

FEDSIM DUE DILIGENCE VIDEO TRANSCRIPT

For an acquisition shop we do things a little differently.

We believe in effectively communicating with potential bidders and getting feedback before we reach the altar. One of the best ways to accelerate our acquisition schedule is to actually communicate face-to-face with the people and firms that will ultimately do the work.

Your upcoming Due Diligence session will be your first chance to see this in action. Due Diligence sessions are one-on-one face-to-face meetings with industry partners. FEDSIM finds these sessions to be the most effective means of communication. It allows the acquisition team to assess the interaction and communication of each offeror.

This is an opportunity for the government to assess the quality of the draft solicitation based on the number and types of questions industry asks. It also gives you an opportunity to communicate themes and priorities, and to clarify your requirements.

Your role in Due Diligence is not only to sit and listen to questions, but also to engage in dialogue with industry. FEDSIM encourages bringing personnel who are the subject matter experts and stakeholders to participate in these sessions if they will be involved in the evaluation process. Even if some content isn't relevant to their area of expertise, their skilled response to a technical or program management question can make all the difference to industry partners seeking to fully understand the solicitation response you are looking for. It's worth the personnel investment on the front end of the project.

We've been working on the draft solicitation for some time now, so it's natural to believe we're ninety-five percent complete. But what was clear to us could very well be ambiguous to industry. Engaging in dialogue helps clarify requirements and enables the finalization of the solicitation.

While Due Diligence may seem unusual, FAR 15.201 advocates one-on-one exchanges prior to the solicitation. Even OMB has reinforced one-on-one meetings with industry in their 2011 myth-busting memo. FEDSIM won the first award for myth-busting the next year.

These pre-proposal meetings with industry facilitate bid/no bid decisions, encourage competition, and result in better technical approaches and solutions. There are ground rules that we share with industry beforehand, and we have proof that it works. In fact, FEDSIM has been protested dozens of times and Due Diligence has never been part of the protest.

Of course, there are boundaries to what can be discussed in Due Diligence such as current contract performance, cost or price, technical evaluation criteria or approval of a particular approach or solution. Outside of these boundaries this is your opportunity to signal messages to industry about your priorities and goals.

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