

Here is the email William sent based on his Market Research Report revealing that the FDA was his primary target for unpublished, single-offer SAP contracts (notice it was sent June 23rd, 6pm):

From: William Randolph <william@thinkacquisition.net>

Sent: Thursday, June 23, 2022 5:29 PM

To: Whitt, James <James.Whitt@fda.hhs.gov>; Weiss, Ian <Ian.Weiss@fda.hhs.gov>; Wills, Noah <Noah.Wills@fda.hhs.gov>; Boyce, Natasha (OS) <Natasha.Boyce@hhs.gov>

Subject: [EXTERNAL] Introducing Think Acquisition, LLC as an Interested Vendor in working with Food And Drug Administration (FDA)

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello,

I am writing to introduce our firm (Think Acquisition, LLC | CAGE CODE: 89V37 | SAM Unique ID: M2M1NJSD9FD3) as an interested vendor in working with Food And Drug Administration. After conducting extensive federal market research, we've identified Food And Drug Administration as a primary purchaser of the Services we provide.

THINK Acquisition is certified a minority-owned, Service-Disabled, Veteran-Owned Small Business (SDVOSB). THINK ACQ supports multiple government agencies and specializes in full contracting lifecycle administration, vendor management, acquisition program office and project support, administrative support services, workforce training, coaching and leadership development.

Although we've completed the initial steps in pursuing this work (DUNS, SAM, DSBS, bidding at SAM.gov) we've found several instances where work being awarded to small businesses like ours was not being posted for bid at SAM.gov. Instead, helpful and small business favorable Simplified Acquisition Procedures were used and that may be the best way to put our firm in a position to participate as an SAP-targeted vendor is share our capabilities with you.

We would like to schedule a meeting with your office to better understand how we can best position Think Acquisition, LLC to compete for future SAP opportunities. We've attached our Capabilities Statement to this email for your review and consideration.

Thank you in advance for your time, and we look forward to meeting with your office!

Respectfully,
WCR

William C. Randolph
THINK Acquisition, LLC
703.819.6192



<https://www.linkedin.com/in/william-randolph-thinkacq/>

He received this response less than 24 hours later from the Branch Chief of Service Contracts for FDA encouraging him to schedule a meeting:

From: [Whitt, James](#)

Sent: Friday, June 24, 2022 3:19 PM

To: [William Randolph](#); [Weiss, Ian](#); [Wills, Noah](#); [Boyce, Natasha \(OS\)](#)

Subject: RE: [EXTERNAL] Introducing Think Acquisition, LLC as an Interested Vendor in working with Food And Drug Administration (FDA)

Good afternoon,

Thank you for your email. I am available next Friday, July 1st at 11AM for 30 minutes. Does that day and time work for you?

Regards,

James G. Whitt

Branch Chief, Service Contracts Branch

Division of Acquisition Operations (DAO)

Office of Acquisitions and Grants Services (OAGS)

Office of Finance, Budget, Acquisitions, and Planning

U.S. Food and Drug Administration (FDA)

4041 Powder Mill Road, 4th Floor, Beltsville MD

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Tel: (240) 402-7627

James.Whitt@fda.hhs.gov

