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Navigating the complex world of Government Contracting: Insights from a former Contracting Officer

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LET'S NAVIGATE THE GOVERNMENT ACQUISITION PROCESS

DAU SUBWAY MAP

DOING BUSINESS WITH THE GOVERNMENT

What to take away:

- Relationships and Trust are essential
 - Foster early so that the difficult conversations become problem solving sessions
- Prepare your prime early with key information
 - Communicate the risks that your side will be taking in the case of “Options” or terminations
 - Be transparent about what they get out of special clauses or language
- Be prepared to educate and know the basics
 - PCOs are not specifically training on private financing
 - Clearly communicate how assignment of claims or termination liability will reduce risk for the various parties (especially when SB is involved)
 - Understand key assumptions and decision drivers (Color of Money)
- PCOs cannot know everything
 - Share your empathy and your context with them
 - Many have never navigated a procurement where private financing was an issue or consideration
 - They must be fair to the government AND to their industry partners. They are not purposely trying to make it difficult.
 - Many will default to what they have always done. Be prepared to offer other solutions

References

FAR:

- Defense Acquisition University:
 - [Contracting Subway Map \(dau.edu\)](http://dau.edu)
 - [Acquisition Tools \(dau.edu\)](http://dau.edu)
- MITRE (AIDA):
 - [AiDA | Acquisition in the Digital Age \(mitre.org\)](http://mitre.org)
- NCMA:
 - [Acquisition Innovation Hub \(ncmahq.org\)](http://ncmahq.org)
 - [Home \(ncmahq.org\)](http://ncmahq.org)

What is in a Government Contract?

In a typical Government contract, you'll see these sections:

UNIFORM CONTRACT FORMAT

SECTION	DESCRIPTION
A	Solicitation/contract form
B	Supplies or services and prices/costs
C	Description/specifications/statement of work
D	Packaging and marking
E	Inspection and acceptance
F	Deliveries or performance
G	Contract administration data
H	Special contract requirements
I	Contract clauses
J	List of attachments (DD254, SOW/PWS, CDRL)
K	Representations, certifications, and other statements of offerors or respondents
L	Instructions, conditions, and notices to bidders, offerors, or quoters
M	Evaluation factors for award

- **FAR/DFARS:** Federal Acquisition Regulations, Defense FAR Supplement
- **CLIN/SLIN:** Contract Line-Item Number, Subcontract Line-Item Number
- **CDRL/SDRL:** Contract Data Requirements List, Subcontract Data Requirements List
- **ACRN:** Accounting Classification Reference Number
- **PCO/ACO/TCO:** Procuring Contracting Officer, Administrative Contracting Officer, Terminating Contracting Officer
- **DCAA:** Defense Contract Audit Agency
- **DCMA:** Defense Contract Management Agency
- **RFI, RFQ, RFP**
 - Request for Information/Interest
 - Request for Quotation
 - Request for Proposal
- **Equitable Adjustment**
 - Usually results from a fee-bearing change proposal
- **POP:** Period of Performance
- **CEB:** Cost Element Breakdown
- **PWS/SOW:** Performance Work Statement, Statement of Work
- **BOE:** Basis of Estimate
- **NDA/TA/ICA:** Non-Disclosure Agreement, Teaming Agreement, Independent Consultant Agreement
- **ATP:** Authorization to Proceed

Contract Type Summary

	FIXED PRICE	COST REIMBURSABLE	TIME & MATERIALS
PROMISE	Deliver conforming item	Best effort within funding/cost	Deliver a certain number of hours
CONTRACTOR RISK	Higher	Lower	(Risk is limited to actual cost of an hour)
CASH FLOW (INVOICES)	Usually at delivery*	As costs are incurred (bi-weekly, monthly)	As hours are incurred (monthly)
CUSTOMER ADMINISTRATIVE COST	Lower	Higher	Higher
FEE % LIMIT	None	15/10/6 on CPFF	None



QUESTIONS?