

KLCC

KL CONTRACT CONSULTING LLP

Solicitation Review and Proposal Strategy, Including Risk Assessment

Responding successfully to Requests for Proposal (RFP) requires knowledge of applicable laws and regulations, as well as experience in the structuring of contracts and negotiating with the Government. Negotiating successfully requires a thorough understanding of which provisions are negotiable and which elements of the scope of work can be modified.

Objective Assist clients in understanding the solicitation requirements and in preparing responsive, winning proposals containing optimum profit potential and minimum risk.

Approach Conduct a meeting to review the purpose and history of the solicitation in light of the company's strategic plans, market position, and competitive factors.

Review and analyze the solicitation to determine fixed versus flexible provisions and critical proposal requirements.

Meet with the proposal team to review solicitation requirements, perform strength/weakness assessments, identify areas requiring clarification or emphasis, and develop proposal strategy, including suggested proposal modifications.

Prepare an assessment of the solicitation and provide proposal strategy recommendations.

Output Verbal and/or written report of solicitation assessment, including detailed findings and recommendations.

Benefits Select appropriate contract type based on the nature of the solicitation.
Avoid undesirable terms and conditions.

Limit risks by passing back to the Government in special clauses those risks over which contractor have no control, and modifying terms and conditions for those which exceed "prudent business risks."

Achieve compliance with applicable laws and regulations.

Develop credible estimates, bases of estimates, and substantiation data.

Enhance profit for risks taken using a "structured" method.

Submit timely, complete, and accurate proposals.

Improve win probability

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