

## **COPS Baseline 2-7: Pre-Proposal Risk Assessment**

### **ABSTRACT**

The **Pre-Proposal Risk Assessment Form** was developed to help identify potential risk prior to pursuing an opportunity. Similar to the Go – No Go in that it is a pre proposal action but different in that it focuses on the risk involved with the project if the project was awarded. This assessment can also be used periodically to review current clients when looking at client retention. The form has risk related questions covering Market Risk, Professional Liability Risk and Financial Risk. Knowing the potential risk going into a project can help you plan so as to minimize your liability. The Market Risk questions are related to the legality and stability of the potential client. The Professional Liability questions address issues like type of work, competency of the potential client, scope and schedule.