

FEDSIM DUE DILIGENCE VIDEO TRANSCRIPT

So you've been invited to a FEDSIM Due Diligence session. How do you make it count?

The purpose of Due Diligence is for you to become more familiar with the upcoming solicitation so you can decide to bid. Or if you already know that you will bid, Due Diligence will help you propose a competitive solution.

The format of Due Diligence is a 45 to 60 minute one-on-one meeting with the government. At Due Diligence you can ask tailored questions and provide feedback to the entire government acquisition team on the clarity of the draft solicitation and any supporting documents received in the advance notice.

One benefit of attending a Due Diligence session is the ability to meet the acquisition team one on one without your competitors present to further understand the challenges the government is trying to solve with this solicitation.

It's also your opportunity to meet the individual participants who helped draft the solicitation and its evaluation requirements. Your questions will not be shared with other industry partners and your feedback may result in helping the government further define, clarify, and shape the requirements before the final release solicitation.

You may be wondering if Due Diligence is allowed. In fact, the FAR encourages it. We're not sure why it hasn't caught on with the rest of the government but we're working on that. However, there are some ground rules.

First and foremost, this is not a corporate capabilities corporate capabilities briefing. Your time to wow the client with the fancy sprockets, logos, and innovative strategies was two months ago. We are focused on the requirements in this meeting, not how you can price to win the contract. We control for that anyway by using cost ranges, so it would be a waste of time. If you ask cost or price questions they won't be answered.

We also won't answer questions about technical evaluation criteria or questions related to approval of a potential solution or approach and current contract performance. Finally, we are also big on this being a conversation, so please do not bring any electronics into the session. You are allowed to ask any technical questions regarding the environment, the draft documents, and the requirements. We also encourage non-technical questions about contract type, timelines for solicitation release or questions about business drivers.

We want to know if anything is unclear, is unduly restrictive or limits your ability to develop a solution.

Make your session count. Bring folks from different disciplines. Ask more questions than you would during Q&A. If you've already formed a team, feel free to come together. This is your opportunity to meet one-on-one with the government and client to shape the requirements prior to the formal solicitation process.

For any specific questions, please contact your FEDSIM Contracting Officer.