



Florida Procurement Technical  
Assistance Center  
at Florida Gulf Coast University  
Presents:

# Tips for Winning Government Contracts

Government Contracting Services are offered by the  
Florida Procurement Technical Assistance Center at  
Florida Gulf Coast University



Learn more online at [www.FPTAC.org](http://www.FPTAC.org)

Government Contracting Services are offered by the Florida Procurement Technical Assistance Center at Florida Gulf Coast University (FGCU)

This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.



Helping Businesses Grow & Succeed



# Purpose-Procurement Technical Assistance Center (PTAC)

## ✓ Educate Businesses on Government Procurement

**Pre-Award Phase**

**Award Phase**

**Post-Award Phase**

# Presenter's Experience

- ✓ Federal Government Contracting Officer (24yrs)
- ✓ Federal Contractor (10yrs)
- ✓ Veteran-US Navy Commander, O-5 Navy Supply Corps, Contracts, Logistics, Submarines (20yrs)
- ✓ Procurement Specialist (FGCU 15yrs)

# OBJECTIVES

- ✓ Tips for Winning Government Contracts

# Tips For Winning Government Contracts

- ✓ Register
- ✓ Identify the contract opportunity
- ✓ Price

# Tips - Government Wants

- Timely Delivery
- Quality Product
- Reasonable Price

# Tips - Government is looking for 3 Rs

Contractors who are:

- Responsive
- Responsible
- Reasonable



# Tips – Government is looking for 5Cs

## 5 Cs for the Technical and Price Proposal

Clear  
Complete  
Comprehensive  
Concise  
Convincing

# Tips - Contractor

- ✓ Know your cost-price
- ✓ Know your customer
- ✓ Know your competition

# Tips Continued:

✓ Read the Solicitation....

then Read it again...

and Read it again...!!!!!!!

# Tips Continued:

## ✓ What is the Requirement?

Construction

R&D

Manufacturing

Supply

Service

# Tips Continued:

- ✓ What is the Solicitation Number?

Example: DACA45-R-0002

# Tips Continued:

- ✓ What type of solicitation?
  - RFQ Request For Quote  
Simplified Acquisition,  
Commercial Item
  - IFB Invitation For Bid
  - RFP Request For Proposal

# Tips Continued:

- ✓ What is the method of award?
  - Best Value
    - a) Technical Approach
    - b) Past Performance
    - c) Price
  - Lowest Price



# Tips Continued:

## ✓ When is it Due?

Date:

Time:

Location:



# Tips Continued:

✓ Do We have the Time?



# Tips Continued:

## ✓ Can We do the Work?

Do we have all the Skills?

Do we Partner/Team?

Do we Subcontract?

Do we hire new staff?

# Tips Continued:

✓ Do We have the Facilities/Equipment?

# Tips Continued:

✓ Do We have the Financial Capabilities?

# Tips Continued:

- ✓ Bid No Bid Decision

# Lets Go For It!

Identify Proposal Due

Date:

Time:

Location:

# Lets Go For It!

## Identify Government Requirements

# Lets Go For It!

## Proposal Plan (Technical and Price)

Identify the steps required prior to the due date of the requirement



# Lets Go For It!

## Time Line

Identify critical dates in preparation of the proposal

# Lets Go For It!

Do not Assume Anything

# Lets Go For It!

## Technical Section

# Lets Go For It!

## Price/Cost Section

# Lets Go For It!

Make Sure

# Contract Process

Receipt of Proposal  
Source Selection  
Cost/Price Analysis  
Competitive Range  
Negotiations  
Best and Final  
Award

# Win

- Celebrate
- Contact CO
- Contact Gov COTR
- Verify Start Date
- Notify Staff
- Ensure Timely Delivery

# Lost Situation

Proposal is Non Responsive

Request a Debrief in Writing

Try again!!!!



# Summary

- ✓ Submit a Successful Proposal  
(Technical and Price)
- ✓ Win a Contract

# Q & A

- **Point of Contact**

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**[www.fsbdcswfl.org](http://www.fsbdcswfl.org)**

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