

## Government Procurement Readiness Quiz



1. **Has your company been in business for at least two years? And does it have a back log of at least 6-12 months?**  
Yes (1 Point) No (0 Points)
2. **Has a key person in your company worked with or for the city, county, or state agency your firm is targeting? Or do you have a good relationship with a department head you'll work with at the city, county, or state agency?**  
Yes (1 Point) No (0 Points)
3. **Does your company have a clean bill of health (please select "Yes")? If your company doesn't pay its bills on time, the company has been sued, or the president of the company have any type of legal issues, please select "No."**  
Yes (1 Point) No (0 Points)
4. **Are you willing to spend 10-16 hours researching government agencies you want to pursue? Or do you have someone that can do the research for you?**  
Yes (1 Point) No (0 Points)
5. **Have you looked at RFP responses from a similar service or product you offer with the city or county agency you're pursuing?**  
Yes (1 Point) No (0 Points)
6. **Are you willing to do cold calling and schedule meetings with government procurement professionals and department heads? Or do you have someone who can do these tasks for you?**  
Yes (1 Point) No (0 Points)
7. **If you qualify, are you willing to spend 10-20 hours preparing SBE and WBE applications?**  
Yes (1 Point) No (0 Points)
8. **Are you willing to spend 60-120 hours preparing materials you'll need to submit for an RFP or have resources that can help you?**  
Yes (1 Point) No (0 Points)
9. **If someone on the street stopped you, could you list one to three key differentiators as to why the product or service you provide is the best in the industry?**  
Yes (1 Point) No (0 Points)
10. **Do you have a documented process for everything you do in your company? If someone asked you to write detailed instructions of how you do everything you do in your business, could you do it?**  
Yes (1 Point) No (0 Points)