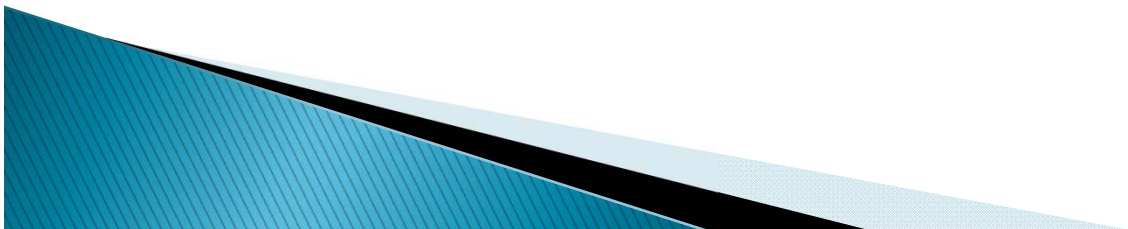
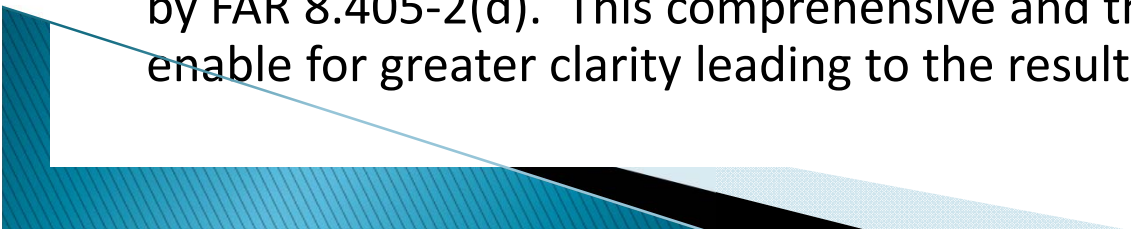


Breakout Session II: How Industry Views and Reacts to Debriefings, Security Clearance/EOD, Staffing, and Contract Administration

Topic	Lead	Company Size
Panel Format and Introductions		
Debriefings	Eli Hammerman SRA VP, Business Development	LB
Incumbent Capture/Staffing	Catherine Kuenzel CSGov VP/GM Homeland Security and Civil Agencies	LB
Security Clearance/EOD Suitability	Sam Mohs Dynamis Director, Business Operations	SB
Contract Administration	Carolyn Muir SE Solutions EVP, Business Operations	SB



Debriefing Excerpts

- ▶ “*Company* proposed x...This will allow for a managed transition that will make this effort smoother, faster, and more efficient. *Company* proposed individual with *skills* that are a benefit to the government. The government is essentially getting two FTE in one”
 - ▶ “The quote lists the PM as POC with numerous responsibilities.... This is a concern since the PM is only committed to the project x%. However, this is somewhat mitigated as the DPM is proposed 100% of the time.”
 - ▶ “In the overall ranking of proposals, *company’s* proposal was ranked x among the ten proposals”
 - ▶ “A strength for detailing the Mentor-Protégé agreement. Having a large business who participates in the program helps DHS strengthen the competitiveness of the small business community”
 - ▶ “In addition to the three vendor provided references, the evaluation team obtained two additional references from PPIRS as noted below” (*notes were provided in detail*)
 - ▶ “Agency has elected to provide more than just the brief explanation required by FAR 8.405-2(d). This comprehensive and thorough explanation should enable for greater clarity leading to the resulting award decision”
- 

Days = calendar days after Suitability Form submittal

