

10-Minute Bid / No-Bid Scorecard

Assess official procurement fit before spending estimating and proposal time.

OPPORTUNITY: _____

BUYER / REGION: _____

Score each category 0-5: 0 = weak or unsupported; 3 = plausible; 5 = strong documented fit.

1	Capability fit We can actually perform the scope.	/ 5
2	Territory and capacity Staff, equipment and schedule support delivery.	/ 5
3	Eligibility and access Licenses, bonding, set-asides and procurement vehicle.	/ 5
4	Stage and timing Notice stage and bid deadline allow action.	/ 5
5	Evidence and buyer path Published official notice and usable buyer channel.	/ 5
6	Economics and win potential Expected return justifies pursuing the bid.	/ 5

TOTAL SCORE

____ / 30

Mandatory eligibility failures override the score.

Interpret the score. Verify the facts.

A screening worksheet is not a guarantee of eligibility or contract award.

PURSUE | 24-30

Documented strong fit, with no mandatory disqualifier. Assign a bid owner.

INVESTIGATE | 18-23 or unknown

Resolve missing evidence before spending proposal time.

PASS | 0-17 or hard stop

Avoid ineligible or poor-fit bids and monitor suitable future work.

PRIMARY-SOURCE CHECKLIST

- ☐ Official source notice URL and checked date recorded
- ☐ Buyer, real scope and performance region verified
- ☐ Stage is forecast, soliciting or awarded - not confused
- ☐ Bid deadline and mandatory eligibility rules checked
- ☐ Published budget and funding accurately represented
- ☐ Unknowns and next verification actions documented

PURSUIT COST TEST

Proposal hours x fully loaded hourly rate + third-party costs

If key scope, eligibility or buyer access is unknown, investigate first.

Your next three moves

Document the owner, next action and decision deadline.

01 Verify the highest-risk unknown

02 Confirm the official buyer / procurement channel

03 Set a go / no-go checkpoint

THE HARD-STOP TEST

What would make this procurement a definite no?

NEED A SECOND OPINION?

Free VV360 Opportunity Fit Check

Tell us your company capabilities and territory for a preliminary candidate assessment when available. No match guarantee.

viralvid360.com/free-opportunity-fit

Pursuit Desk: \$399 one-time for 1-2 researched candidates and next steps.