

CONTRACTING OFFICER'S TECHNICAL REPRESENTATIVE (COTR)

TRAINING BLUEPRINT

(formerly called the “Contracting Officer’s Representative (COR) Workbook”)

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COTR TRAINING BLUEPRINT

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Section 1. Introduction

Overview and Purpose

Contracting Officer's Technical Representatives (COTRs) serve the federal government as business leaders, helping to ensure government-contractor business relationships are mutually beneficial and provide exactly those products and services the government needs. There are three central facets of a COTR's role:

- A technical information conduit
- A contracting and regulatory liaison, and
- A business partnership manager

The changing nature of acquisition work places significant importance on COTR activities. It is essential that all COTRs understand their responsibilities and are provided with appropriate support, training experiences, and developmental tools to effectively perform these duties.

Why this Workbook?

As articulated in Section d(3) of the Office of Federal Procurement Policy Letter No. 97-01, this Workbook provides the foundation for all COTR training and developmental activities. Uniform use of this Workbook ensures consistency in acquisition activities across federal agencies and departments.

Toward a Results-Oriented View of the Acquisition Process

COTRs sit in the center of a multi-pronged acquisition process, with stakeholders distributed across departmental lines as well as within and outside the federal government. Several changes have occurred to present COTRs with a vibrant, challenging acquisition environment in which to contribute.

Acquisition reforms, technology-driven changes in work processes and communication, competition for acquisition work, and the focus on leveraging acquisition to achieve mission-relevant outcomes are driving new ways of doing business in the federal government. Historically, agencies and acquisition professionals have approached procurement and contracting from a process-based perspective. Legislation was then enacted that affected the nature of tasks performed by the acquisition workforce. The 1993 Government Performance and Results Act, (GPRA), the 1994 Federal Acquisition Streamlining Act (FASA), and the 1996 Clinger-Cohen Act, moved the government toward acquiring services and products against established performance measures and outcomes.

Today, acquisition contributors are responsible for the entire business cycle, from using relevant marketplace knowledge to inform strategy and planning activities to managing contractor performance and maintaining useful business relationships into the future. Successful acquisitions now require a fresh, results-oriented view of the process with acquisition professionals serving as business advisors to their respective agency stakeholders. A key guiding principle for any acquisition contributor is to develop a sound business solution that links short- and long-term goals.

Creating High Performing COTRs

This section outlines key information about the COTR role and is intended to serve as a foundation for role/responsibility discussions among COTRs, Contracting Officers and other supervisors (as applicable). These discussions will help ensure both parties approach the COTR designation from a common perspective about the knowledge, skills, and abilities (i.e., competencies) required. This common perspective can help determine the training and developmental activities most likely to create high-performing COTRs. Both future COTRs and their Contracting Officers (and other supervisors) benefit when targeted and valuable training and developmental experiences are selected. Several aspects are important to consider in relation to the COTR role.

COTR Characteristics

COTRs have different labels depending on the agency and departmental structure. Sometimes called Project Officers, Quality Assistance Evaluators, or Contracting Officer Representatives (CORs), the COTR role can be either a part-time or full-time responsibility. When a large contract exists with multiple work assignments, task orders, or delivery orders, the COTR may be a full-time responsibility. Consistently across agencies and contexts, however, COTRs interface with several acquisition functions. Primarily, COTRs work with Contract Specialists, Contracting Officers and Financial Representatives (from the contracting office), any work assignment managers or task/delivery managers, program office (also called customer) representatives, and vendor representatives. Sometimes multiple COTRs exist to serve a single project, a staffing composition requiring clear boundaries and task responsibilities similar to situations characterized by multiple task and/or delivery orders existing underneath one contract “umbrella.” At times the CO and the COTR work in different physical locations, for which both parties must compensate. Remaining aware of these key characteristics is essential to facilitate effective collaboration and accomplishment of program objectives.

Core Capabilities

The acquisition career model, as articulated by the Federal Acquisition Institute (FAI), offers advice on how to develop the skills and capabilities necessary for effective performance of acquisition roles (including the COTR role). At the heart of the acquisition career model are nine (9) core capabilities:

- Develop, negotiate and manage business deals
- Communicate effectively
- Manage and lead change
- Solve problems in an ambiguous environment
- Analyze and understand the marketplace
- Build and manage relationships across functions and organizations
- Understand and effectively operate in the customer environment
- Develop and implement outcome oriented solutions
- Execute

Each COTR will, in due course of his/her training and progressive work responsibilities, have the opportunity to build and strengthen these core capabilities. Ultimately, each COTR will perform as a fully effective acquisition contributor.

Key Competencies

FAI has identified an initial set of competencies essential for effectively performing COTR duties. (Competency definitions are included in Section 4.) Using these competencies as the foundation for all COTR-related work accomplishes several objectives. First, it unites all parties on the acquisition contributor's central "business advisor" role and subsequent responsibilities. Second, the focus on training and development of these competencies can help manage individuals' acquisition careers. By reinforcing the need for business acumen, customer service, flexibility, leadership, and integrity through these competencies, the adoption of a results-oriented approach to acquisition and the attainment of business goals can be more easily accomplished.

Section 2. Instructions for Contracting Officers (and other COTR Supervisors)

How to Use this Workbook

This workbook is designed to help you in selecting, evaluating, and documenting training and developmental activities for officials designated as Representatives, Technical Representatives or Program Managers.

