Quick Reference #1: Complexity of Solicitation & Timeframes for a Quality Supplier Response

Throughout the NIGP Business Council white paper, “Everybody Wins: Crafting a Solicitation that Fosters Transparency, Best Value, and Collaborative Partnership,” when practitioners permit industry experts to provide their agencies with information on best products, processes, and practices, the agencies increase the possibility of improving the effectiveness of government operations. This chart summarizes many of the topics discussed in the paper and can serve as a quick reference guide as you consider incorporating changes.

Factors Contributing to Complexity:
- Period of Performance
- Duration of Fixed Pricing Period
- Broad Range of Products
- Custom or Configured Solution
- Service or Labor Component
- Extensive and/or Unrelated Requirements and Certifications in Solicitation Template
- Onerous Legal Requirements
- Amendments to Solicitation
- Q&A Responses Delayed
- Numerous and Arduous Terms and Conditions (Warranty, Payment Terms, Insurance, Indemnification Clauses, etc.)

Complexity of Solicitation

Supplier Response Time