

# APMP Mining for Data

Proposal Resource Information  
Data Mining

October 23<sup>rd</sup> 2009

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Curtis Adkins

Proposal Process Managers  
Northrop Grumman Aerospace Systems



Proposal Mgrs need information that supplements what they received from the Capture Manager to define the offering and develop the proposal.

# Information is Power

- As proposal professionals we are often brought into the Capture process late in the game (right before the final RFP....sometimes after)
- As the capture team finalizes the offer and the customer finalizes the RFP, we catch up and prepare
- There are several sites available to :
  - Prepare for the upcoming proposal requirements
  - Familiarize yourself with the customer
  - Provide additional supplemental information to help define the offering and develop the proposal is beneficial

Proposal professionals can always use supplemental information

# Hints for Digging

- State what you want to find
- Identify Key Words
- Apply Boolean Logic: And, Or, Not
- Practice Truncation: asterisk (\*), plus sign (+)
- Limit Document Type: pdf, doc, ppt



## A Few of our Favorite Places

Resource sites where useful and sometimes overlooked information can be found



**FBO.gov**  
**Federal Business Opportunities AKA FedBizOps**



Search more than **38,200\*** active federal opportunities.

Posted Date:  Set-Aside Code:

Place of Performance:  Type:

Keyword / Solicitation #:  Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).

*\* Notices posted within the last 90 days.*



**DID YOU KNOW?**

Registered vendors and citizens can save searches and receive search results in a daily email.

## Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

▶ [View Opportunities](#)

No login is required to view opportunities.

Password

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

▶ [Find Opportunities](#)

No login is required to view opportunities.

Password

▶ [Register Now](#)

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▶ [Recovery FAQs](#)



## RECOVERY

FBO now contains Recovery and Reinvestment Act actions.



### FBO RECOVERY REPORTS

- ▶ [Click here for Opportunities](#)
- ▶ [Click here for Awards](#)

Click [here](#) to learn more.



### USER GUIDES

- ▶ [Buyer](#)
- ▶ [Vendor](#)
- ▶ [Engineer](#)
- ▶ [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.



### DEMONSTRATION VIDEOS

Watch demonstration videos designed to familiarize you with the features and functionality of the new FBO.

## Location / Agency Administrators

▶ [Login Here](#)

### ADDITIONAL RESOURCES

- ▶ [FAQs](#)
- ▶ [Federal Service Desk](#)
- ▶ [Federal Agency Business Forecasts](#)
- ▶ [Federal Assets Sales](#)

## Agencies

RETURN

**Search Tips:** Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-20 of 122

Showing  per page Jump  | [Next >](#)

	Name	Offices	Locations	Notices
	<a href="#">Administrative Office of the U. S. Courts</a>	<a href="#">71 Offices</a>	<a href="#">88 Locations</a>	<a href="#">23 Notices</a>
	<a href="#">African Development Foundation</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">1 Notices</a>
	<a href="#">Agency for International Development</a>	<a href="#">3 Offices</a>	<a href="#">93 Locations</a>	<a href="#">585 Notices</a>
	<a href="#">American Battle Monuments Commission</a>	<a href="#">1 Office</a>	<a href="#">3 Locations</a>	<a href="#">0 Notices</a>
	<a href="#">Architect of the Capitol</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">50 Notices</a>
	<a href="#">Armed Forces Retirement Home</a>	<a href="#">1 Office</a>	<a href="#">2 Locations</a>	<a href="#">4 Notices</a>
	<a href="#">British Defense Staff (Washington)</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>
	<a href="#">Broadcasting Board of Governors</a>	<a href="#">1 Office</a>	<a href="#">19 Locations</a>	<a href="#">28 Notices</a>
	<a href="#">Comm for Purchase from People Who Are Blind or Severely Disabled</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">17 Notices</a>
	<a href="#">Commodity Futures Trading Commission</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>
	<a href="#">Comptroller of the Currency</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>



## Agencies

RETURN

**Search Tips:** Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-15 of 15

	Name	Locations	Notices
	<a href="#">National Aeronautics and Space Administration</a>	<a href="#">14 Locations</a>	<a href="#">977 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Ames Research Center</a>	<a href="#">1 Location</a>	<a href="#">35 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Dryden Flight Research Center</a>	<a href="#">1 Location</a>	<a href="#">42 Notices</a>
	<a href="#">National Aeronautics and Space Administration / George C. Marshall Space Flight Center</a>	<a href="#">1 Location</a>	<a href="#">97 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Glenn Research Center</a>	<a href="#">1 Location</a>	<a href="#">104 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Goddard Space Flight Center</a>	<a href="#">1 Location</a>	<a href="#">339 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Headquarters</a>	<a href="#">1 Location</a>	<a href="#">54 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Jet Propulsion Laboratory</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Johnson Space Center</a>	<a href="#">1 Location</a>	<a href="#">106 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Kennedy Space Center</a>	<a href="#">1 Location</a>	<a href="#">108 Notices</a>
	<a href="#">National Aeronautics and Space Administration / Langley Research Center</a>	<a href="#">1 Location</a>	<a href="#">22 Notices</a>

## Goddard Space Flight Center: Opportunities

◀ RETURN | ◀ RETURN TO LIST (AGENCIES)

Opportunities

Profile

Locations

Opportunities List

Advanced Search

Archives

Keyword / Solicitation #:  TIPS Posted Date:

[More Search Fields](#) ▶ [Search by Classification, NAICS code, Recovery actions, and more](#)

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Sort By  Showing  per page 1 | 2 | 3 | 4 | 5 | 6 | 7 » [171](#)

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
<a href="#">69--SITUATIONAL SELF LEADERSHIP TRAINING MATERIALS</a> NNG09309106L 69 -- Training aids & devices	National Aeronautics and Space Administration Goddard Space Flight Center Office of Procurement	Presolicitation	Aug 26, 2009
<a href="#">R--RECRUITMENT SERVICES FOR INDIVIDUALS WITH DISABILITIES</a> NNG09310392L R -- Professional, administrative, and management support services	National Aeronautics and Space Administration Goddard Space Flight Center Office of Procurement	Presolicitation	Aug 26, 2009
<a href="#">70--TELEMATRIX 500HR HIGH RATE SPACE BRIDGE</a> NNG09303852L 70 -- General purpose information technology equipment	National Aeronautics and Space Administration Goddard Space Flight Center Office of Procurement	Presolicitation	Aug 26, 2009
<a href="#">66--LASER DIODE ARRAY</a> NNG09214585R 66 -- Instruments & laboratory equipment	National Aeronautics and Space Administration Goddard Space Flight Center Office of Procurement	Solicitation (Modified)	Aug 26, 2009
<a href="#">SOFTWARE ENGINEERING SUPPORT</a>	National Aeronautics and Space Administration		

## Search For Opportunities

◀ RETURN    ▶ RETURN TO LIST (AGENCIES)

Opportunities

Profile

Locations

Opportunities List

**Advanced Search**

Archives

### Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

Return To Opportunities List

**Posted Date:**

**Place of Performance State:**

Hold CTRL to select multiple states

- Alabama
- Alaska
- Arizona
- Arkansas
- California

**Place of Performance Zip Code:**

Separate multiple zip codes by commas

**Documents To Search:**

- Active Documents
- Archived Documents
- Both

**Set-Aside Code:**

[More information about Set-Aside Codes](#)

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Competitive 8(a)           | <input type="checkbox"/> Partial HBCU / MI                             | <input type="checkbox"/> Total HBCU / MI              |
| <input type="checkbox"/> Emerging Small Business    | <input type="checkbox"/> Partial Small Business                        | <input type="checkbox"/> Total Small Business         |
| <input type="checkbox"/> HUBZone                    | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input type="checkbox"/> Veteran-Owned Small Business |
| <input type="checkbox"/> <i>Very Small Business</i> |  |   |

