

# PROPOSAL WRITING – The Dos and Don'ts

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# Winning Proposal Strategies

- Interpreting Federal Agency Solicitations/RFP's
- Responding to Sources Sought/Market Surveys
- Small Business/Diversity Supplier Set-Aside Opportunities
- Bid Team Partnerships Responsive to Scope-of-Work Requirements
- Prime – Subcontractor Relationships (Org Charts)



# Winning Proposal Strategies

- Mentor-Protégé Team Advantages – How to Present the M-P Partnership
- Past Performance/Project History Requirements
- Technical Narrative Section
- Estimating, Pricing & “Best Value” Bids
- Bonding Solutions
- Communications Protocols vis-à-vis Contract Officers, District Commanders, etc.



# Questions?

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