

SOURCES SOUGHT

Why is it so important?

The four Ws....

- Where ?
- Why?
- Who?
- What?



Why and Where

- Where---FedBizOps
- Why
 - Does requirement exist? Can also be asked through an RFI.
 - Can the requirement be set-aside?
 - If so, what category?

Who should respond?

- Anyone who thinks they are capable of performing the work in the Statement of Work (SOW)



What should be submitted?

- Capabilities statements
 - Experiences
 - Expertise
- Key resumes
- Examples of similar projects
 - Reflect the requirement
 - Type of work
 - Complexity
 - Value

Capabilities Statement

- Should reflect the SOW that is included in the Sources Sought
 - Highlight only those capabilities that are pertinent
 - For example---If the SOW is for emergency response clean-up don't include the residential trash hauling capability
 - Show the complexities of your abilities relating to the SOW
 - Follow the instructions
 - Be straight to the point

Capabilities Statement

Purpose

- Determines different business types that MAY be capable of performing the work
- Identifies possibilities for set-asides

What is the Process?



Process Continued...

- Deadlines
 - Take seriously
 - Related to overall project deadline
 - If submitted late Capabilities Statement does not have to be accepted or evaluated

Process Continued...

- Review of Statements
 - From Contracting Officer to technical reviewer
 - Is there enough info to demonstrate capability
 - Review for internal purposes only
 - No scoring
 - Pass/Fail
 - CO given evaluation after review



What is the Outcome?

- CO reviews for completeness/consistency
- Are two or more SBs, SDBs, 8(a)a, etc... capable?
- CO makes recommendation for set-aside or not
- Recommendation package sent to Office of Small Business Programs (OSBP)
- OSBP reviews and makes determination



How can a Sources Sought Help You?

- Best way for the Agency to see who is capable
 - If a company doesn't show us, we don't know
 - For example: One SB may respond, but 10 others may be capable

What Sources Sought Does Not Do

- Award a contract
- Increase a chance for an award
- Give respondents a debriefing
- Require a respondent to submit a proposal
- Include the capability statement as part of the evaluation for a proposal---two separate processes.
- Require any teams to stay together to respond to RFP

Summary

- Sources sought benefit the Government and the small business community
- Increase competition
- Encourages forward planning
- Helps determine if a requirement is set-aside



It's QUESTION TIME !!