

The Bid War: Navigating the Compliance Battlefield in Government Bids

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- What are the bidding rules and where do you find them? (E.g., there are the rules in the bid/issuing agency rules, there are the local jurisdiction rules, and there are the funder rules.)
- Conducting appropriate due diligence - Who should you conduct due diligence on during the government bidding process and what should you look for in terms of "red flags"
- Handling potentially confidential information - What should you be aware of when reviewing and discussing bid specifications and pricing information
- Interacting with government officials - What policies should you have with respect to gifts, travel, and entertainment when it comes to government officials and how can you properly provide input on tender requests when asked by the procuring agency; Perfectly acceptable, and even encouraged, communication in one jurisdiction/bid may be completely prohibited in another

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