

## 1 Communicate With Capable Vendors

### Effective In-Person Discussions Are:

- Held with capable Industry Vendors
- Include Industry and Government senior stakeholders and technical experts
- Encourage involvement at all levels of Government and Industry organizations
- Continue post-award and throughout execution

## 2 Carefully Vet SB Capabilities

- **Commitment of Ownership**  
Who is taking the time to meet with you?
- **Financial Infrastructure**  
Does this company have the ability to support this work?
- **Relevant Past Performance**  
Have they done this before with a similar mission?
- **Corporate Certifications**  
What is their risk profile?
- **Understanding of OCI**  
Can they assure appropriate info is safe?

## 3 Measure Corporate Ability and Intention

- Review Vendors' Track Records and Verify With Government Counterparts
- Has This Vendor Shown a Committed Corporate Strategy?
  - Has This Company Made Investments on the Government's Behalf?
  - Is This Vendor Thinking Ahead for Both the Government and Themselves?



**Jay  
McCargo**

*President and CEO*

(703) 824-6309

[jmccargo@arslimited.com](mailto:jmccargo@arslimited.com)