

Ten Questions to Ask Yourself About Government Contracting

March 2, 2016

Delbert H. Singleton, Jr.

Director, Division of Procurement Services
State Fiscal Accountability Authority



Ten Questions to Ask Yourself About Government Contracting

1. What types of contracting opportunities should I pursue?
2. Does government contracting fit into my overall business strategy?
3. What are the rules of engagement?
4. Am I going to restrict myself to federal, state, local, or school district contracting?



Ten Questions to Ask Yourself About Government Contracting

5. Do I have the in-house expertise to respond to a particular sourcing method?
6. Do I understand the agency's statement of work (SOW) and specifications for the solicitation?
7. Am I equipped to take on the project right now?
8. Do I need to develop a work plan (timeline) to assist me in responding to a solicitation?



Ten Questions to Ask Yourself About Government Contracting

9. Do I understand what the agency's mission and needs are and how the procurement fits into that puzzle?
10. Can I live with the terms and conditions of the solicitation?



Contact Information

Delbert H. Singleton, Jr.

(803) 734-2314

delbert@sfaa.sc.gov

www.procurement.sc.gov

