



ALASKA REGIONAL CONFERENCE

JUNE 20-23, 2022 — ANCHORAGE

Influencing an RFP During Acquisition

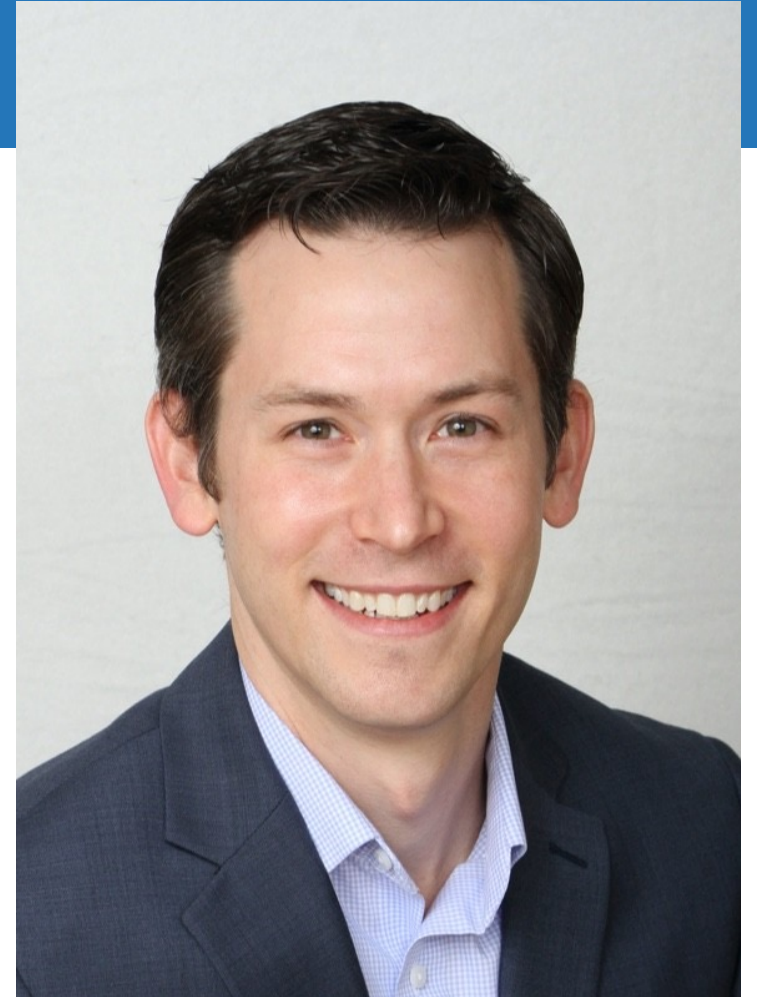
Matthew Schoonover & Michael LeJeune

Speaker

Matthew Schoonover

Managing Member

Schoonover & Moriarty, LLC



Speaker

Michael LeJeune

Partner

RSM Federal / Federal Access



Influencing an RFP During Acquisition

- Understanding the RFP
- Unclear or restrictive requirements
- Properly using the Q&A Period
- Working with or even against the agency
- NAICS code appeals and pre-bid protests
- Debriefing requirements
- Contract negotiations





Contact Information

Matthew Schoonover

mschoonover@schoonoverlawfirm.com

(913) 354-2631

www.schoonoverlawfirm.com



Contact Information

Michael LeJeune

mlejeune@rsmfederal.com

(636) 577-5005

www.rsmfederal.com

