The Bifructated Solicitation Approach

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Bifrucated Solicitation Approach

Solicitation process which allows the issuance of a solicitation and evaluation of proposals exclusive of price while the design of a project is in completion.
Sample Process

- **Step 1.** District issues solicitation prior to design completion (i.e. 90% design)

- **Step 2.** Offerors submit Volume 1 (Technical Proposal) based on 90% design

- **Step 3.** Government evaluates Volume 1 and moves forward with technically acceptable proposals. Proposals not found technically acceptable are eliminated.

- **Step 4.** At 100%, the Government issues an Amendment to the Solicitation incorporating 100% design specifications and price schedule. Volume 2 (Price Proposal) is requested in Step 4.

- **Step 5.** Submission of Volume 2 proposals and establishment of competitive range and open discussions (if necessary)

- **Step 6.** Determination of Apparent Awardee (FAR Part 15 Best Value)

- **Step 7.** Award
Sample Acquisition Timeline

New Contract/Over $500K
(Approximately 186 Calendar Days)

- Day 1. Receive initial documents from Project Manager (PM)
- Day 2-30. Conduct Sources Sought, PLA Survey, and Complete Market Research. Develop Solicitation
- Day 30-35. Develop Solicitation
- Day 36-49. Complete Reviews
- Day 50. Post Presolicitation Notice to Government Point of Entry (GPE)
- Day 65. Post Solicitation to GPE
- Day 95. Receive Vol. 1
- Day 100. Convene SSEB for eval of Vol. 1
- Day 115. Establish Pool of Proposals determined technically acceptable
- Day 116. Issue Amendment (100% Design and Price Schedule)
- Day 136. Receive Vol. 2
- Day 137. Convene SSEB for eval of Vol. 2
- Day 150. Develop Competitive Range (if applicable), Negotiations/Develop POM and PNM
- Day 151. Create Draft Award
- Day 161. Request PR&C/Authority to Award
- Day 172. Receive PR&C/Authority to Award. Prepare CEFMS and SPS.
- Day 182. Complete Reviews
- Day 183. Post Congressional Notification
- Day 186. Award

Acquisitions over $25M in one FY or under $50M in multiple FY will add approximately 60 days to the timeline
Questions?

Government Representatives Contact Information

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