



MYTH BUSTERS

**Working with the Federal Government
Industry Perspective**



PRESENTED BY:
JATINDER
SINGH,
CPA, CGMA

Global Connect USA Inc.

MYTH #1

Contractor Cannot meet one-on-one with the Govt. Official

As Long as no preferential Treatment is received, Govt Official can meet with
the potential offeror one-on-one.

FAR PART 15 ENCOURAGES COMMUNICATION





MYTH#2

Conducting discussions/Clarifications after proposal is submitted may lead to adverse decision on the award

Avoiding communication solely from the fear of delayed award may cause bigger problems during contract performance



MYTH#3

The best way to present my company's capabilities is by marketing directly to contracting officers and/or signing them up for my mailing list.

Contracting officers and program managers are often inundated with general marketing material that doesn't reach the right people at the right time. Contractors should take advantage of various outreach sessions that agencies hold for the purpose of connecting contracting officers and program managers whose skills are needed.

MYTH #4

Agencies generally have already determined their requirements and acquisition approach so our impact during the pre-RFP phase is limited

Early and Industry specific information is valuable. Agencies generally spend a great deal of effort collecting and analyzing information about capabilities within the marketplace. The more specific you can be about what works, what doesn't, and how it can be improved, the better.

MYTH #5

If I meet one-on-one with agency personnel, they may share my proprietary data with my competition.

Agency personnel have responsibility to protect proprietary information from disclosure outside the government and will not share it with other companies.

A grayscale background image of a city skyline with several tall skyscrapers. A dark blue L-shaped graphic element is positioned in the top right corner of the slide. A vertical green bar is on the left side of the text area, and a horizontal green bar is at the bottom of the text area.

MYTH#6

To develop my new proposal, I don't really need to tailor my solution to the specific solicitation since the government won't read my proposal that closely anyway.

Offeror should tailor each proposal to the evaluation criteria, proposal instructions, and specific requirements of the solicitation to which they are responding. Contracting officers and evaluation team members read proposals closely for compliance with the proposal instructions and must evaluate them against the evaluation factors and the statement of work in the solicitation.



THANK YOU