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 know you will bid - help you to propose a competitive solution.

The format of Due Diligence is a one-on-one meeting with the Government - without your competitors present. Your session should be scheduled for around 45 to 60 minutes. At Due Diligence, you are able to 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 Advanced Notice. Your questions will not be shared with other Industry Partners. Your feedback may result in helping the Government further define, clarify, and shape the requirements before the final released solicitation.

You may be wondering if “Due Diligence” is allowed? In fact, the FAR encourages it (FAR 15.201 in text on the video). We are not sure why it hasn’t caught on with the rest of the Government, but we are working on that.

There are some ground rules though. First and foremost, this is not a corporate capabilities briefing. Your time to wow the client with the fancy sprockets, logos, and innovative strategies was two months ago. We are also big on this being a conversation, so please do not bring any any electronics into the session. If you ask cost or price questions - they won’t be answered. 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. Finally, we won’t answer questions about technical evaluation criteria or questions related to approval of a potential solution or approach and current contract performance.

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 development a solution.

Make your session count. Bring folks from different disciplines. Ask more questions than you would during Q&A. If you have already formed a team, feel free to come together. This is your opportunity to meet one on one with the Government client to shape the requirements prior to the formal solicitation process.  
  
For any specific questions please contact your FEDSIM contracting officer.