

Federal BD Lifecycle and Impacts

Government Buying Cycle	Operate Define the Need		Assess Needs Analyze/Select the alternatives			Evaluate Solutions Obtain, develop, evaluate capabilities		Resolve Issues		Buy	Implement Produce and maintain	
Government Acquisition Documents	Mission Needs Statement (MNS), Capability Development Plan CDP		Analysis of Alternative (AoA), Acquisition Program Baseline (APB), Life Cycle Cost Estimate (LCCE), Operational Requirements Document (ORD), Integrated Logistics Plan (ILSP), Acquisition Plan (AP)			APB, LCCE, ILSP, AP, Systems Engineering Life Cycle Tailoring Plan (SELCTP), T&E Master Plan (TEMP)		APB, LCCE, ILSP, AP				
Government Milestones	Identify Need	Define Rqmts	RFI	Industry Day	Draft RFP Issued	RFP Issued	Bidders Conf.	Q&A	Proposals Received	Q&As/BAFO/FPR	Contract Award	Debriefing
Industry Bidding Cycle	1 Market Positioning	2 Opportunity Assessment	3 Capture Strategy Development	4 Solution Development	5 Proposal Development	6 Post - Submittal	7 Execution					
Industry Schedule	12 – 18 months before RFP	9 – 12 months before RFP	6 – 9 months before RFP	3 – 6 months before RFP	RFP Release 30-60 days for response	1-60 days from Proposal due date						
Industry Acquisition Documents and Milestones	Capability Presentations, White Papers, Account Plan, Teaming Arrangements, Market Research	Opportunity Review, B&P Request, 3 rd Party Review if re-compete	Competitive Analysis, Price to Win Analysis, B&P Charge #s Request, SME recruitment, PM hired if large bid, RFI response	Solution Reviews, Q&A/feedback to Government	Proposal Outline, Q&A, Grading Criteria Review, Graphics, Pricing Reviews, Pink Team, Red Team	BAFO, orals, contract negotiations, new hire process begins					Loss: Protest/no protest, teaming with winner Win: Transition plan execution, Teaming Agreements, new hires processed Both: Internal Win/Loss Review	
	Overhead BD Funding			Bid & Proposal Funding (B&P)								