**Opportunity/Procurement Type:**

- Presolicitation                       Combined Synopsis/Solicitation                       Sources Sought

- 111320 -- Citrus (except Orange) Groves
- 111331 -- Apple Orchards
- 111332 -- Grape Vineyards

0 of 1287 selected [ show selected ] [ show all ]

### Classification Code:

Use the search box to find Classification Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.



search here

- 94 -- Nonmetallic crude materials
- 95 -- Metal bars, sheets & shapes
- 96 -- Ores, minerals & their primary products
- 99 -- Miscellaneous
- A -- Research & Development
- B -- Special studies and analysis - not R&D
- C -- Architect and engineering services
- D -- Information technology services, including telecommunications services
- E -- Purchase of structures & facilities
- F -- Natural resources & conservation services

0 of 102 selected [ show selected ] [ show all ]

### J&A Statutory Authority:

- |   |   |
|---|---|
| <input type="checkbox"/> FAR 6.302-1(c) - Brand name                  | <input type="checkbox"/> FAR 6.302-1 - Only one responsible source (except brand name)  |
| <input type="checkbox"/> FAR 6.302-2 - Unusual and compelling urgency | <input type="checkbox"/> FAR 6.302-3 - Industrial mobilization; engineering, developmental or research capability; or expert services |
| <input type="checkbox"/> FAR 6.302-4 - International agreement        | <input type="checkbox"/> FAR 6.302-5 - Authorized or required by statute  |
| <input type="checkbox"/> FAR 6.302-6 - National security              | <input type="checkbox"/> FAR 6.302-7 Public interest  |

Buyers: [Login](#) | [Register](#) | Vendors: [Login](#) | [Register](#) | Accessibility

## Goddard Space Flight Center: Opportunities

[RETURN](#) | [RETURN TO LIST \(AGENCIES\)](#)

**Opportunities**

Profile

Locations

Opportunities List

Advanced Search

**Search Results**

Archives

Refine Results

Clear Search

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Sort By  Showing  per page

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
<a href="#">A--SOFTWARE ENGINEERING SUPPORT</a> NNG09276134J A -- Research & Development	<b>National Aeronautics and Space Administration</b> Goddard Space Flight Center Office of Procurement	Solicitation (Modified) / Competitive 8(a)	Aug 26, 2009
<a href="#">A--MULTI-DISCIPLINARY ENGINEERING AND TECHNOLOGY SUPPORT SERVICES II</a> NNG09269474R A -- Research & Development	<b>National Aeronautics and Space Administration</b> Goddard Space Flight Center Office of Procurement	Presolicitation (Modified) / Competitive 8(a)	Aug 14, 2009
<a href="#">A--MULTI-DISCIPLINARY ENGINEERING AND TECHNOLOGY-II AND SOFTWARE ENGINEINGSUPPORT</a> NNG08269474L A -- Research & Development	<b>National Aeronautics and Space Administration</b> Goddard Space Flight Center Office of Procurement	Sources Sought (Modified) / Competitive 8(a)	Mar 13, 2009
<a href="#">A--SOFTWARE ENGINEERING SUPPORT</a> NNG09276134 A -- Research & Development	<b>National Aeronautics and Space Administration</b> Goddard Space Flight Center Office of Procurement	Solicitation (Modified) / Competitive 8(a)	Jan 14, 2009

Refine Results

Clear Search

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# Multi-Disciplinary Engineering and Technology Support Services II

## Solicitation Requirements

### From Section L:

(a) PROPOSAL FORMAT AND ORGANIZATION

(1) Offerors shall submit proposals in four volumes as specified below:

<b>Volume</b>	<b>Title</b>	<b>Copies</b>
I	Offer Volume	Original plus 3 Hard Copies and two electronic copies
II	Mission Suitability Volume	Original plus 8 Hard Copies and two electronic copies
III	Cost Volume	Original plus 5 Hard Copies, one additional copy for DCAA and two electronic copies
IV	Past Performance Volume	Original plus 5 Hard Copies and two electronic copies

## **From Section M**

- 3. Relative Order of Importance of Evaluation Factors
- The Cost/Price Factor is significantly less important than the combined importance of the Mission Suitability Factor and the Past Performance Factor. As individual Factors, the Cost/Price Factor is less important than the Mission Suitability Factor but more important than the Past Performance Factor.

# Software Engineering Support Solicitation Requirements

## From Section L:

(a) PROPOSAL FORMAT AND ORGANIZATION

(1) Offerors shall submit proposals in four volumes as specified below:

<b>Volume</b>	<b>Title</b>	<b>Copies</b>
I	Offer Volume	Original plus 4 Hard Copies and two electronic copies
II	Mission Suitability Volume	Original plus 8 Hard Copies and two electronic copies
III	Cost Volume	Original plus 8 Hard Copies, one additional copy for DCAA and two electronic copies
IV	Past Performance Volume	Original plus 8 Hard Copies and two electronic copies



## From Section M:

### 3. Relative Order of Importance of Evaluation Factors

- The Cost Factor is significantly less important than the combined importance of the Mission Suitability Factor and the Past Performance Factor. As individual Factors, the Cost Factor is less important than the Mission Suitability Factor but more important than the Past Performance Factor.

# Government Accounting Office

In the Spotlight

- GAO Adds Postal Service's Financial Condition to "High-Risk" List
- GAO Releases Second Report on the Recovery Act
- GAO on Twitter and YouTube (PDF)
- E-mail Scam Alert
- GAO Again Named One of the "Best Places to Work" (PDF)
- Influenza and Pandemics Reporting Stimulus Fraud (PDF)
- TARP and Problems in Financial Markets
- Iraq and Afghanistan
- Military and Veterans Health Care and Disability Benefits



GAO was ranked one of the best places to work in the Federal Government in 2009. The ranking is typically released every two years. Read More (PDF)

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Recently released reports and testimonies are listed below. Our congressional requesters may hold reports up to 30 days before making them publicly available, so some may have earlier issue dates.

[Go to the Reports & Testimonies Page](#)

- September 09, 2009**
- Afghanistan and Pakistan:** Oversight of U.S. Interagency Efforts  
GAO-09-1015T, September 09, 2009  
[Summary \(HTML\)](#) [Full Report \(PDF, 38 pages\)](#)
  - Aviation Weather:** FAA and the National Weather Service Are Considering Plans to Consolidate Weather Service Offices, but Face Significant Challenges  
GAO-09-761, September 09, 2009  
[Summary \(HTML\)](#) [Highlights Page \(PDF\)](#) [Full Report \(PDF, 38 pages\)](#)
  - Homeland Defense:** U.S. Northern Command Has a Strong Exercise Program, but Involvement of Interagency Partners and States Can Be Improved  
GAO-09-849, September 09, 2009  
[Summary \(HTML\)](#) [Highlights Page \(PDF\)](#) [Full Report \(PDF, 89 pages\)](#)
  - Metropolitan Planning Organizations:** Options Exist to Enhance Transportation Planning Capacity and Federal Oversight

**Following the Money:**  
GAO's Oversight of the Recovery Act  
[GAO.gov/recovery](#)

**2009 Congressional and Presidential Transition**  
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  - Federal Agencies

**GAO Inspector General**

[OIG Publications](#)

**Key References**

[Government Auditing Standards \(Yellow Book\)](#)



<b>Legal Home</b>
<b>Comptroller General Decisions and Opinions</b>
<b>Bid Protests</b>
<i>Principles of Federal Appropriations Law (Red Book)</i>
<b>Appropriations Law Resources</b>
<b>Antideficiency Act Reports</b>
<b>Contract Appeals Boards</b>
<b>Federal Vacancies Act Reports</b>
<b>Congressional Review Act Reports</b>

## Legal Decisions

### Legal Decisions, Opinions, and Resources

The Comptroller General, head of the Government Accountability Office, issues legal decisions and legal opinions on appropriations law, bid protests, and other issues of federal law. The Comptroller General is also required by statute to report to congressional committees about certain federal vacancies and on major rules proposed by federal agencies. The Office of General Counsel is the GAO office responsible for carrying out these functions and issuing decisions, opinions, and reports.

[Comptroller General Decisions and Opinions](#). Decisions and opinions issued on various topics, such as appropriations law, bid protests, and other areas of federal law.

[Bid Protests](#). GAO decisions addressing protests filed by companies seeking federal contracts that believe governments contract have been or are about to be, awarded in violation of the laws and regulations that govern contracting with the federal government. Other information on the bid protest function and contacts is also included.

[The Red Book](#). An appropriations law resource, officially entitled *Principles of Federal Appropriations Law* including its annual update. The Red Book is a complete reference to federal court and Comptroller General case law on appropriations. [E-mail Red Book questions](#).

[Appropriations Law Resources](#). Decisions and opinions on appropriations issues, *A Glossary of Terms Used in the Federal Budget Process* and information on GAO's appropriations law training and annual forums.

[Antideficiency Act Reports](#). Background on the Antideficiency Act (ADA), how agencies are to submit copies of ADA reports to the Comptroller General, and information drawn from agencies' reports of ADA violations.

[Contract Appeals Boards](#). Boards staffed by GAO attorneys to consider appeals of contracting decisions made by various legislative branch agencies, primarily the Government Printing Office and the Architect of the Capitol.

[Federal Vacancies Act Reports](#). Reports tracking the temporary filling of vacant executive agency positions that require presidential appointment with Senate confirmation.

[Congressional Review Act Reports](#). Reports summarizing and assessing procedural requirements for the promulgation of major rules by federal agencies.

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  - 1990 - 1999 (17)
  - 1980 - 1989 (22)
  - 1970 - 1979 (21)
  - 1960 - 1969 (8)
  - 1955 - 1959 (5)
- By Topic:**
  - Decisions and Opinions (40)
  - Energy (6)
  - Environmental Protection (1)
  - Government Operations (1)
  - Homeland Security (1)
  - International Affairs (1)
  - National Defense (32)
  - Natural Resources (1)
  - Transportation (3)
- By Type:**
  - Briefing Report (1)
  - Chapter Report (17)
  - Decision (40)
  - Letter Report (16)
  - Correspondence (3)
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  - Testimony (9)

**Search**

Keywords:

Examples : GAO-07-370T, B-208730, "aviation security", terrorism +afghanistan -iraq

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Sort by Date or Relevance:  Showing 1 - 10 of 87 results

**Publications (87)**

- Searching titles, summaries and other information about our publications.
- Air Force Procurement: Aerial Refueling Tanker Protest**  
GAO-08-991T, July 10, 2008  
[Quick View](#)  [Summary \(HTML\)](#) [Highlights Page \(PDF\)](#) [Full Report \(PDF, 15 pages\)](#) [Accessible Text Recommendations \(HTML\)](#)
  - [Protests of Forest Service Solicitation for Tanker Aircraft Services]**  
B-257902.6; B-257902.7, July 28, 1994  
[Quick View](#)  [Summary \(HTML\)](#) [Full Decision \(PDF, 1 page\)](#)
  - [Protests of MSC Award for Tanker Operations and Maintenance]**  
B-238223.2; B-238223.3, July 30, 1990  
[Quick View](#)  [Summary \(HTML\)](#) [Full Decision \(PDF, 10 pages\)](#)
  - Build and Charter Program for Nine Tanker Ships**  
B-174839, August 15, 1973  
[Summary \(HTML\)](#) [Full Report \(PDF, 50 pages\)](#)
  - Issues Concerning Air Force KC-10A Advanced Tanker/Cargo Aircraft**

**Feedback**

If you didn't find what you wanted, what were you looking for?

