

NOTES ON THE TIME OF U.S. FEDERAL GOVERNMENT PROCUREMENTS



Timing is affected by the bi-modal nature of government spending:

- The Government has two spending goals: At 6 months (31-Mar) and end of fiscal year (30-Sep).
- This is a major factor in the cyclicity of purchasing process independent of the steps and timing reflected in this document.

There is a distinction between budget types that fund procurements. The major types are:



- O & M (operations and maintenance) buys typically provide the fastest time to procurement because it is “break/fix money” meant to cover near-term issues.
- F & E (facility and equipment) purchases are used for planned replacements and upgrades that usually take longer than O & M projects to procure because of increases in dollar amount and approval processes.
- Long-term program purchases for new programs and projects that usually take the longest because of size and scope.

Formerly budgeted procurement process (especially for new and long-term programs) can crossover one or multiple government budget years:



- The planning and purchase can be during different years.
- Government has one and two year budget cycles that can lengthen procurements dramatically.



The timing below doesn't reflect the technical/solution sell-in at the engineering level; timing assumes that the engineer has already decided they are going to make a purchase.

BELOW \$10K



procurement can be accelerated because of ability to use credit cards. Procurement does not need to go through an award process.

BELOW \$25K



requires a simple market survey that reduces the number of steps (doesn't require a solicitation but does require an award).

BELOW \$250K



qualifies as under the Simplified Acquisition Threshold; (“sources sought” and “solicitation” period can be shortened but still need to do a public solicitation).



Technical evaluation can be accelerated based on specificity of the statement of work (i.e. brand name only is the fastest, brand name or equivalent is still accelerated, and meet or beat specification is slowest).

GSA

Timing below is reflective of GSA procurements; Open market solicitations may add additional time to “sources sought”, “solicitation stage”, “past performance evaluation” and “award notification” steps.



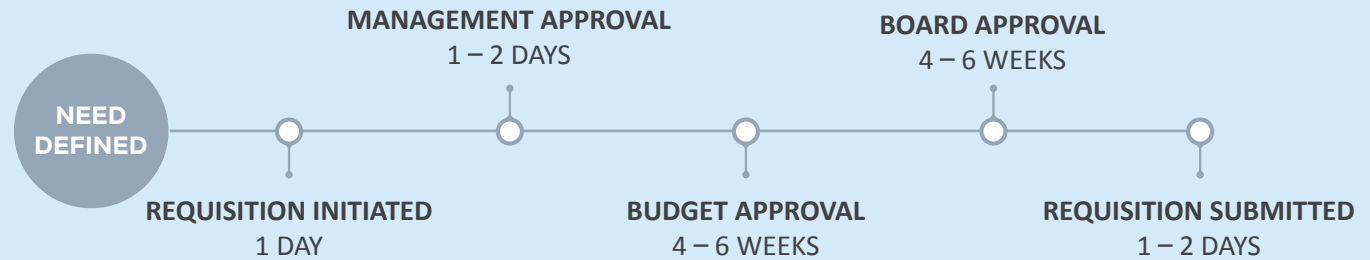
Timing can be longer based on how busy the procurement office (seasonal or local).





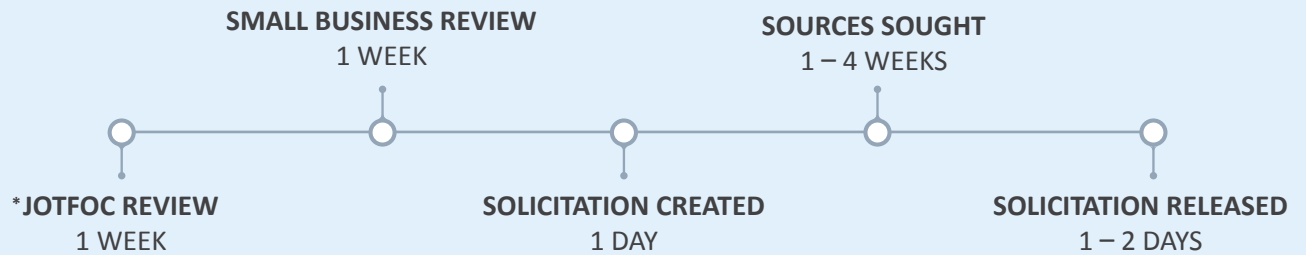
PLANNING

Estimated time: 6 – 8 weeks, from when end-customer decides on solution to requisition submission to procurement



SOLICITATION

Estimated time: 4 – 6 weeks, depending on total value of requirement: higher value requirements must be solicited for longer periods of time. Procedure thresholds are at \$10K, 25K, 250K & 7M



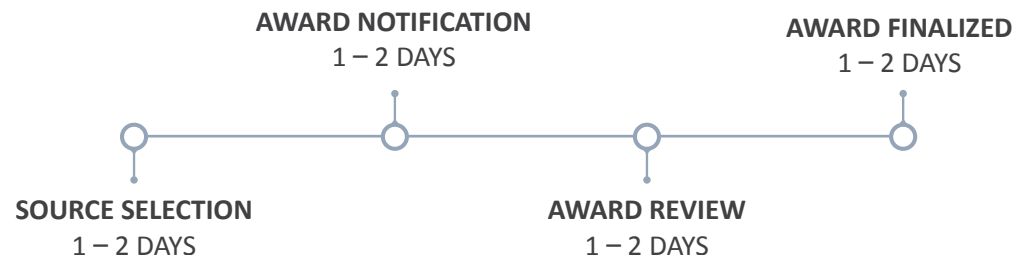
EVALUATION

Estimated time: 2 – 4 weeks, depending on the technical sophistication of the solution being purchased.



AWARD

Estimated time: 1 - 2 weeks, depending availability of warranted officer to sign/execute award.



* Justification for Other Than Full and Open Competition