Putting Your Best Proposal Forward!

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Contracting Officer
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Putting Your Best Proposal Forward

Read The Solicitation Carefully
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Benchmark Your Core Competencies Against The Solicitation
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3

Fully Describe Your Solution To Demonstrate That You Understand The Requirements
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Translate Your Solution Into Benefits For The Government
Explain Why You Picked Your Subcontractors
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Actively Manage Your Past Performances
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Be Well Prepared For Due Diligence
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Eliminate Sloppy Mistakes That Leave Lasting Impressions
Cut The Fluff
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Get The Most Out Of Debriefings

10
Putting all of the puzzle pieces together makes for a great proposal.
SMALL BUSINESS PROGRAM

• Using small businesses ensures that our country can be prepared to respond to any situation, because the industrial base and capability is maintained.

• September 11th -- Did you know that equipment and supplies were needed immediately in the disaster areas? While airplanes were grounded and the U.S. railroad system couldn’t react fast enough; small business trucking companies were the first to respond bringing supplies & equipment.

• Katrina Disaster -- Did you know that small businesses were the first to drop supplies to help the people? Small television networks were the first to show the depth of the struggles. Individually owned small business bus companies were the fastest to respond to getting the people bussed out of the area.
Why consider small business?

- It is the Government’s policy to provide maximum acquisition opportunities to small businesses.
- FAR Part 19 implements the acquisition-related sections of the Small Business Act.
QUESTIONS?