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**Suggested Searches**

**Possible Matches:**  
Tankers (vessels)

# Federal Acquisition Regulations (FAR)



# Federal Acquisition Regulation (FAR)

[FAR Reissue 2005 - PDF VOL 1 \(For Printing Purposes Only\)](#)   [FAR Reissue 2005 - PDF VOL 2 \(For Printing Purposes Only\)](#)

*All PDF Files Require [Adobe Acrobat 7.0](#)*

## Current FAR

Includes Amendments from FAC 2005-36  
Effective August 11, 2009

- [HTML Format](#)
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- [Public Comments](#)
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**FAR Documents**

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- [Looseleaf](#)
- [FACs Federal Register](#)
- [Small Entity Compliance](#)

[Guide](#)

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## GENERAL STRUCTURE AND SUBPARTS

### Subchapter A—General

#### [Part 1—Federal Acquisition Regulations System](#)

- [1.1 Purpose, Authority, Issuance](#)
- [1.2 Administration](#)
- [1.3 Agency Acquisition Regulations](#)
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- [1.5 Agency and Public Participation](#)
- [1.6 Career Development, Contracting Authority, and Responsibilities](#)
- [1.7 Determinations and Findings](#)

#### [Part 2—Definitions of Words and Terms](#)

- [2.1 Definitions](#)
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- [3.7 Voiding and Rescinding Contracts](#)
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- [3.9 Whistleblower Protections for Contractor Employees](#)
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- [4.4 Safeguarding Classified Information Within Industry](#)
- [4.5 Electronic Commerce in Contracting](#)
- [4.6 Contract Reporting](#)
- [4.7 Contractor Records Retention](#)





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- [13.2 Actions At or Below the Micro-Purchase Threshold](#)
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- [16.3 Cost-Reimbursement Contracts](#)
- [16.4 Incentive Contracts](#)
- [16.5 Indefinite-Delivery Contracts](#)
- [16.6 Time-and-Materials, Labor-Hour, and Letter Contracts](#)
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contracting officer.

### 15.404 Proposal analysis.

#### 15.404-1 Proposal analysis techniques.

(a) *General.* The objective of proposal analysis is to ensure that the final agreed-to price is fair and reasonable.

(1) The contracting officer is responsible for evaluating the reasonableness of the offered prices. The analytical techniques and procedures described in this subsection may be used, singly or in combination with others, to ensure that the final price is fair and reasonable. The complexity and circumstances of each acquisition should determine the level of detail of the analysis required.

(2) Price analysis shall be used when cost or pricing data are not required (see paragraph (b) of this subsection and [15.404-3](#)).

(3) Cost analysis shall be used to evaluate the reasonableness of individual cost elements when cost or pricing data are required. Price analysis should be used to verify that the overall price offered is fair and reasonable.

(4) Cost analysis may also be used to evaluate information other than cost or pricing data to determine cost reasonableness or cost realism.

(5) The contracting officer may request the advice and assistance of other experts to ensure that an appropriate analysis is performed.

(6) Recommendations or conclusions regarding the Government's review or analysis of an offeror's or contractor's proposal shall not be disclosed to the offeror or contractor without the concurrence of the contracting officer. Any discrepancy or mistake of fact (such as duplications, omissions, and errors in computation) contained in the cost or pricing data or information other than cost or pricing data submitted in support of a proposal shall be brought to the contracting officer's attention for appropriate action.

