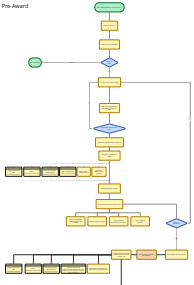


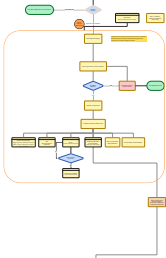
Pre-Award



Establish credibility and secure the right opportunity	
Identify need	Identify opportunity
Identify alternative opportunities	Engage stakeholders
Develop specification	Issue tender documents
Receive bids	Award contract

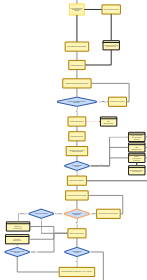
Convert opportunity into a viable commitment	
Identify need	Identify opportunity
Identify alternative opportunities	Engage stakeholders
Develop specification	Issue tender documents
Receive bids	Award contract

Award Negotiation



Convert opportunity into a viable commitment	
Identify need	Identify opportunity
Identify alternative opportunities	Engage stakeholders
Develop specification	Issue tender documents
Receive bids	Award contract

Post-Award Phase



Deliver outcomes while staying compliant and in control	
Identify need	Identify opportunity
Identify alternative opportunities	Engage stakeholders
Develop specification	Issue tender documents
Receive bids	Award contract

Close Out Phase



Prioritize value, minimize risk, and clearly exit	
Identify need	Identify opportunity
Identify alternative opportunities	Engage stakeholders
Develop specification	Issue tender documents
Receive bids	Award contract