



# U.S. ARMY CONTRACTING COMMAND



*Information Technology, E-Commerce and  
Commercial Contracting Center (ITEC4)*

*Putting Your Best Proposal Forward!*

Ms. Stacy Watson  
Contracting Officer  
1 July 09

# *Putting Your Best Proposal Forward*

---



**Read The Solicitation  
Carefully**



# *Putting Your Best Proposal Forward*

---

**Benchmark Your Core Competencies  
Against The Solicitation**





# *Putting Your Best Proposal Forward*

---



**Fully Describe Your Solution To  
Demonstrate That You Understand The  
Requirements**



# *Putting Your Best Proposal Forward*

---

**Translate Your Solution Into Benefits  
For The Government**



# *Putting Your Best Proposal Forward*

---



**Explain Why You Picked Your  
Subcontractors**



# *Putting Your Best Proposal Forward*

---



**Actively Manage Your Past Performances**





# *Putting Your Best Proposal Forward*

---



**Be Well Prepared For Due Diligence**





# ***Putting Your Best Proposal Forward***

---



**Eliminate Sloppy Mistakes That Leave  
*Lasting Impressions***



# *Putting Your Best Proposal Forward*

---

**Cut The Fluff**



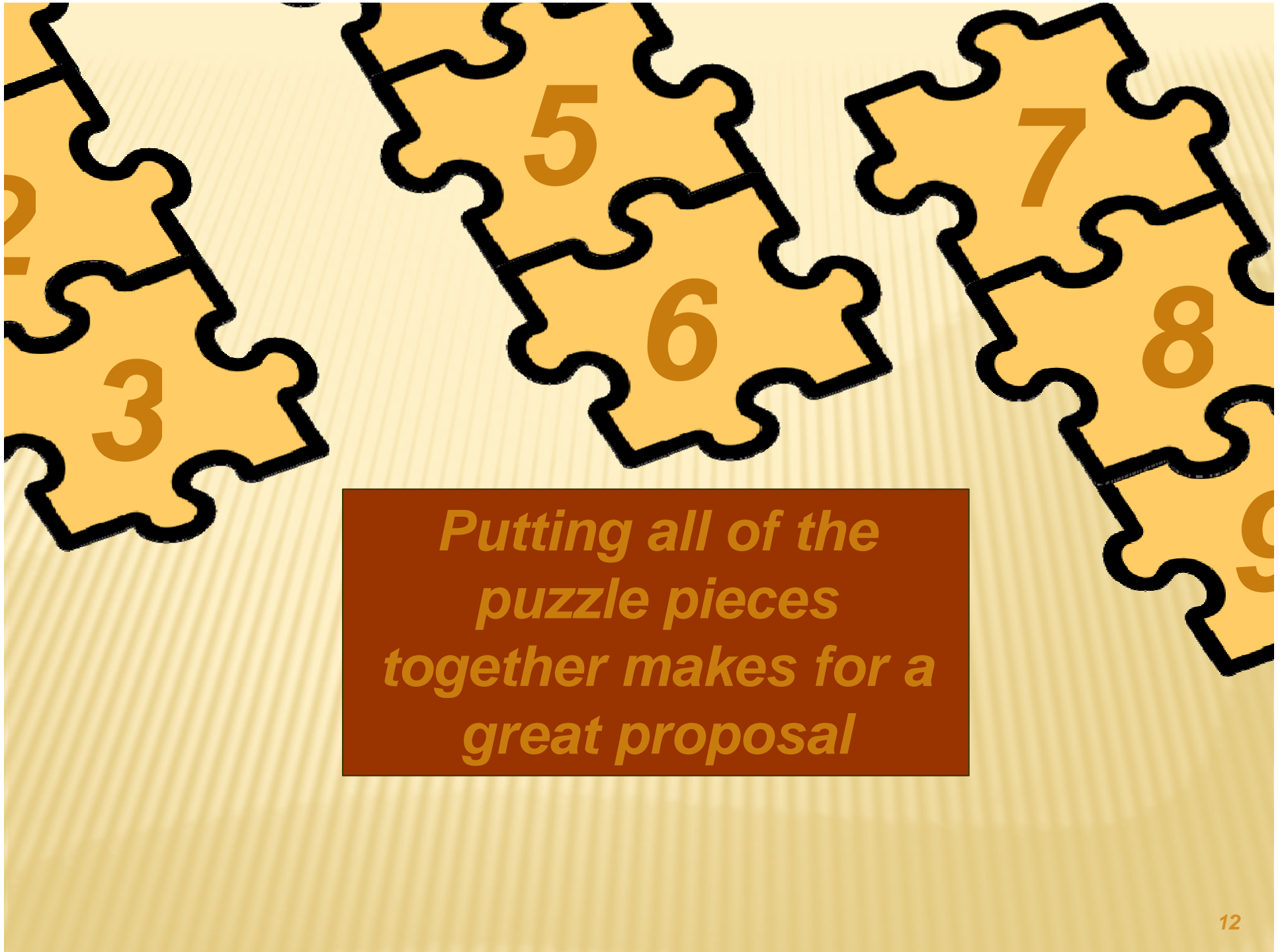
# *Putting Your Best Proposal Forward*

---

**Get The Most Out Of Debriefings**







*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 air planes 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.



# SMALL BUSINESS CONSIDERATIONS

---

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?

---

