

# CONTRACT AWARD PROCESS

## How It Works - Explained



### 1 - CO's Inventory (Who They Know, Like & Trust)



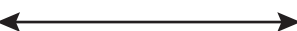
### 2 - Capabilities Statement



Professional Document



Mass Email Contact



Meet At Events



Outbound Calls / Emails

### 3 - GSA Schedule Holders



### 4 - Open Market (Money + Time + Effort)

- Post the Solicitation
- View All Bids
- Vet All Companies
- Isolate to Top 10



- Other CO Reduce to Top 3
- Continue Vetting Process
- Hope to Choose Correct Company
- Complete Debriefing Requests