WHEN AND HOW TO RESPOND TO A SWG SOURCES SOUGHT

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“The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation.”
What is a Sources Sought?

- Posted to FBO.gov
- Tool used for market research
- Determine interest
- Project description
- Requested capabilities
WHAT ARE WE LOOKING FOR??

• **DO’s**
  - Provide project specifics
  - Relevant experience
  - Self performance
  - Tailor response to project described
  - Actual capabilities

• **DON’TS**
  - Provide basic capability statements
  - Provide every project
  - Projects that haven’t been awarded
  - Too much/little information
WHAT ELSE CAN YOU DO??

Update your Dynamic Small Business Search (DSBS) Profile Regularly
- Current POCs
- Bonding Amounts
- NAICS codes
- Detailed descriptions of what your company does

Register at Certify.SBA.gov
- EDWOSB/WOSB
- HUBZone (coming soon)
- 8(a)
- All Small Mentor Protégé Participants
SWG District Contacts

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QUESTIONS?