

# **FREE GUIDE: Avoid the Top 3 Costly Government Contracting Mistakes That Disqualify Bids**

## **From 30 Years Inside the Government Review Process**

**Are you tired of spending countless hours on government proposals, only to face disqualification or frustrating delays?**

After three decades reviewing and approving contracts for various government agencies, I've seen the same critical errors derail countless bids. These aren't just minor oversights; they're fundamental flaws that can cost you millions in lost opportunities.

This exclusive guide reveals the **Top 3 Most Common & Costly Mistakes** I observed from the government's side, and how you can avoid them to significantly increase your chances of success.

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**"Mastering Government Submissions: Insider Secrets to Avoid Disqualification & Win More Contracts"**

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## PAGE 2: The Top 3 Costly Government Contracting Mistakes

### Mistake #1: The "Generic Technical Proposal" Trap

**What it is:** Submitting a boilerplate technical proposal that fails to directly address the specific language, nuances, and unstated needs of the Request for Proposal (RFP) or Solicitation. Government reviewers can spot a generic submission a mile away, and it signals a lack of understanding or commitment to *their* unique problem.

**Why it's costly:** Immediate disqualification or a significantly lower technical score, pushing you out of contention before your price is even considered. Often, one proposal writer is tasked with both technical and pricing, leading to a diluted focus on technical specificity.

**Insider Tip:** Every RFP is a conversation. Read between the lines. Tailor *every single section* of your technical proposal to the agency's explicit and implied requirements. Use their exact terminology. Show you understand *their* problem better than anyone else.

### Mistake #2: Pricing Precision & Contract Type Misunderstanding

**What it is:** Failing to price the solicitation *exactly* as required, or misunderstanding the implications of the contract type. Many government contracts are **Firm-Fixed Price** (F-F-P), which the government prefers as it places all risk on the contractor. Errors here include:

- Inaccurate, inconsistent, or poorly substantiated cost proposals.
- Lack of clear justification for proposed costs, especially for indirect rates.
- Not accounting for the full risk of an F-F-P contract, leading to losses.
- Misunderstanding the nuances of **Cost-Reimbursement**, **Time & Materials (T&M)**, or **Labor Hour (LH)** contracts (which exclude materials).

**Why it's costly:** Pricing must be exact. Errors lead to immediate rejection for being "non-responsive," or trigger lengthy, costly negotiations that erode your profit margins. Misjudging contract type risk can turn a winning bid into a financial disaster.

**Insider Tip:** Treat your cost proposal with the same rigor as your technical solution. Ensure absolute consistency across all financial documents. Understand the risk profile of the contract type *before* you bid. For F-F-P, assume all risk and price accordingly.

### Mistake #3: Neglecting Compliance & Scope Creep Pitfalls

**What it is:** Overlooking or misinterpreting critical requirements detailed in the solicitation's compliance matrix, Section L (Instructions, Conditions, and Notices to Offerors), and Section M (Evaluation Factors for Award). This includes:

- Failing to address every single "shall" statement.
- Not providing required certifications or representations.
- Missing specific page limits, font sizes, or file naming conventions.
- Additionally, in **Personal Services Contracts**, a lack of clear boundaries can lead to "other duties as assigned" scenarios, expanding your scope without additional compensation.

**Why it's costly:** These are often pass/fail criteria. A single missed "shall" or formatting error can lead to your entire proposal being deemed non-compliant and rejected outright. Unmanaged scope creep in personal services contracts can breed contempt and significant financial losses.

**Insider Tip:** Create your own detailed compliance checklist *from the RFP*. Don't just read it; dissect it. Assign specific team members to verify every single requirement. For personal services, define deliverables and scope *precisely* to avoid undefined work. The government *will* check compliance; you must manage scope.

### **Want to Dive Deeper?**

These are just the tip of the iceberg. My 30 years inside the government have revealed countless other strategies and pitfalls that can make or break your contracting success.

In my live session, I'll reveal:

- Even *more* common mistakes and how to fix them.
- Specific agency-level insights you won't find anywhere else.
- Q&A session to get your pressing questions answered.

**No action needed! Your entry into the free seat give-away is reserved. Keep an eye on your inbox for webinar details and access instructions.**