Turn experience into relevant evidence

Experience and past performance answer different questions.

A business can have relevant work history and still fail a stated experience condition. What similar work did the required performer complete? Check prime-role, size and recency conditions. How well was relevant work performed? Show quality, context and corrective action where relevant. Read the solicitation's actual rules. Do not substitute a general rule for a specific condition. Next action: Ask Qualified Bid to list experience gates separately from evaluated past performance.

Durham requires similar prime-contract experience.

The technical criterion and past-performance factor are separate parts of the evaluation. At least two similar contracts of similar size within the past three years. The stated role is prime contractor. Relevant federal, state, local and private commercial work can be considered. Show the project's size, scope and execution context. The notice addresses a neutral past-performance rating when relevant history is absent. That does not waive the technical experience requirement. Next action: Confirm the exact performer, project dates, role and relevance before counting a reference.

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Describe the project in the buyer's terms.

Relevant evidence explains similarity, performance and who actually did the work. Connect scope, size and delivery conditions. State dates and actual role. Document results and available references. Explain problems and corrective action honestly. Keep identifiers, source records and reference details. Protect private contact details in public materials. Next action: Use commercial work when the solicitation permits it; explain why it is relevant.

Resolve the evidence gap before writing a stronger claim.

A team or future target needs its own evidence and eligibility check. Map qualifying projects to each condition. Check the buyer's relevance test. Check whose experience may count. Partner history is usable only under applicable conditions. Research a scope whose entry conditions fit. Build documented delivery history for future pursuits. Next action: A neutral past-performance rule and a mandatory experience gate can both apply.