

OPPORTUNITY 'BID/NO-BID' SUMMARY

(Note: Complete as much as possible – this form will continually be updated)

Date: [Date Prepared and/or updated]

Opportunity: [Sponsoring Agency, Opp Name, Contracting Office, Solicitation #]

Type of Contract: [Full & Open, Sole-source, Set-Aside, BPA; GWAC; CPAF/IDIQ/FFP]

Scope: [Agency only, DoD, GWAC; Type of work provided; Type of skills]

Period of Performance: [Fully funded / multiple years, base + 'x' year options, etc.]

Estimated Revenue: [Gross & Net – approximate for Prime and/or Sub if applicable]

Prime / Sub: [Describe our role and team composition]

Probably of Win: [Utilize Bid Probability Matrix]

Competition: [Primes and significant subs]

Rational for Pursuing: [Brief description of Business Case]

Discriminators: [Prime & Team]

B&P Required: [Yes / No, Approximate \$ amount]

Reviewed:

VP/EVP_____

Date:

Comments:

BDM_____

Date:

Comments:

Sector Lead_____

Date:

Approval/Disapproval:

Segment SVP_____

Date:

Approval/Disapproval:

B&P Charge #: Amount:

Bid Probability Matrix Draft

Generic Rank	Bid Consideration	Rating Criteria											Consideration Rating 10-0	Consideration Weight ⁽¹⁾	Net Score ⁽²⁾	
		Positive				Neutral				Negative						
		10	9	8	7	6	5	4	3	2	1	0				
1	Responsability	Can meet/exceed every requirement				Understand the problem and can respond				Don't know or don't have a better idea				.1		
2	Background experience and overall technical capability	Strong in-house experience and/or technically superior				Average experience in-house or can be imported and/or technically capable				Weak experience or new area and/or not technically qualified				.1		
3	Proposed team/human resources (subs are an option)	Best and available (could be sub-enhanced)				Best available (no impact)				Second, strong subs, diluting				.1		
4	Price strategy	Honest, credible, and within know limits				Reasonable and competitive				Must cut corners, cost share, etc.				.1		
5	Customer rapport	Good working relationships				Known but not cultivated				Unknown to customer				.1		
6	Competition	Sole source				Open customer				Unknown – wired ⁽³⁾				.1		
7	Marketing intelligence	Inside track, good workup				Generally up-to-date				Surprised by RFP				.1		
8	Company's discretionary resources	Not needed				Available				Not available				.1		
9	Facilities	Available and/or favorably located				No impact				No local facility or new facility required				.1		
10	Program's potential strategic advantages(s)	High				Average				Low				.1		
Totals												1.00				
(1) Each bid consideration should be weighted according to evaluation emphasis/priority/scoring percentage. If unknown, consider each with equal weight. Total weight must equal one. (2) Net Score = Rating x Weight. (3) If wired, the only reason to offer a bid is competition advocacy																
Comments:																

Program name:
 Date prepared:
 Prepared by: