

Contracting Workflow Diagrams

How Contracting Processes Fit Together

As contracting activity grows, workflows become interconnected. This guide provides high-level process diagrams showing how typical contracting workflows align.

These diagrams are conceptual, not system-specific.

Core Contracting Workflow (High-Level)

1. Opportunity identification
2. Intake & readiness scoring
3. Bid/no-bid decision
4. Proposal development
5. Submission & tracking
6. Award or debrief
7. Post-award execution
8. Performance tracking & renewal

Supporting Workflows

- Document management
- Compliance updates
- Deadline notifications
- Reporting & dashboards

Common Breakdown Points

- Intake without scoring
- Manual document handoffs
- No post-award tracking
- Disconnected systems

Key Takeaway

Workflows fail at the connections, not the steps. Automation strengthens those connections.

Note: *These diagrams support process understanding and are not implementation guides.*