PSC

FEDERAL BUSINESS FORECAST SCORECARD

Presented by PSC

Is your agency's forecast attracting industry partners with efficient, effective solutions?

15 key attributes can strengthen the federal marketplace, encouraging both new entrants and contractor retention to support agencies' most critical missions.

15 Key Attributes for a Successful Business Forecast

- [ ] **1. Searchable Spreadsheet**
  Easy to find and filter
- [ ] **2. Date Modified** *
  Recently updated
- [ ] **3. Forecast Update Frequency** *
  Regularly updated
- [ ] **4. Project Description and Contract Number** *
  Clear scope and ID
- [ ] **5. Dollar Value (Base and Options)** *
  Accurate total value
- [ ] **6. Program or COR Contact Information** *
  Direct point of contact
- [ ] **7. Program Office and Buying Activity** *
  Identified buyer
- [ ] **8. PSC and NAICS Codes** *
  Correct industry classification
- [ ] **9. New Start or Recompete**
  Status indicated
- [ ] **10. Set-Aside and Type** *
  Eligibility and set-aside details
- [ ] **11. Contract Vehicle** *
  Acquisition vehicle identified
- [ ] **12. Action / Award Type** *
  Procurement action type
- [ ] **13. Anticipated Solicitation Release Date** *
  Expected RFP release
- [ ] **14. Anticipated Award Date**
  Expected contract award
- [ ] **15. Anticipated Award Length**
  Duration of performance

* Shared attributes highlighted in OMB memo *"Strengthening Federal Procurement Forecasts"* on Nov. 29, 2024

Scan back for methodology

BUILD A BETTER FORECAST

High-quality forecasts improve planning, strengthen industry-government communication, and drive better results.

Use this scorecard to evaluate forecast transparency, accuracy, and usefulness.

Scan to view the methodology, key attribute descriptions, and current forecast links.

pscouncil.org/scorecard

Better forecasts. Better planning. Better outcomes.

PSC PROFESSIONAL SERVICES COUNCIL