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Thomas A. Cellucci

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insight as to the opportunities that will shape a new highly efficient government and the road map to get you there! This book is priceless! 3 of 4 people found the following review helpful. Excellent read.. Five Stars. By Jason F. Clear, Concise, Executive level. Step-by-step methodology how to work with our federal government. Cellucci's entrepreneurial mindset focuses on innovation of the federal government by partnering the public-private sectors. Excellent textbook-style description of the new ideals and future direction to interface and transact with the federal government and its various agencies. 4 of 4 people found the following review helpful. Necessary - for Execs Managers. By Martin. An excellent read - I highly recommend it for executives both new and existing to the realm of government-private sector partnerships. It provides a clear path for establishing executable strategies throughout the sometimes un-navigable waters of government agencies. I found the templates and charts extremely useful in understanding the processes integral to bring to market products while depicting value to the government. Showing this value is the key to attaining long-term contracts in the US and abroad. A must read to be successful in this time of ever tightening government budgets!

Congress is expected to announce that new practices are to be adopted across the federal sector which will incite new and innovative partnerships between the public and private sectors. In *A Guide to Innovative Public Private Partnerships: Utilizing the Resources of the Private Sector for the Public Good* author Thomas A. Cellucci introduces these new procedures and how both private entrepreneurs and government managers can use them most effectively. This book enables organizations in both the private and public sectors to develop and execute efficient and effective business partnerships. Detailed requirements and market potentials are developed which would help entice the private sector to use its own resources to develop products and services without delay and at minimal cost to taxpayers. The book starts from basic principle of partnerships, develops the concept of commercialization-based public-private partnerships, and provides templates, potential marketing tools, and real-world examples to prove the effectiveness of this shift in how government will work in the future. This is a 'must read' for anyone interested in doing business with the government as well as government leaders who are being forced to trim budgets and show genuine value in their agencies.

About the Author Thomas A. Cellucci is an accomplished entrepreneur and senior executive. He is the first Chief Commercialization Officer in an executive agency (US Department of Homeland Security). In 2010, while continuing to serve as Chief Commercialization Officer, Cellucci was appointed the Director of the Office of Public-Private Partnerships which oversees the Long Range Broad Agency Announcement (LRBAA) procurement process, Office of SAFETY Act Implementation (OSAI), Small Business Innovation Research (SBIR) Office, and the Commercialization Office.