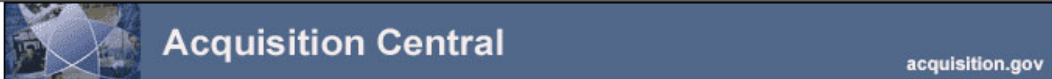
(7) The Air Force Institute of Technology (AFIT) and the Federal Acquisition Institute (FAI) jointly prepared a five-volume set of Contract Pricing Reference Guides to guide pricing and negotiation personnel. The five guides are: I Price Analysis, II Quantitative Techniques for Contract Pricing, III Cost Analysis, IV Advanced Issues in Contract Pricing, and V Federal Contract Negotiation Techniques. These references provide detailed discussion and examples applying pricing policies to pricing problems. They are to be used for instruction and professional guidance. However, they are not directive and should be considered informational only. They are available via the internet at [http://www.acq.osd.mil/dpap/cpf/contract\\_pricing\\_reference\\_guides.html](http://www.acq.osd.mil/dpap/cpf/contract_pricing_reference_guides.html).

(b) Price analysis.

(1) Price analysis is the process of examining and evaluating a proposed price without evaluating its separate cost elements and proposed profit.

(2) The Government may use various price analysis techniques and procedures to ensure a fair and reasonable price. Examples of such techniques include, but are not limited to, the following:

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## Subpart 31.2—Contracts with Commercial Organizations

### 31.201 General.

#### 31.201-1 Composition of total cost.

(a) The total cost, including standard costs properly adjusted for applicable variances, of a contract is the sum of the direct and indirect costs allocable to the contract, incurred or to be incurred, plus any allocable cost of money pursuant to [31.205-10](#), less any allocable credits. In ascertaining what constitutes a cost, any generally accepted method of determining or estimating costs that is equitable and is consistently applied may be used.

(b) While the total cost of a contract includes all costs properly allocable to the contract, the allowable costs to the Government are limited to those allocable costs which are allowable pursuant to [Part 31](#) and applicable agency supplements.

#### 31.201-2 Determining allowability.

(a) A cost is allowable only when the cost complies with all of the following requirements:

- (1) Reasonableness.
- (2) Allocability.
- (3) Standards promulgated by the CAS Board, if applicable, otherwise, generally accepted accounting principles and practices appropriate to the circumstances.

- (4) Terms of the contract.
- (5) Any limitations set forth in this subpart.

(b) Certain cost principles in this subpart incorporate the measurement, assignment, and allocability rules of selected CAS and limit the allowability of costs to the amounts determined using the criteria in those selected standards. Only those CAS or portions of standards specifically made applicable by the cost principles in this subpart are mandatory unless the contract is CAS-covered (see [Part 30](#)). Business units that are not otherwise subject to these standards under a CAS clause are subject to the selected standards only for the purpose of determining allowability of costs on Government contracts. Including the selected standards in the cost principles does not subject the business unit to any other CAS rules and regulations. The applicability of the CAS rules and regulations is determined by the CAS clause, if any, in the contract and the requirements of the standards themselves.

(c) When contractor accounting practices are inconsistent with this [Subpart 31.2](#), costs resulting from such inconsistent practices in excess of the amount that would have resulted from using practices consistent with this subpart are unallowable.

(d) A contractor is responsible for accounting for costs appropriately and for maintaining records, including supporting documentation,

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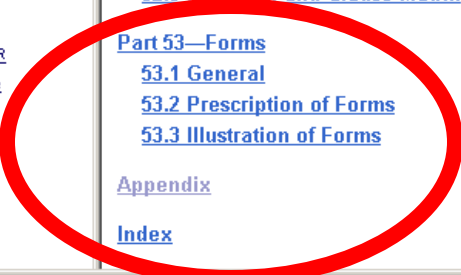
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The official codified Cost Accounting standards appear at 48 CFR Chapter 99.  
This Chapter may be accessed via the website at [www.gpo.access.gpo.gov/cfr/index.html](http://www.gpo.access.gpo.gov/cfr/index.html).