Recommended Uses

The following list provides recommended uses of this Workbook:

- Organization: Keep one master office copy of the Workbook for your own use.
- Currency: Check FAI's website every six months to ensure you are using the most current version of this Workbook. (If a new version is issued, replace your old copy.)
- Communication: As each COTR is designated, provide a Workbook to that person upon the commencement of their designation and emphasize the value of using the Workbook as a basis of facilitating excellence in COTR duties.
- Acquisition: During initial orientation conversations with any new COTR, use the content located in Section 1 that discusses the current perspective towards acquisition and the associated key roles played by high performing COTRs as a basis for your discussions.
- Consistency: Follow the instructions for conducting the COTR Training Interview *each time* you engage in an interview to ensure you provide consistent, thorough attention to each person.
- Documentation: After the COTR Training Interview is completed, use Section 5 to store separate forms for each COTR designee.
- Records: Whenever a COTR participates in a training or developmental activity, record the outcome on the appropriate form and store the most current version in Section 5.

Facilitating COTR Excellence

Two mechanisms exist to facilitate excellent COTR performance and successful adoption of the business leadership role during contract lifecycles and beyond.

Clarify COTR Responsibilities Upfront

One clear method that contributes to COTR effectiveness is a clear understanding of what is expected of COTRs and how COTRs are to work with COs and other procurement and acquisition contributors. Leaders at all levels should make a concerted effort to clearly communicate norms surrounding “what a COTR does in his/her work group” upon nomination. Furthermore, ongoing actions (i.e., demonstrated behaviors) and words (i.e., communicated attitudes) should *reaffirm* norms, rather than *conflict* with norms. It is acknowledged that COTR responsibilities can vary depending on the unit, work group, division or agency. Executive-level leaders, in partnership with COTR supervisors, must set solid expectations about the COTR role. Resources are wasted when individuals form their own assumptions about the role in the absence of expectations. Clear communication can reinforce a strong culture around contracting in any Government agency.

Integrate COTR Duties Into Performance Management

Another valuable mechanism to facilitate COTR excellence is the creation of clear relationships between performing COTR duties and an individual's performance appraisal. Additionally, substantial power and reinforcement can be employed when COTR responsibilities are rewarded on an informal basis. As the Contracting Officer (or other supervisor), actions you take to include COTR duties in documented performance appraisals as well as informally in on-the-job recognition and rewards will help ensure the COTR position is viewed as a vital responsibility.

The COTR Training Interview

This section provides step-by-step guidelines for how you and your potential COTR collaboratively identify those duties for which a training need exists. Additionally, the interview provides a forum to identify training and developmental opportunities to address those needs.

How to Conduct the Interview

Follow these steps when conducting the COTR Training Interview:

Step 1. Schedule the Interview: As soon as you know the person who is designated to be COTR, make initial contact with that person and arrange a day, time, and location for the interview. Ideally, the interview should be scheduled as soon as possible, providing two or three days for each party to prepare. This preparation time allows the designee to familiarize him/herself with the COTR Training Interview Report form and collect any necessary materials (i.e., prior training certificates), as well as allows you to review the core capabilities and responsibilities associated with this role. Please allow at least one hour for the interview and arrange to hold the interview in a private location where you will not be interrupted.

Step 2. Describe the Purpose of the Interview: Clearly articulate your responsibility is to do all you can to ensure the COTR is successful at his/her job. Emphasize that the purpose of the interview is to identify the appropriate training experiences and developmental tools that will permit the individual to effectively perform COTR responsibilities.

Step 3. Perform a High-Level Review of the Procurement Process: Use the Chart of the Procurement Process document (included in Section 4 of this document) to structure a high-level review of the process. Highlight the area in which your agency or department the COTR has critical responsibility. Tie effective performance of COTR activities to the attainment of agency or department business objectives.

Step 4. Identify COTR Duties: Review the duties to be performed by the COTR and identify the corresponding Units of Instruction relevant to each duty.

Step 5. Review COTR Duties to Assess Proficiency: Interview the employee to determine his/her current proficiency at performing applicable duties as represented by various "Units of Instruction" located in Section 6 of this Workbook. Also identify relevant coursework or certifications already completed by the employee. Use the Statement of Completion contained in each Unit to document completion of each Unit by recording the evaluator's name, title, and date as indicated. File a copy of all Statements in Section 5 of your Workbook and give a copy to the COTR. Document these interview discussions and ensuing evaluations on the "Interview Summary Report" form (located in Section 4 of this document) and file it in Section 5 of your Workbook copy.

Step 6. Prescribe Training and/or Developmental Activities:

Based on those competencies, knowledges and skills the individual needs to develop, select training and/or developmental activities appropriate to fulfill those needs. Refer to the FAI's website for a "catalogue" of suggested training and development activities.

Step 7. Ensure COTR Has Necessary Support for Training:

Speak with all necessary stakeholders (i.e., the individual's core supervisor, acquisition office members, etc.) and ask them to help you support the new COTR in his/her training and initial job performance. Let the new COTR know providing him/her support is a responsibility you take seriously. Begin to create bi-directional communication patterns, a fluid partnership, and an overall climate of support for training and development with your actions and words.

Step 8. Reward Full Competency: When the employee has completed all training in the IDP, consider awarding a certificate to the employee or otherwise provide recognition for this accomplishment.

