA	General Services Administration	Organization	https://www.gsa.gov/
ID CONTRACT	Indefinite Delivery Contract	Solicitation/Contract Term	
IDIQ CONTRACT	Indefinite Delivery Indefinite Quantity Contract	Solicitation/Contract Term	
IFB	Invitation for Bids (aka ITB)	Solicitation Type	
IQ CONTRACT	Indefinite Quantity Contract	Solicitation/Contract Term	
ISM	Institute for Supply Management (formerly NAPM or National Association of Purchasing Management)	Organization	https://www.ismworld.org/
ISO	International Organization for Standardization (technically not an acronym, but ISO refers to the organization)	Standards	https://www.iso.org/standards.html
ITB	Invitation to Bid (aka IFB)	Solicitation Type	
ITQ	Invitation to Qualify	Solicitation Type	
IV&V	Independent Verification and Validation	Solicitation/Contract Term	
JOC	Job Order Contracting	Solicitation/Contract Term	
LGBTBE	Lesbian-, Gay-, Bisexual-, or Transgender-Owned Business Enterprise	Business/Org Type	
MBE	Minority Business Enterprise	Business/Org Type	
MMIS	Medicaid Management Information System	Solicitation/Contract Term	
MOU	Memorandum of Understanding	Solicitation/Contract Term	
MPS	Managed Print Services	Solicitation/Contract Term	
MRO	Maintenance and Repair & Operations	Solicitation/Contract Term	
NIST	National Institute of Standards and Technology	Standards	https://www.nist.gov/
NOI	Notice of Intent	Solicitation/Contract Term	
PIPS	Performance Information Procurement System		
PPP or P3	Public-Private Partnership (PPP can also refer to Purchasing Power Parity)	Solicitation/Contract Term	
QPL	Qualified Products List	Solicitation/Contract Term	
REACH	Regional Education and Connection Hub	NASPO resource/event	
RFI	Request for Information	Solicitation Type	
RFP	Request for Proposals	Solicitation Type	
RFQ	Request for Qualifications OR Request for Quote	Solicitation Type	
RoSP	Repository of State Practices (pronounced RAHSP-ee)	NASPO resource/event	
SCM	Supply Chain Management		
SDVOBE	Service-Disabled-Veteran-Owned Business Enterprise	Business/Org Type	
SLA	Service Level Agreement	Solicitation/Contract Term	
SLED	State, Local, and Education (referring to the market or a type of agency)	Business/Org Type	
SOW	Statement of Work OR Scope of Work	Solicitation/Contract Term	
TCO	Total Cost of Ownership	Solicitation/Contract Term	
UPB	Unit Price Book	Solicitation/Contract Term	
UPPCC	Universal Public Procurement Certification Council	Organization	
VBE	Veteran Business Enterprise	Business/Org Type	
WBE	Women's Business Enterprise	Business/Org Type	