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 schedules 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. 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, 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. We have been working on the draft solicitation for some time now so it’s natural to believe we’re 95% complete. 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 the issuance of the “Myth-Busting” memo in 2011. As an aside, FEDSIM won the first award for Mythbusting the next year. . .

These pre-proposal meetings with industry facilitate bid/no bid decisions, encourages competition, and results 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 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/Price
* Technical evaluation criteria
* Approval of a particular approach/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.