

GET THE CHEESE, AVOID THE TRAPS: An Interactive Guide to Government Contracting

Chapter X, Create That Winning Proposal

Think about your business and answer each question before moving on. Record your results.

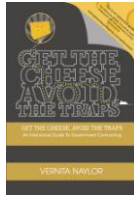
Yes, those 120 pages (an average solicitation size) are the best that the agencies have to give and it helps to streamline their purpose. As the government continues to look for ways to make things more streamlined and help you to work smarter and not harder, maybe within the near future those pages can be greatly reduced by half. If the contract is under \$25,000, would a solicitation be needed as well?

What is the name of some contract methods that are under \$25,000?

Where would a contract be if over \$25,000?

A RFI is a Request For Information. They are asking you, the expert, if their request is reasonable or cost prohibitive? Based upon your answers (amongst other suppliers) they will be able to determine if and how to move forward. Why is this RFI posted on FedBizOpps?

Social media is not cheap. The need is estimated to be over \$25,000 so it is posted on FedBizOpps. If you have a standing relationship with the buyer you may receive a request directly from them or from contracting alerts. Do you remember how and where to obtain those?



GET THE CHEESE, AVOID THE TRAPS: An Interactive Guide to Government Contracting

Only costs are the deciding factor. This process is quick and easy. Can you think of where a request for Quotation of goods or services would work?

The bid was about 20 pages, which is the norm for this type of project because once again it is to determine qualifications for a RFP short-list. Now yes, anyone can bid on the project but why would a buyer desire to have a short-list for a project? Can you remember why this is important to the buyer?

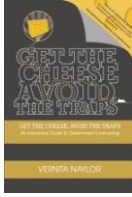
There you will be allowed to see more detailed information about the contract. Once you click on the green tab, you will be guided to the FedBizOpps page. Do you remember why the tab takes you to FedBizOpps?

Once you locate your ideal contract review it further using FedBizOpps. We have thoroughly covered how to look for information on FedBizOpps, so we will not go through this process again. On the *Government* side of the RFP-EZ is where the buyer can do a search to find out various information about businesses (aka the buyer) that provide IT goods and services.

Does this process sound familiar? Name a few other systems that use this same process to locate you? Hint: We talked about this in the previous Chapters.

Does this help you to understand the proposal development process so far? Now let's talk about *the original* RFP and its process. In a RFP, the buyer has primarily gone through the process of the RFI or RFQ which is a form of market research.

The RFP is a formal plan where you must put your best foot forward. If the need is frequent (i.e. Construction or Architect/Engineering (A/E) Services) then in most cases the RFQualification methods may be used to create the elements of the RFP. Do you remember why an RFQualification may be needed?



GET THE CHEESE, AVOID THE TRAPS: An Interactive Guide to Government Contracting

Now can you remember why you are asked if you want to remain on the bidders' list?

Do you remember what is required to be eligible for certification?
