



THE PROCUREMENT BLUEPRINT™

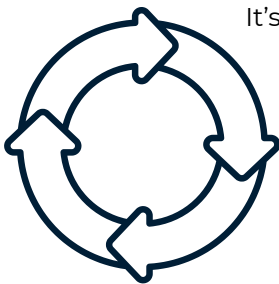
THE PROCUREMENT LIFECYCLE

A Free Preview of Module 2



This sneak peek into Module 2 walks you through the full government procurement lifecycle—from the first plan to the final payment. Whether you're just learning the ropes or ready to bid, this guide helps you understand where you fit in and how to succeed.

WHAT IS THE PROCUREMENT LIFECYCLE?



It's the step-by-step journey every public contract follows:

- Planning & Budgeting
- Solicitation Development
- Advertising the Opportunity
- Evaluation & Award
- Contract Performance & Closeout

Each phase ensures competition, compliance, and value for public dollars.

WHY THIS MATTERS TO VENDORS

Understanding the lifecycle helps you:



- Know when and where to engage
- Tailor proposals to match agency expectations
- Avoid mistakes and disqualifications
- Build lasting relationships in the public sector

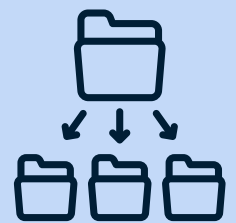
If you understand the process, you can compete and win.

COMMON SOLICITATION TYPES

RFP: Best value based on quality and cost

IFB: Lowest price wins

RFQ: Qualify based on experience



What You'll Learn in the Full Module



- A breakdown of all 5 procurement lifecycle phases
- Real examples of solicitation documents
- Tips for responding to RFPs and IFBs
- Strategies for proposal timing and compliance
- How to avoid disqualification during evaluation

Key Takeaways

- ✓ Procurement is a cycle, not a one-time event
- ✓ Each phase matters and builds on the last
- ✓ Smart vendors map their strategy to the lifecycle

Master this process, and you're ready to compete with confidence!

Ready to Learn More?

The full crash course covers all 5 lifecycle phases with visuals, templates, and real-world tips.



Scan the QR Code or visit
www.publicfundsacademy.org to enroll.