

# Go/No-Go Decision Tool

*Standalone Bid Decision Framework*

This tool supports disciplined, repeatable decisions about whether to pursue a specific contracting opportunity. It helps evaluate strategic fit, capacity, compliance risk, and financial impact before committing bid resources.

This tool is for internal planning purposes only and does not replace solicitation requirements, agency guidance, or legal review.

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## Usage Notes

- Use this tool before investing significant proposal resources
- Pair with the Compliance Matrix Template if proceeding
- Retain completed forms for audit and internal governance records

**Disclaimer:** *This tool is provided for planning and organizational purposes only and does not replace solicitation instructions, agency guidance, or legal review*

## Section A — Opportunity Overview

Field	Entry
Opportunity Title:	_____
Solicitation Number:	_____
Agency/Buyer:	_____
Estimated Contract Value:	_____
Contract Type (RFP/RFQ/IFB):	_____
Prime or Subcontractor Role:	_____
Proposal Due Date & Time:	_____
Submission Method:	_____

## Section B — Eligibility & Compliance Gate

(All must be “Yes” to proceed)

Requirement	Yes	No	Notes
Active registration (SAM.gov/SIGMA/portal)	<input type="checkbox"/>	<input type="checkbox"/>	_____
Required certifications held (if applicable)	<input type="checkbox"/>	<input type="checkbox"/>	_____
Insurance / bonding requirements attainable	<input type="checkbox"/>	<input type="checkbox"/>	_____
No conflicts of interest identified	<input type="checkbox"/>	<input type="checkbox"/>	_____
Solicitation requirements fully understood	<input type="checkbox"/>	<input type="checkbox"/>	_____

*If any item is marked “No,” document mitigation or stop the bid.*

## Section C — Strategic Fit Assessment

Factor	Assessment (High/Medium/Low)	Notes
Alignment with core services	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Alignment with target buyers/markets	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Supports long-term growth strategy	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Strengthens past performance profile	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Competitive positioning v likely bidders	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____

**Section D — Capacity & Resource Assessment**

<b>Factor</b>	<b>Sufficient (Yes/No)</b>	<b>Notes</b>
Internal staffing availability	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Technical expertise available	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Time available to prepare proposal	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Subcontractor availability (if needed)	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Management oversight capacity	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____

**Section E — Financial & Risk Considerations**

<b>Consideration</b>	<b>Acceptable (Yes/No)</b>	<b>Notes</b>
Pricing competitiveness achievable	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Cash-flow impact manageable	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Payment terms acceptable	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Contract risk level acceptable	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Performance & delivery risk manageable	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Liquidated damages/penalties reviewed	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____

**Section F — Overall Risk Summary (Optional)**

<b>Risk Category</b>	<b>Low/Medium/High</b>	<b>Notes</b>
Compliance risk	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Financial risk	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Performance risk	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Schedule risk	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____
Reputational risk	<input type="checkbox"/> Low <input type="checkbox"/> Medium <input type="checkbox"/> High	_____

**Section G — Final Decision**

**Item**

**Entry**

Final Decision

GO     NO-GO

Decision Rationale

Conditions or Mitigations (if GO)

Internal Approver

Approval Date

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