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Government Contracting 101

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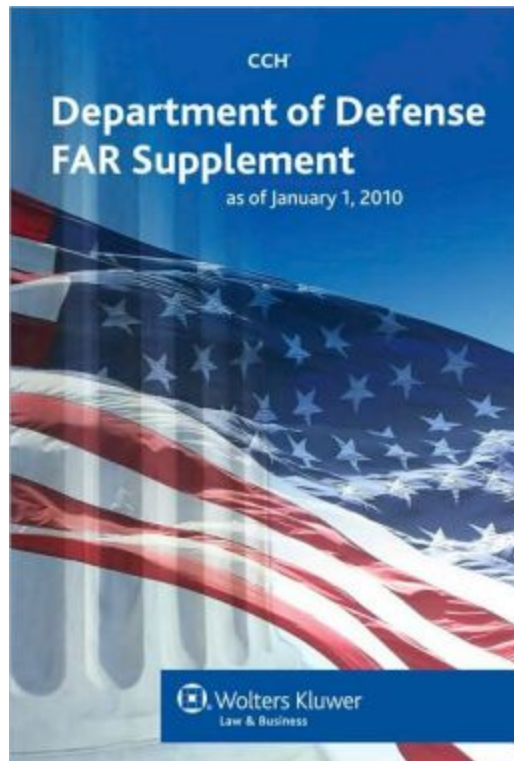
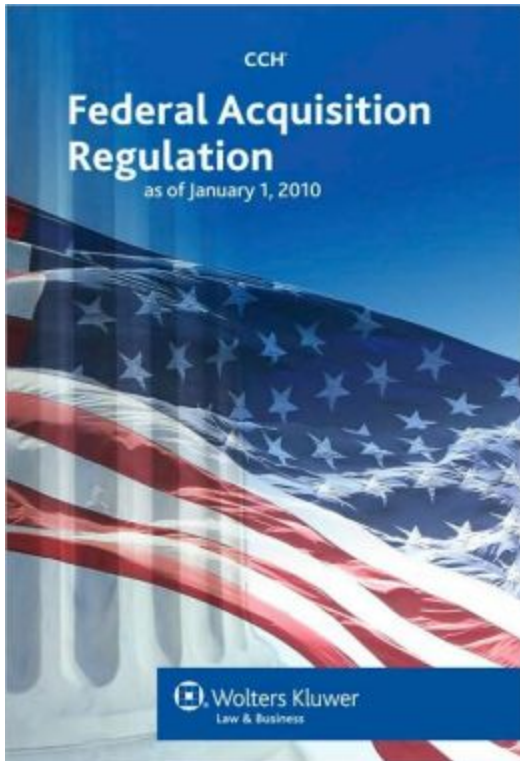
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B3 Group: Innovation.Collaboration.Integrity.

Contracting 101



Agency Supplements
Executive Orders
Policies
GAO/
Commissions/Boards



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Contracting 101

Pre-Award and Solicitation

Requirements Determination

Market Research

Acquisition Planning

Contracting Specific/ Related

RFP

Evaluation/ Negotiation

Selection

Award

BUSINESS PLANNING . . . MARKETING

PROPOSAL PREPARATION

NEGOTIATION

Evaluation and Award

CONTRACT ADMINISTRATION

Kick off

Contract/System Compliance

Performance Monitoring

Contract Modifications

Completion/Payment/ Closeout

. . . SUBCONTRACTING . . . DELIVERY & COMPLIANCE . . . CHANGES, INVOICING . . . SCHEDULING MONITORING
ACCEPTANCE CLAIMS & DISPUTES CLOSEOUT & COLLECTION

Summary

- **Federal Contracting is guided by the Federal Acquisition Regulation (FAR) and Agency Supplements**
- **Three Phases of the Contracting Process**
 1. Pre-Award and Solicitation
 2. Evaluation and Award
 3. Contract Administration
- **Both the Government and the Contractor are executing activities during each phase**

Contact Information

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