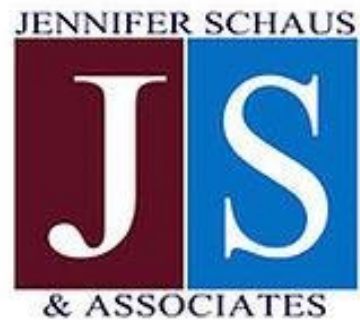


# Get “FAR” Sighted In 2020

*Join us in this complimentary webinars series as we uncover each Part of The FAR (Federal Acquisition Regulations) so you can better understand the rules of the (federal contracting) game.*

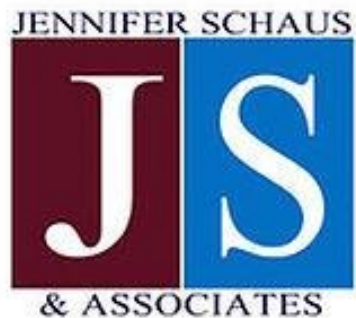




The FAR, or Federal Acquisition Regulation is the official rule book for how the Federal Government purchases. It sets uniform policies and procedures for the federal acquisition and procurement process.

Webinars are complimentary and recorded.

**NOTE:** *Recordings are posted to our website and YouTube channel.*



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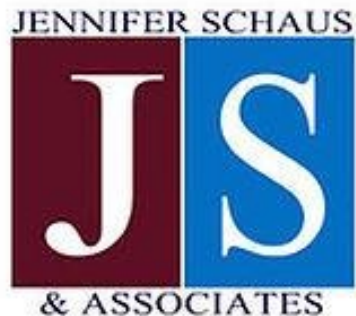
## About Us:

Washington DC Based

Professional Services For Federal Contractors

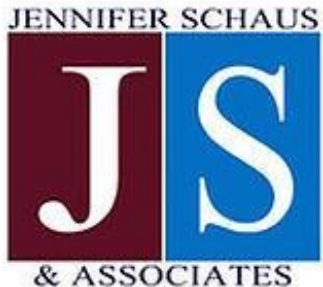
- GSA Schedule
- SBA 8(a) Certification
- Proposal Writing & Pricing
- Contract Admin

Clients: Products / Professional Services / Software





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**About Our Speaker:**

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## FAR PART 15

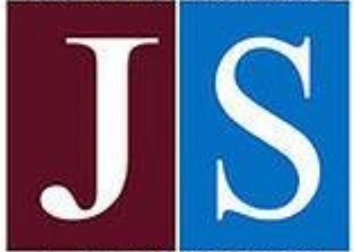
### Contracting By Negotiation

**Link:**

<https://acquisition.gov/content/part-15-contracting-negotiation>

**April 10, 2020**

JENNIFER SCHAUS



& ASSOCIATES

# The Federal Acquisition Regulation Format

- **53 “Parts”**
  - FAR Part 2 - Definitions
  - FAR Part 3 - Improper Business Practices
  - FAR Part 10 - Market Research
  - FAR Part 19 - Small Business Programs
  - FAR Part 27 - Patents/IP
  - FAR Part 33 - Protests/Disputes/Appeals
- FAR Part 52 - contract clauses and provisions
- FAR Part 53 - acquisition forms

# Contracting Methods Identified in the FAR

- **FAR Part 6 - Competition Requirements**
  - Provides authority for contracting on a “sole source” basis
- **FAR Part 8 – Required Sources of Supply and Services**
  - GSA’s MAS Program
- **FAR Part 13 – Simplified Acquisition**
  - Acquisitions under the SAT (currently \$150,000)
- **FAR Part 14 – Sealed Bidding**
  - Contract award based on lowest priced bid
- **FAR Part 15 – Contracting by Negotiation**



# **FAR Part 15 – Contracting by Negotiation**

- Term “negotiated” refers to the ability of an agency to “negotiate” with offerors after submission of initial proposals through “discussions”
- Contract award made to the proposal that represents the “best value” for the agency
- Lifecycle of a procurement
  - 15.2 – Drafting and Issuing Solicitations
  - 15.3 – Source Selection
  - 15.4 – Contract Pricing
  - 15.5 – Notifications, Protests, Mistakes

# **FAR Part 15.2 – Drafting/Issuing Solicitations**

- **Industry Exchanges**
- **Required Solicitation Contents**
- **Uniform Contract Format**
- **Solicitation Amendment**

# **FAR Part 15.208 – Submission/Handling of Proposals**

- **Burden on offeror to submit offer at address and within time specified in the solicitation**
- **Otherwise “late” and will not be considered by the agency/strict interpretation**
- **Proposals may be withdrawn any time prior to award by written notice**
- **Procedures for handling proposals**

# **FAR Part 15.3 – Source Selection**

- **Evaluation Factors and Subfactors**
- **Proposal Evaluation**
- **Competitive Range**
- **Exchanges with Offerors**
  - **Clarifications vs. Discussions**
- **Proposal Revisions**
- **Source Selection**

# **FAR Part 15.4 – Contract Pricing**

- **Pricing Policy – Fair and Reasonable Pricing**
- **Proposal Analysis**
  - **Price Analysis**
  - **Cost Analysis**
  - **Cost Realism Analysis** (must be identified in solicitation)
  - **Price Realism Analysis** (not specifically included in the FAR, must be identified in solicitation)
  - **Unbalanced Pricing** (type of price analysis)
- **Certified Cost and Pricing Data**

# **FAR Part 15.5 – Notifications, Protests, Mistakes**

- **Notifications**
  - Pre and Post Award
  - Required Content
- **Debriefings**
  - Pre and Post Award
  - Content
- **Protests**
  - Types
  - Disclosure of information
- **Mistakes**

# **FAR Part 15.6 – Unsolicited Proposals**

- **Must be innovative and unique**
- **Must be “independently originated and developed” by the offeror**
- **Must be prepared without government supervision**
- **Must include sufficient detail to demonstrate benefits to agency**
- **Typically represents substantial investment already made by offeror**
- **Agencies must have procedures for receipt, acceptance and evaluation of unsolicited proposals**
- **Agencies prohibited from releasing data included in unsolicited proposals**

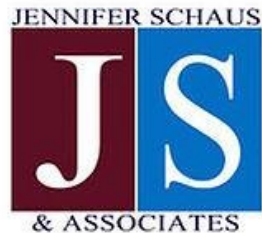
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Thank You For Joining Us!

Devon Hewitt

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