Government Business Development Script & Process Outline

Proven outreach methodologies for federal and state procurement buyers

GovPurchase Official Documentation - 8401 Colesville Rd, Silver Spring, MD - 301-686-4131

1. Identifying Target Agencies: Reviewing historical contract spend by NAICS code
2. Pre-Solicitation Outreach: Reaching Contracting Officers during FAR Part 10 market research
3. Capability Statement Formatting: Core competencies, past performance, and CAGE/UEI identifiers
4. Phone Script Framework: Engaging small business specialists and OSDBU officers
5. Follow-Up Strategy: Submitting formal Sources Sought responses