

- **Once a bid has been tendered, it is important to maintain contact during the evaluation process**

Once a bid has been tendered, it is extremely important to tactfully maintain contact during the evaluation process. Since the composition of the evaluation teams depends on the details of the contract, the services of a well connected local agent or partner can be invaluable in these situations. For high profile or large contracts, contacts at the ministerial level are essential. Companies should be aware that delays may occur during the evaluation process. Successful bidders will be those best able to anticipate new issues and concerns that are raised during the evaluation process and who are flexible and can provide an appropriate response to the concerns of the Executing Agency.