

# Know Before You Bid on Contract Opportunities

PilieroMazza PLLC has posted an **on-demand video** discussing how businesses can proactively get out in front of pre-bid issues and avoid missteps.

“We often see what can go wrong in the bidding and procurement process long after a client submits a proposal or is awarded a contract,” the firm says on its website. “From awards challenged because companies did not confirm their set-aside status, to incorrect assumptions made about the cost of labor, mistakes made before you bid can be costly, and even devastating.”

Topic include:

- The general requirements of the BAA and TAA
- The applicability of the requirements and exceptions to their applicability
- Tests for determining a product’s country of origin
- Relevant FAR clauses and certifications
- The potential penalties for non-compliance
- Practical tips and strategies for compliance

**Watch the on-demand video.**