

AGCVA: NOVA District Education



How to Prepare a Winning Proposal on a Federal Government Contract and What to Do if You Lose

Educating the workforce of today!

The largest purchaser of construction services in today's market is the Federal Government and State Governments are not far behind. Most Federal and State Government agencies have turned to best value procurements to award these contracts. The lowest bid no longer necessarily wins the contract. So what are the keys to preparing a winning proposal in a best value procurement?

This presentation will identify common errors that cause you to receive less than your highest potential score and steps to take to ensure that you present the best proposal possible. The presentation will help your company become more competitive in best value procurements.

What do you do if you believe that you have been treated unfairly in a best value procurement? You must act in a very short time or you can lose your rights. This presentation will describe the process and the time limits involved in a bid protest and will teach you how to protect your rights.

Date: Friday, March 26th

Time: 8am-11am

Place: 4320 Ridgewood Center Drive
Prince William, VA 22192
(Board Room @
Prince William Regional Chamber)

Cost: Free to AGCVA
Members &
\$50 for Non-Members

(space is limited)

Presented by Mike Branca, Esq. & Mark Berry, Esq. of Peckar & Abramson, PC
Authors of the Virginia Practice ~ Construction Law 2009-2010 Edition by Thompson West

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