



# THE PROCUREMENT BLUEPRINT™

## POST-AWARD CONTRACT MANAGEMENT

### A Free Preview of Module 7



Winning the contract is just the beginning—this module is about what comes next: delivering results, staying compliant, and building a track record for future awards.

### WHAT THIS MODULE IS ABOUT



After the excitement of an award, many businesses don't realize that the real work begins in the post-award phase. In this module, you'll learn how to:

- Prepare for kickoff meetings and assign internal roles
- Manage deliverables, timelines, and documentation
- Submit invoices properly and track payments
- Avoid common mistakes that lead to delays or termination

This is where contracts are either successfully executed—or lost.

### WHY CONTRACT MANAGEMENT MATTERS

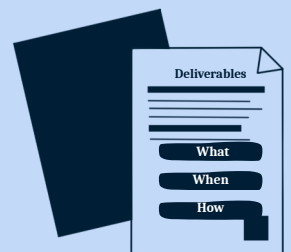


The government may award you a contract—but they keep working with you based on how well you manage it. Good post-award management helps you:

- Maintain compliance and avoid penalties
- Get paid on time
- Build a solid performance history (e.g., CPARS ratings)
- Position your business for renewals and future awards

### DEEP DIVE INTO:

#### DELIVERABLES & TIMELINE



### What You'll Learn in the Full Module



- A step-by-step guide to contract kickoff and communication
- Templates for deliverable trackers and invoicing
- Real examples of government-compliant invoices
- A checklist of compliance and reporting requirements
- Guidance on change orders, amendments, and scope control
- Closeout process tips that help you earn 5-star evaluation

### Key Takeaways

- ✓ Post-award success is as critical as proposal writing
- ✓ Stay organized, responsive, and compliant
- ✓ Every interaction impacts your future contracting opportunities

By mastering contract execution, you don't just finish the job—you build a reputation that gets you hired again.

### Ready to Learn More?

Join the full 8-module course and take control of your public contracting journey.



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