



L3HARRIS

FAST. FORWARD.

ENGAGE IN PROPOSAL PROCESS

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Use of U.S. DoD visual information does not imply or constitute DoD endorsement.

Engage Proposal Process



- Engage early in the proposal process to ensure compliance with the Small Business Subcontract Program requirements, and maximize opportunities for small business.
- Participate in Kick-Off Meetings
 - New development
 - Upgrade
 - Obsolescence
- Requirements and approach.
 - Make-Buy
- Who are team players
- Communication with Key Stakeholders
 - Proposal Report distribution
 - Training