



Mission & Installation Contracting Command

**INDUSTRY
COUNCIL
29 April 2009**



Interactive Session

Communications with industry - During acquisition planning, solicitation, and source selection processes.



Communication with Industry

➤ FAR 15.201 Exchanges with industry before receipt of proposals

- (1) Industry or small business conferences
- (2) Public hearings
- (3) Market research, as described in part 10
- (4) One-on-one meetings with potential offerors
- (5) Presolicitation notices
- (6) Draft RFPs
- (7) RFIs
- (8) Presolicitation or preproposal conferences
- (9) Site visits



Communication with Industry – After Release RFP

- General information about agency mission needs and future requirements may be disclosed at any time.
- After release of the solicitation, the contracting officer must be the focal point of any exchange with potential offerors.
- When specific information about a proposed acquisition that would be necessary for the preparation of proposals is disclosed to one or more potential offerors, that information must be made available to the public as soon as practicable, but no later than the next general release of information, in order to avoid creating an unfair competitive advantage.
- Information provided to a potential offeror in response to its request must not be disclosed if doing so would reveal the potential offeror's confidential business strategy, and is protected under 3.104 or subpart 24.2. When conducting a presolicitation or preproposal conference, materials distributed at the conference should be made available to all potential offerors, upon request.



Interactive Session Questions

Preliminary Planning

- At what point in the acquisition process should the Government engage industry?
- During the preliminary planning what is the best method of gaining insight from industry?
- How can we ensure that we receive substantive feedback from industry without harming an offeror's perceived competitive edge?
- After we engage industry, how can we keep them actively involved during the planning process?



Interactive Session Questions Solicitation Phase

- How effective is issuing amendments to answer questions submitted by industry?
- How effective are site visits and pre-proposal conferences and what type of information is beneficial?
- How do you feel about a common cut off date for submission of questions prior to the closing of the solicitation?



Interactive Session Questions Proposal Evaluation Phase

- How can we effectively communicate with you during the evaluation phase to keep you abreast of the status (especially when it takes a long time)?
- Do you feel oral presentations are effective and efficient (Do they add value)?
- How effective is the Government in disseminating discussion items?



Interactive Session Questions Award Announcements/Debriefs

- What are your impressions of the debriefing process?
- What information is most valuable to you in a debrief?
- What is your preference in the method of debriefing?
- Who do you think should attend a debriefing and why?
- How important of a role does the debrief play in making your determination to protest or not?