## APPENDIX—COST ACCOUNTING STANDARDS PREAMBLES AND REGULATIONS<sup>1</sup>

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(a) A limitation on authority to **grant** advance **payments** under Pub. L. 85-804 (50 U.S.C. 1431-1435) is described at 50.102-3 (b)(4). (b) Advance **payments** may be provided on any ...  
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(a) The Secretary may **grant** exemptions from the requirements of this subpart, including the requirement to include the clause at 52.222-39, or parts of that clause, in contracts.  
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# Online Representations and Certifications Application



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Please refer to the Acquisition.gov website for an explanation. [http://www.acquisition.gov/faqs\\_whatism.cfm](http://www.acquisition.gov/faqs_whatism.cfm)  
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**Why was ORCA created?**  
Prior to ORCA, vendors were required to submit Reqs and Certs for each individual large purchase contract award. Now, using ORCA, a contractor can enter their Reqs and Certs information once for use on all Federal contracts. This site not only benefits the contractor by allowing them to maintain an accurate and complete record but also the Contracting Officer as they can view every record, including archives, with the click of a mouse.  
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**Who needs to register in ORCA?**  
You must be registered in ORCA if the solicitation you are responding to requires that you have an active registration in CCR.  
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**What is the difference between CCR and ORCA and why must I register in both systems?**  
Central Contractor Registration (CCR) is the primary vendor database for the U.S. Federal Government. Since October 1, 2003, it is federally mandated that any business wishing to do business with the federal government under a FAR-based contract must be registered in CCR before being awarded a contract. In addition, vendors must maintain their CCR records annually.  
  
Online Representations and Certifications Application (ORCA) replaces most of the paper based Representations and Certifications (Reqs and Certs) in Section K of solicitations with an Internet application. FAR 52.204-8 mandates the use of ORCA on or after January 1, 2005.  
  
CCR and ORCA are complementary systems. ORCA reuses data pulled from CCR and pre-populates many of the required Representations and Certifications. Then, the vendor completes the remaining Reqs and Certs with the understanding that with each solicitation they are certifying to current, accurate and complete information.  
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**Where do I register?**  
ORCA is an on-line system that is located on the Internet. The ORCA site can be found by going to <http://www.bpn.gov> and clicking on "Online Reqs and Certs Application" on the left side of the screen. If you do not have access to the Internet or feel you need extra Internet help please contact the Procurement Technical Assistance Center (PTAC) ([http://www.aptac-us.org/new/Govt\\_Contracting/find.php](http://www.aptac-us.org/new/Govt_Contracting/find.php)) closest to you.

**What information will I need to complete my ORCA registration?**  
Two items are needed prior to registration; (1) An active record in CCR, (2) An MPIN from that active CCR record. Visit [www.ccr.gov](http://www.ccr.gov) to complete these tasks if you haven't already. More information about the questions asked in ORCA can be found in the ORCA Handbook.  
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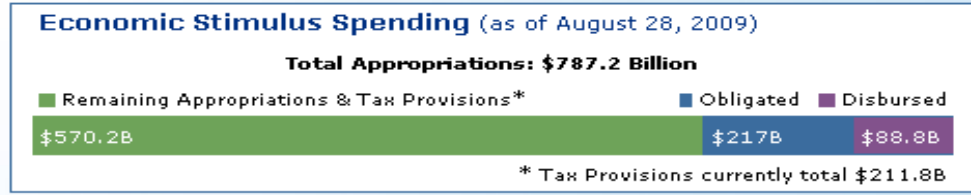
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From: inputupdate@input.com Sent: Wed 9/9/2009 10:44 PM  
To: St. Rock, John A (AS)  
Cc:  
Subject: INPUT-Opportunities Scheduled Search: "My Federal Technology Opportunities"

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NASA ENTERPRISE ARCHITECTURE.  
<http://www.input.com/getopp.cfm?OppID=58392&PrdctCd=PFOIT&fromEmail=3>.  
OppId: 58392 .  
Department: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION .  
RFP Date: 2011-03-10.  
Status: Forecast Pre-RFP.  
Value(\$K): 3200.  
Latest News: The contract with Information Dynamics, Inc. is set to expire in April 2011. INPUT is tracking this contract anticipating it may be recompeted..

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2009	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Select
2010	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Select
To Completion	<input type="text"/>	<input type="text"/>	... Than FY09 Request		

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