As you perform the interview, keep in mind the following tips for avoiding some common interviewing pitfalls:

- Avoid allowing the things you hear early in the interview to distort how you listen to and perceive information later in the interview.
- Listen carefully throughout the interview.
- Do not ask vague questions – you are more likely to get low quality answers.
- Do not ask "leading" questions, or questions that direct or subtly sway the respondent.
- Make sure to explore an interesting answer until you are certain you understand every point the individual intended to communicate.
- Accurately and comprehensively record the interview incrementally – do not wait until the end to take notes.

How to Use COTR Interview Materials

Quick Reference List

Below is a quick reference list to guide use of COTR materials before and after the interview.

- Interview Steps: Familiarize yourself with the steps outlined in the previous portion of this section. Refer to these steps during the interview to make sure you follow the prescribed steps.
- Chart of the Procurement Process: Use this document, an overview of the Federal Procurement Process, as a tool for orienting newly designated officials. (A copy of this process chart can be found in Section 4 of this Workbook.)
- Section 1 Content: Use the content from this section (i.e., a results-oriented view of acquisition, creating high-performing COTRs) as a foundation for your discussions with newly designated individuals.
- COTR Competencies: Use the list of competencies and definitions to become aware of the wide range of competencies that are instrumental when performing COTR duties. (A copy of this list can be found in Section 4 of this Workbook.)
- Interview Summary Report: Use this document when interviewing individuals and later to identify all areas indicating a lack of training or experience and each recommended activity to meet that need. (A blank copy of this report can be found in Section 4 of this Workbook.)

Section 3. Instructions for COTR Designees

How to Use this Workbook

This Workbook is designed to help you in performing your Contract-related duties and documenting on-the-job and training efforts.

Recommended Uses

The following list provides recommended uses of this Workbook:

- Orientation: Use this Workbook to familiarize yourself with the kinds of duties and activities you will perform as a COTR. Become familiar with the steps of the Procurement Process (the chart summarizing this process is located in Section 4). Begin to create an atmosphere of open dialogue about how to best perform these duties and continuously improve your contributions during your COTR designation.
- Acquisition: During your initial orientation conversations with your Contracting Officer (or other supervisor), use the content located in Section 1 of this Workbook that discusses the current perspective towards acquisition and the associated key roles played by high performing COTRs as input into your discussion.
- Documentation: After participating in the COTR Training Interview, keep a copy of all necessary forms in Section 5.
- Records: Whenever you participate in a training or developmental activity, work with your Contracting Officer (or other supervisor) to record the outcome on the appropriate form and store the most current version in Section 5.

Performing the COTR's Key Business Leader Role

The movement towards a results-oriented view of the acquisition process requires COTRs to assume a key business leader role. The approach you take as you perform your COTR responsibilities can help you succeed if you transcend a process-oriented view of acquisition activities (i.e., policing the adherence to mandated steps). All COTRs are instrumental in developing and maintaining healthy business relationships between contractors and federal agencies. This focus extends beyond the lifecycle of a given contract; it is helpful to work with your Contracting Officer, Contract Specialist and other acquisition professionals to understand how the specific contract you service fits into the larger agency mission and business objectives.

Adopting a Business Leader Mentality

Several concepts are helpful to keep in mind as you assume this important position:

- Transcend the Contract Lifecycle: It is essential that you approach your job with a perspective that extends beyond a single contract lifecycle. Remain aware of how your actions influence your department or agency's attainment of its mission objectives.
- Documentation is Key: What may feel like straightforward, routine tasks of monitoring and documenting contract project activities are, in the end, that which ensures the success of any contract.
- Maintain Open Communication: Use multiple strategies (i.e., email check-ins, phone calls, regular status reports, site visits) to encourage and maintain bi-directional, open communication. Make it easier for a project team member to reveal rather than withhold information about a potential problem.

The COTR Training Interview

This section provides step-by-step guidelines of how you can prepare for and participate in the COTR Training Interview. Federal departments and agencies are developing comprehensive curricula to systematically develop competency at performing COTR duties and tasks. The goals of training are to ensure that all newly hired or appointed COTRs:

- Complete the curriculum required by the employing department or agency
- Apply and reinforce skills and knowledge learned in the classroom or through on-the-job work assignments

How to Participate in the Interview

Follow these steps when participating in the COTR Training Interview:

- Prepare for the Interview: As soon as you and your Contracting Officer (or other supervisor) schedule the interview, begin to familiarize yourself with this Workbook and all materials located in Section 4. Inspect the Interview Summary Report, the Chart of the Procurement Process, and the list of COTR Competencies. Also, scan the units of instruction (Section 6) to become generally familiar with the kinds of tasks included. Make notes about those competencies and tasks you: (a) are very certain you have proficiency, (b) are somewhat certain you have proficiency, and (c) are unsure whether you have or do not have proficiency. Gather together any documentation (i.e., training completion certificates) that will demonstrate your prior experience and/or training.
- Discuss the Purpose of the Interview: Review with your Contracting Officer (or other supervisor) the purpose of the interview, including how your success will be a function of the experience you bring “to the table” combined with the training and developmental experiences identified during the interview and support received by stakeholders.
- Review COTR Duties to Assess Proficiency: Move through each applicable duty (as represented by various “Units of Instruction” located in Section 6 of this Workbook), determining your proficiency at performing each duty. Identify relevant coursework or certifications you have already completed. Work with your Contracting Officer (or other supervisor) to accurately document your interview discussions and ensuing determinations on the “Interview Summary Report” form (located in Section 4 of this document). Use this report to identify duties that the employee is already competent to perform. An employee may not need on-the-job or classroom training in a duty if: (1) the employee has performed the duty, and (2) the employee’s supervisor is satisfied that the employee can satisfactorily perform the duty. File a copy of this form in Section 5 of your Workbook.
- Plan Training and/or Developmental Activities: Based on the competencies, knowledges and skills you need to develop, select training or development activities appropriate to fulfill those needs. In collaboration with your Contracting Officer (or other supervisor), consult FAI’s website for a “catalogue” of suggested activities.

- Ensure You Receive Necessary Support for Training: Speak with your Contracting Officer (or other supervisor) about the kinds of support you believe you will need to effectively participate in training and bring new knowledge back to your job. Reinforce your interest in building those skills you need to excel as a COTR business leader.

How to Use COTR Interview Materials

Quick Reference List

Below is a quick reference list to guide use of COTR materials before and after the interview.

- Chart of the Procurement Process: Use this overview of the Federal Procurement Process as a tool to become familiar with the process that will underlie your work as a COTR. (A copy of this process chart can be found in Section 4 of this Workbook.)
- Section 1 Content: Use the content from this section (a results-oriented view of acquisition and creating high-performing COTRs) as a foundation for your discussions with newly designated individuals.
- COTR Competencies: Use this list and definitions to become aware of the wide range of competencies that are instrumental as you perform your COTR duties. (A copy of this list can be found in Section 4 of this Workbook.)
- Interview Summary Report: Use this document during your interview to identify all areas indicating a lack of training or experience and each recommended activity to meet that need. (A blank copy of this report can be found in Section 4 of this Workbook.)

Section 4. COTR Training Interview Materials

Interview Summary Report

The following pages present a blank Interview Summary Report form, to be used in documenting the review and analysis of an individual's experience and competencies in key COTR activities and duties. It is advised that both parties (Contracting Officer/Supervisor and COTR designee) become familiar with this form prior to the interview.

INTERVIEW SUMMARY REPORT

INSTRUCTIONS: Use this form to interview each COTR when developing training priorities and preparing Individual Development Plans. After completing the form, give one copy to the COTR and file the other copy in the Contracting Officer's Workbook.

This summary document contains two sections:

- (1) The Competency Development Inventory: The Competency Development Inventory will contain those competencies to be developed, the training priority allocated for each competency, and the developmental activities specified (with dates of expected completion). The Contracting Officer will record completion of necessary developmental activities.*
- (2) The Training Blueprint Inventory: The Training Blueprint Inventory will summarize those areas requiring training, the training priority allocated for each area, and the developmental activities specified (with dates of expected completion). As with the Competency Development Inventory, the Contracting Officer will record completion of necessary developmental activities.*

COTR Name: _____
Contracting Officer/Supervisor Name: _____
Interview Date: _____

Competency Development Inventory

Competencies to be developed:	Training Priority Essential = A Needed = B Helpful = C	Development Activities (e.g., course titles, specific resource materials)	Projected Completion Dates	Completed? (Y/N)

COTR Name: _____
 Contracting Officer/Supervisor Name: _____
 Interview Date: _____

Training Blueprint Inventory

Unit # to be developed:	Duty to be developed:	Training Priority Essential = A Needed = B Helpful = C	Development Activities (e.g., course titles, specific resource materials)	Projected Completion Dates	Completed? (Y/N)

Individual Development Plan (IDP) Form

The following pages present a blank Individual Development Plan (IDP) form, to be used in all discussions regarding training and development across the federal government. It is advised that both parties (CO/Supervisor and COTR designee) become familiar with this form prior to the interview.

	COMPETENCY	EDUCATION	TRAINING Level I/Level II	OJT	EXPERIENCE	DATE COMPLETED
Acquisition Planning	0 Contracting Orientation					
	Determination of Need					
	1 Forecasting Requirements					
	2 Acquisition Planning					
	3 Purchase Requests					
	4 Funding					
	5 Market Research					
	Analysis of Requirements					
	6 Requirements Documents					
	7 Use of Government Property & Supply Sources					
	8 Services					
	Extent of Competition					
	9 Sources					
	10 Competition Requirements					
	11 Set-Asides					
	12 8(a) Procurements					
	Source Selection Planning					
	13 Lease Vs. Purchase					
	14 Price Related Factors					
	15 Non-Price Factors					
	16 Method of Procurement					
	Solicitation Terms & Conditions					
	17 Contract Types – Pricing Arrangements					
	18 Recurring Requirements					
	19 Unpriced Contracts					
	20 Contract Financing					
	21 Need for Bonds					
	22 Method of Payment					
	23 Procurement Planning					

	COMPETENCY	EDUCATION	TRAINING Level I/Level II	OJT	EXPERIENCE	DATE COMPLETED
Contract Formation	Solicitation of Offers					
	24 Publicizing Proposed Procurements					
	25 Conduct Oral Solicitations					
	26 Solicitation Preparation					
	27 Preaward Inquiries					
	28 Prebid/Prequote/Preproposal Conferences					
	29 Amending/Canceling Solicitations					
	Bid Evaluation					
	30 Processing Bids					
	31 Bid Acceptance Periods					
	32 Late Offers					
	33 Price Analysis –Sealed Bidding					
	34 Responsiveness					
	Proposal Evaluation					
	35 Processing Proposals					
	36 Applying Non-Price Factors					
	37 Prices Analysis - Negotiations					
	38 Pricing Information from Offerors					
	39 Audits					
	40 Cost Analysis					
	41 Evaluating Other Offered Terms & Conditions					
	42 Award without Discussions					
	43 Communications/Factfinding					
	44 Extent of Discussions (Competitive Range)					
	45 Negotiation Strategy					
	46 Conducting Discussions/Negotiations					

	COMPETENCY	EDUCATION	TRAINING Level I/Level II	OJT	EXPERIENCE	DATE COMPLETED
Contract Formation (Con't)	Contract Award					
	47 Debriefing					
	48 Responsibility					
	49 Subcontracting Requirements					
	50 Prepare Awards					
	51 Issue Awards & Notices					
	52 Mistakes In Offers					
	53 Protests					
Contract Administration	54 Contract Administration Planning					
	55 Post-Award Orientation					
	Initiation of Work & Modification					
	56 Consent to Subcontract					
	57 Subcontracting Requirements					
	58 Contract Modifications					
	59 Options					
	60 Task & Delivery Order Contracting					
	Quality Assurance					
	61 Monitoring, Inspection, and Acceptance					
	62 Delays					
	63 Stop Work					
	64 Commercial /Simplified Acquisition Remedies					
	65 Noncommercial Remedies					
	66 Documenting Past Performance					

	72 Payment of Indirect Costs					
	76 Accounting & Estimating					
	75 Collecting Contractor Debts					

82 Claims

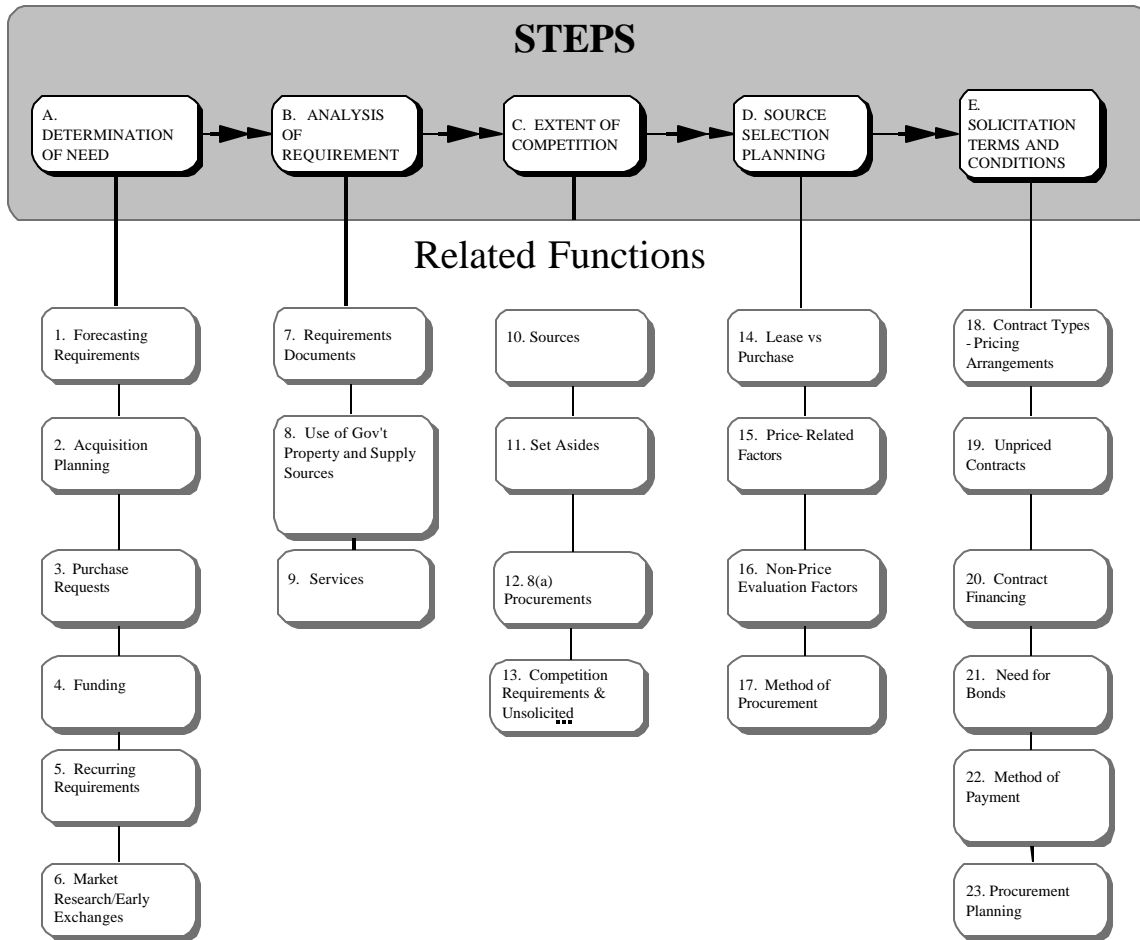
85 Fraud & Exclusions

Chart of the Procurement Process

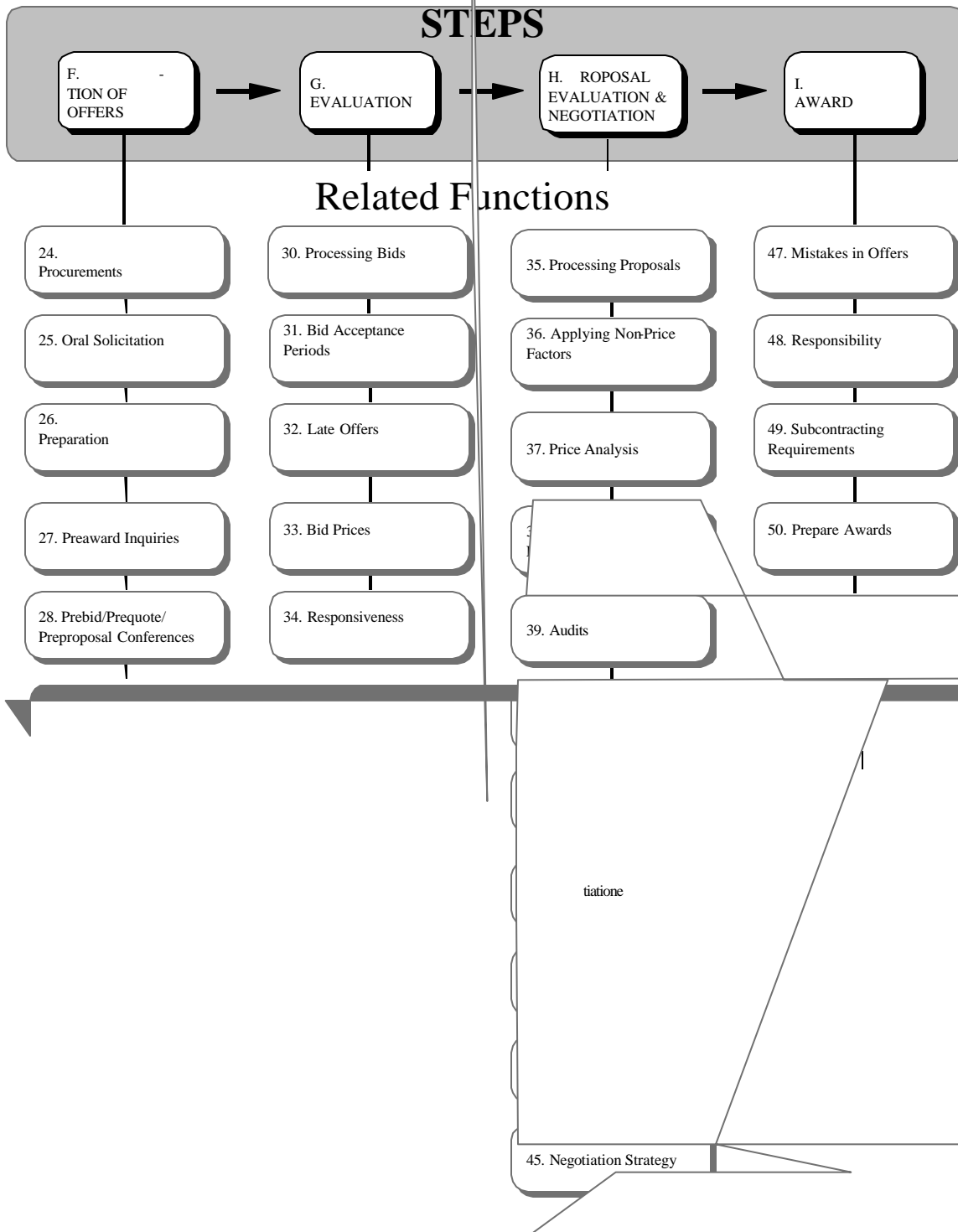
The following pages present a flowchart of the Federal Procurement Process—detailing the phases, functions, and steps of that process. This chart represents FAI's view on the ordering of duties and tasks for instructional purposes. The sequencing of functions or steps may vary from contract to contract. For example, some solicitations may be amended prior to the opening of proposals, as suggested by the flowchart, but others might not be amended until after the Government has begun to evaluate proposals. The units of instruction correspond to key COTR actions for various numbered steps in the flowcharts.

Please note that not every function or step applies to COTRs. Each agency will need to identify the degree of COTR involvement based on their manpower, mission and policies. The COTR Chart of Duties follows and contains the 18 most essential functions and duties.

