

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

## Chapter XI, You Need A Team To Succeed

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

Your company provides Advertising and Marketing Services. You see a contract that interests you. What should you consider?

---

---

---

You would want to first assure that your team is full of professionals that have the ability to meet the demand. Let's explore this further. What type of professionals would you require on this team?

---

---

---

What is the meeting called? What happens during this meeting? What are some steps that you should during the meeting both pre and post?

---

---

---

---

---

---

---

Everyone that is interested and present, not only hears the questions being asked on the project, but the answers as well. Do you already have a team in place to help in fulfilling this effort? On this particular contract you will discover that it is an IDIQ. What does this mean?

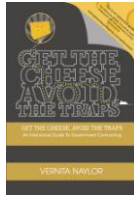
---

---

SF 33 Solicitation, Offer and Award displays 60 pages which is the total contract. Let's say that one of your team members noticed the DHS, ICE - Detention Services Attachment 2A (Performance

---

---



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

Requirements Summary) that outlines the performance measure requirements and ratings under the solicitation. This is a negotiated contract and not a sealed bid. What should you do?

---

---

---

If not it could affect your ratings. What can you do to meet the need of the contract if you fall short on anything?

---

---

---

To fully understand the project be sure that you obtain **all** of the Q&A information updates. Do you recall how to stay current on alerts and updates?

---

---

---

You will be required to adhere to a Background and Security Check (Section H-Special Requirements) for the buyer to determine your credibility. Once you complete and sign off on the solicitation, these pages will be made a part of the contract. On the SF 33 **give your best!**

What is important to know about the contract? What is important to read, in addition, to the solicitation?

---

---

---