



THE PROCUREMENT BLUEPRINT™

FINDING AND UNDERSTANDING OPPORTUNITIES

A Free Preview of Module 4



This is your sneak peek into Module 4: Finding and understanding opportunities. In this module you'll learn how to locate real government bids, decode official documents like RFPs and IFBs, and confidently navigate the pre-award process.

WHERE ARE GOVERNMENT OPPORTUNITIES?



Every day, thousands of public contracts are posted across federal, state, and local agencies. Whether it's a school district needing IT support or a city looking for construction services, there are real opportunities waiting to be claimed. Learn how to:

- Use bid portals like SAM.gov, TXSmartBuy, and city procurement sites
- Set up alerts so new bids come straight to your inbox
- Understand the difference between local, state, and federal postings

WHAT ARE RFPs, IFBS, AND RFQS?

You'll encounter several types of solicitations:



- **RFP (Request for Proposal)**: Evaluated on technical approach, price, and value
- **IFB (Invitation for Bid)**: Price-driven with strict requirements
- **RFQ (Request for Qualifications)**: Focused on experience and expertise

We'll show you how to read these documents to spot scope, deadlines, and dealbreakers.

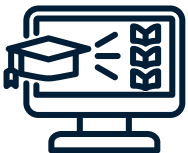
DON'T MISS THE PRE-BID PHASE

Before proposals are due, agencies offer pre-bid meetings and Q&A periods. These steps are critical to:

- Ask clarifying questions
- Get insider information
- Avoid disqualification from misunderstanding requirements



What You'll Learn in the Full Module



- How to find active solicitations across all levels of government
- How to read and interpret key documents (RFPs, IFBs, specs, forms)
- How to manage deadlines and submission requirements
- The purpose of pre-bid meetings and Q&A periods
- How to find past award data and price competitively

Key Takeaways

- ✓ Government opportunities are everywhere—if you know where to look
- ✓ Understanding solicitation types = stronger, more compliant proposals
- ✓ Pre-bid meetings and Q&A can be game-changers

Ready to Learn More?

This is just the beginning. The full module includes hands-on walkthroughs, templates, and real examples.



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