



BID READINESS – GO/NO-GO SCORECARD

Use this checklist before you commit resources to any federal, state, or local bid.

Go / No-Go Scorecard (Score each 0–2)

Criteria	0 = No	1=Partial	2 = Yes
Meets all mandatory requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strong relevance of past performance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Capacity & staffing available during PoP	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competitive positioning vs likely competitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pricing likely competitive and defensible	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Certifications/registrations current	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Time/resources to submit a compliant proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strategic fit with growth goals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk level acceptable (technical/financial)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Scoring guidance:

14–18 = Go | 9–13 = Conditional Go (fix gaps) | 0–8 = No-Go