



 Baachu

APMP
PRACTITIONER

CERTIFICATION



Managing Internal Risk

Risk Management

- Your strategy for managing and mitigating the risks (e.g., technical, financial, and schedule) inherent in a proposal bid.



Internal Risk

- Internal risk is the risk associated with producing an offer in response to the bid request requirements.



Internal Risk Management

- Internal risk management is the Bid or Proposal Manager's strategy for managing or constraining the risks inherent in preparing an offer.



Recognize All Aspects

- Recognizing risk involves evaluating the organization and the proposal team's abilities to deliver the offer to the necessary quality standards on time and within budget.



Develop a Mitigation Strategy

- Developing a risk management strategy is a key part of overall proposal strategy development.



Develop a Mitigation Strategy

- Develop alternative, backup, or parallel procedures to monitor whether your risk mitigation strategy is to accept, mitigate, transfer, or avoid risk.



Mitigation Strategies

- **Accept a risk if:**
 - **Its risk of occurrence is low**
 - **The consequences of the risk are relatively insignificant**
 - **You cannot mitigate it and are forced to accept it**



Mitigation Strategies

- Mitigate a risk if you are able to limit its impact by:
 - Changing the way you planned to develop the offer
 - Putting effort toward reducing the likelihood of the risk occurring
 - Investing in measures that reduce the risk

powered by  Baachu



Mitigation Strategies

- **Transfer a risk to another party to manage to reduce its impact. Risk can typically be transferred to:**
 - **Teaming partners**
 - **Suppliers**
 - **Another part of your organization**



Mitigation Strategies

- Avoid a risk by removing the threat, typically through:
 - Changing the way you planned to develop the offer
 - Putting effort toward eliminating the likelihood of the risk occurring
 - Investing in measures that remove the risk



In a nutshell

Recognize all aspects of internal risk.



Develop a risk mitigation strategy to address internal risk.



Address risk management in your Proposal Management Plan.





Copyright © 2018 by Baachu, Baskar Sundaram

All rights reserved. No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of certain other noncommercial uses permitted by copyright law. For permission requests, write to the publisher, addressed "Attention: Legal," at the address below.

Baachu
Sussex Innovation, No.1 Croydon, 12-16 Addiscombe Rd, Croydon CR0 0XT

www.mybidbuddy.com

Disclaimer

While an effort is made to use the most accurate available information, Baachu does not guarantee that the information shared is always current. Baachu does not warrant or make any representations as to the content, accuracy or completeness of the information, text, graphics, links and other items contained on its printed material and web pages.