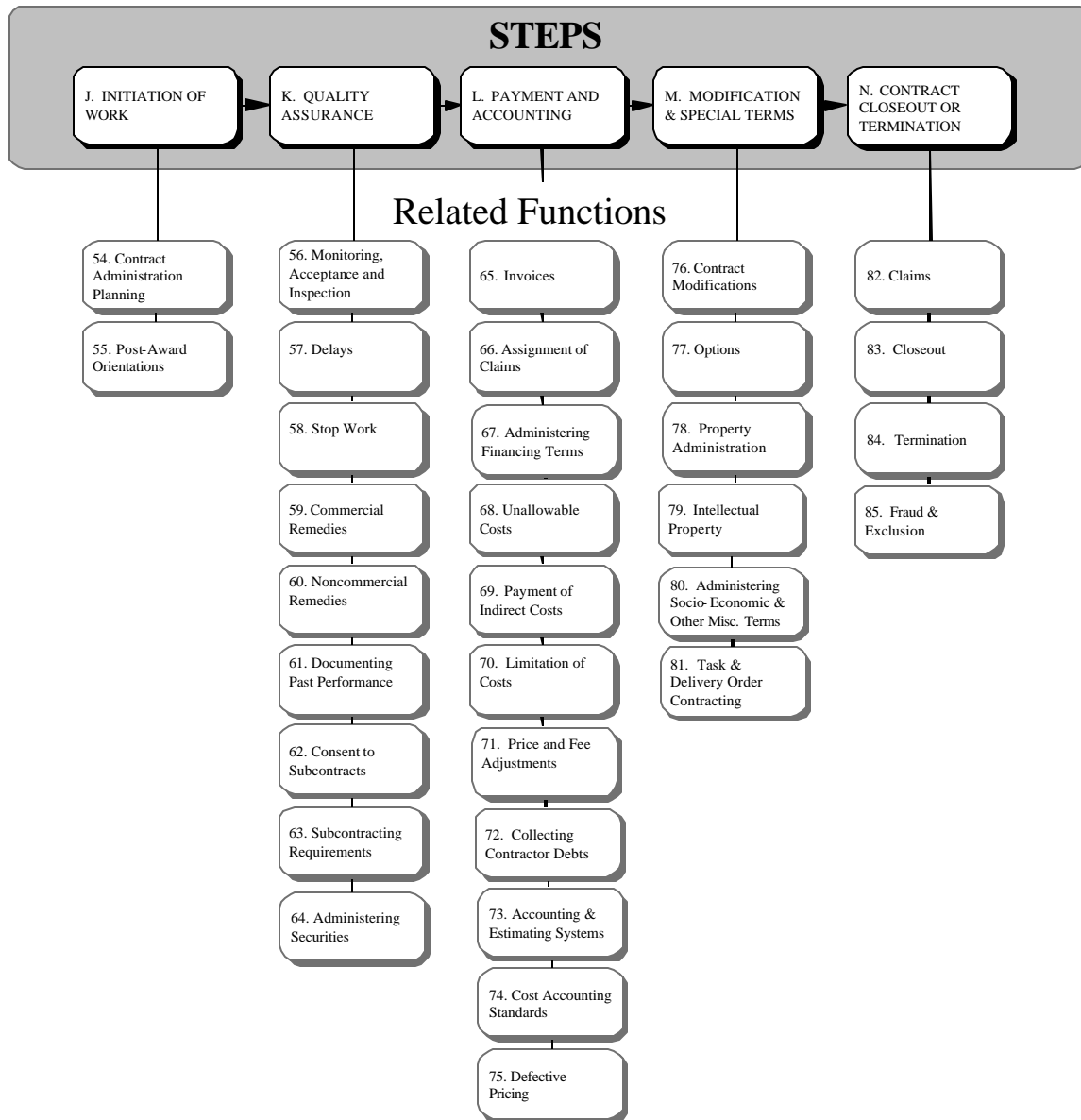
I. ACQUISITION PLANNING



II. CONTRACT FORMATION



III. CONTRACT ADMINISTRATION



COTR Competencies

The following list contains those initial COTR competencies as identified by FAI. These competencies comprise a foundation for effective performance of COTR-related responsibilities. Full definitions for each of these competencies can be found in Appendix B.

Professional Business Competencies	Technical Competencies
Oral Communication	Effective Communication of Contract Requirements
Decision-Making	Effective Performance Management
Teamwork	Strategic Planning
Problem Solving	Detailed Evaluation Skills
Attention to Detail	Defining Business Relationships
Reasoning	Understanding the Marketplace
Flexibility	Effective Communication
Interpersonal Skills	Defining Gvmt. Requirements in Commercial/Non-Commercial Terms
Self-Mgmt./Initiative	Effective Negotiation Skills and Effective Analytical Skills
Integrity/Honesty	
Planning and Evaluating	
Influencing/Negotiating	
Writing	
Project Management	

Chart of COTR Duties

The document included in this section displays contains the 18 most essential functions and duties performed by the COTR.

Duty	Duty Summary	Duty Standards
Duty 1 – Work Package	As the individual assigned to initiate the acquisition of the Government's requirement for a service or supply, the program or other authorized official is required to develop a Purchase Request Work Package for transmittal to the Contracting Officer.	The duty is successfully completed when the authorized official had provided sufficient documentation to support the current, complete, and accurate information to proceed with the procurement.
Duty 2 – Government Property	As the individual identified as the Property Administrator, the COR recommends whether to provide government property to the Contractor.	The duty is completed successfully when the COR correctly recommends the use of Government property for a proposed procurement. Justifications provided fully support recommendation.
Duty 3 – Technical Assistance	As the individual assigned to assist with a proposed procurement or contract program, the official may be required to provide pre-award technical assistance when requested by the CO.	This duty is completed successfully when technical assistance provided is sufficient to support actions taken by the CO. Solicitation-award phase assistance is in accordance with any source selection procedures established for the procurement and actions taken did not exceed any delegated authority.
Duty 4 – COR Workplan	As the individual officially delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer Representative (COR) will need to prepare a COR Workplan and establish and maintain appropriate record-keeping files.	A COR Workplan is measured as a success when: Assigned tasks are clearly defined. Assignments are workable. Concerns are identified. Milestones related to tasks are clearly flagged.
Duty 5 – Postaward Orientation	When requested by the Contracting Officer, the Contracting Officer's Representative (COR) will assist and participate in the postaward orientation.	At the completion of an orientation, success is measured when: The contractor is correctly informed of all postaward rights, duties, and milestones of both parties that affect substantial performance. All potential issues that may affect substantial performance are identified and resolved. The resolution of each issue is fully documented in a Postaward report. The Contracting Officer is notified of any issues that were not resolved after subsequent effort. The contractor is advised of procedures, including rebuttal rights, for documenting performance in the agency Past Performance File.
Duty 6 – Administer Government Property	As the individual delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer's Representative (COR) may required to:	This duty is considered successfully completed when any damage, loss or destruction has been accurately documented, the CO has been notified and an assessment of costs has been made.

