

Fed Acq 101

Speaker: Sterling Whitehead

What does Sterling do?

- Contract for goods and services
- Write RFPs and RFQs
- **Translate rocket science into everyday talk**
- Negotiate sole source contracts
- Monitor contractors
- Modify contracts as necessary
- Train a lot on DAU and the Internet

What is Acquisition?

It's not what you think.

2 Sides

Civilian

Military

The FAR

- Federal Acquisition Regulation
- The Good Book
- Praise be to the FAR

4 Guiding Principles of the FAR

1. Satisfy the customer in terms of cost, quality, and timeliness of the delivered product
2. Minimize administrative operating costs
3. Conduct business with integrity, fairness, and openness
4. Fulfill public policy objectives

FAR Layout

- Parts 1-51: Processes and procedures
- Part 52: Clauses
- Part 53: Forms

FAR Councils

Civilian Agency Acquisition
Council (CAA Council)

Defense Acquisition
Regulations Council (DAR
Council)

Our Training

Federal Acquisition Institute
(FAI)

Defense Acquisition
University (DAU)

Career Certifications

Federal Acquisition Certificate in Contracting (FAC-C)

- FAC-C [Level I](#)
- FAC-C [Level II](#)
- FAC-C [Level III](#)

Defense Acquisition Workforce Improvement Act (DAWIA)

- DAWIA Level I
- DAWIA Level II
- DAWIA Level III

DAWIA Job Fields

1. Auditing
2. Business, Cost Estimating, and Financial Management
3. **Contracting**
4. Facilities Engineering
5. Industrial/Contract Property Management
6. Information Technology
7. Life Cycle Logistics
8. Production, Quality and Manufacturing
9. Program Management
10. Purchasing
11. Systems Planning, Research, Development and Engineering - Program Systems Engineering
12. Systems Planning, Research, Development and Engineering - Science and Technology Manager
13. Systems Planning, Research, Development and Engineering - Systems Engineering
14. Test and Evaluation

Acquisition Process

1. Acquisition Planning
2. Contract Formation
3. Contract Administration

Acquisition Process

1. Acquisition Planning

- a. Determines customer needs
- b. Figures out an acquisition strategy
- c. Performs market research
- d. Sees how much commercial markets can help
- e. Looks at socioeconomic requirements
- f. Picks the best contract type

Acquisition Process

1. Contract Formation
 - a. Publicizes requirements
 - b. Evaluates offers received
 - c. Makes the award

Contract Administration

1. Contract Administration

- a. Right time
- b. Right quality
- c. Right quantity
- d. Right price
- e. Assesses and corrects contractor
- f. Pay contractor
- g. Modify contract
- h. Terminate contract

3 Main Methods of Acquisition

1. Simplified Acquisition Procedures
2. Contracting by Negotiation
3. Sealed Bidding

Contract Types

- Fixed Price
- Cost Reimbursable
- Others

Contract Types

- Fixed Price
 - Firm Fixed Price
 - Fixed Price with Economics Price Adjustment
 - Fixed Price with Redetermination
 - **Fixed Price Incentive**
 - Fixed Price with Award Fee
 - Firm Fixed Price, Level of Effort Term

Contract Types

- Cost Reimbursable
 - Cost and Cost Sharing
 - **Cost Plus Incentive Fee**
 - Cost Plus Award Fee
 - **Cost Plus Fixed Fee**

Contract Types

- Others
 - Indefinite Delivery
 - Time and Material
 - Labor Hour
 - Letter Contract

Sterling's Favorite Things

Sterling's Favorite Definition

Best Value

The expected outcome of an acquisition that, in the Government's estimation, provides the *greatest overall benefit* in response to the requirement. (FAR 2.101).

Sterling's Favorite Sites

My Favorite Sites

- [Acquisition.gov](#)
- [Acquisition Community Connection](#)
- [Acquimedia](#)
- [DAU](#)
- [GovLoop](#)
- [Twitter](#)

Sterling's Favorite Sentences

“The role of each member of the Acquisition Team is to **exercise personal initiative** and sound business judgment in providing the best value product or service to meet the customer’s needs. In exercising initiative, Government members of the Acquisition Team **may assume if** a specific strategy, practice, policy or procedure is in the **best interests** of the Government and **not addressed** in the FAR, **nor prohibited by** law (statute or case law), Executive order or other regulation, that **the strategy, practice, policy or procedure is a permissible** exercise of authority.”

Sterling's Favorite Paragraph

In short:

If the FAR doesn't preclude it, just do it.

Question for the Audience

From what I've told you, how does federal contracting differ from state contracting?

Contact Sterling

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