

Top Ten Reasons Proposals Don't Win

- Didn't follow the proposal instructions
- Didn't return the requested forms
- Didn't address the Evaluation Criteria as described in the Proposal Format
- Technical proposal just regurgitated SOW
- Didn't adhere to page limit; too wordy

- Didn't state the assumptions or the basis for the proposed costs
- Poor safety record
- Lack of understanding regarding the work
- Lack of documented past performance
- Cost/Price