Duty	Duty Summary	Duty Standards
	Monitor the acquisition, control, and disposition of Government Property by Government personnel and by the contractor. Assess contractors for any loss, damage, or destruction of property.	
Duty 7 – Monitor Contractor Performance	As the individual delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer Representative (COR) will be required to: Perform monitoring actions as authorized by the Contracting Officer. Document contractor performance.	Successful monitoring occurs when: All potential problems on performance and delivery requirements are reported to the CO. Any noncompliance with other terms and conditions of the contract are identified and reported to the CO. Sufficient documentation of a contractor's performance exists to support payments under the contract. Technical analysis is sufficient to support Contracting Officer's negotiations and final decision issued.
Duty 8 – Inspection and Acceptance	As the official delegated by the Contracting Officer (CO), the Contracting Officer Representative (COR) performs inspection and acceptance actions and informs the CO when rejecting or accepting nonconformance.	Inspections and acceptances are measured as successes when: Supplies or services tendered by contractors meet contract requirements. Nonconforming supplies or services are rejected or otherwise resolved.
Duty 9 – Document Past Performance	As the official delegated by the Contracting Officer (CO), the Contracting Officer Representative (COR) may be required to document a contractor's performance in the agency's Past Performance file.	Past performance documentation will fairly characterize the contractor's actual performance. Past performance information is complete and sufficient for application in pre-award source selections.
Duty 10 – Modifications	As the individual who is delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer Representative (COR) will be required to: Review and recommend contract modification requests. Prepare a technical evaluation to support a determination that the change is not outside the scope of the contract.	Assisting the CO with changes to the contract is successfully completed when the COR has provided: A technical evaluation addressing quality, quantity, price, and other factors impacting contract performance. Any other necessary documentation supporting the actions taken by the CO to resolve the modification request.
Duty 11 – Options	As the official delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer Representative (COR) may be required to: Recommend, in writing, to the CO whether an option should be exercised under the contract (given a contract awarded with options and an option clause).	An option is processed successfully when: The option is exercised within the time frame established in the contract. Relevant market research data is submitted to support the recommendation to exercise the option. The option represents the most advantageous offer available from the commercial market.

Duty	Duty Summary	Duty Standards
	Submit market research data to the CO to support the recommendation to exercise the option.	
Duty 12 – Delays	As the individual delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer's Representative (COR) is required to notify the CO about a delay in the delivery or performance schedule under the contract.	The COR should be able to correctly identify delays in contract delivery or performance schedule. The technical analysis should be sufficient to support the action taken by the CO to remedy the delay.
Duty 13 – Stop Work	As the individual delegated contract responsibilities by the CO, the COR may be asked to assist in administering Stop Work Orders.	This duty is completed successfully when the COR: Can identify and determine the necessity of a Stop Work Order. Administers a Stop Work Order to avoid unnecessary costs. Minimizes Government risk.
Duty 14 – Claims	As the individual delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer's Representative (COR) will be required to assist the CO in analyzing a claim, recommend settlement position, and participate in the resolution process.	The COR has successfully completed this duty when: The validity of the claim is correctly determined. A proper and complete report is prepared and fully supports the CO's determination. The Government's interests are protected while treating the contractor fairly and equitably within the terms of the contract.
Duty 15 – Remedies	When a breach of contract has been identified, the Contracting Officer's Representative (COR) should provide to the Contracting Officer (CO): Sufficient evidence of a breach and suggestion for an appropriate contract remedy, and Assistance in evaluating contractor response.	At the end of this duty, the COR should be able to successfully: Provide remedy notification that is adequate, timely, and will support the CO's final decision. Suggest the remedy that will best minimize the impact of the contractor's performance problems on the requirement, delivery schedule, and cost.
Duty 16 – Termination	As the individual delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer's Representative (COR) may be required to assist the CO in determining whether to terminate a contract.	This duty is completed successfully when the COR identifies termination situations and procedures and can recommend a Termination for Convenience or a Termination for Default (or Cause) when necessary.
Duty 17 – Payment	As the official delegated contract responsibilities by the Contracting Officer (CO), the Contracting Officer's Representative (COR) will have to recommend to the CO whether to authorize payment against an invoice in full, in part, or not at all.	This duty is completed successfully when the COR can recommend to the CO whether to authorize payment against an invoice in full, in part, or not at all.
Duty 18 – Closeout	A Contracting Officer's Representative (COR) final duty as the individual delegated contract responsibilities by the	This duty is completed successfully when the contractor and Government have fulfilled their obligations in a timely manner, all outstanding

Duty	Duty Summary	Duty Standards
	Contracting Officer (CO) is to perform contract closeout.	contract administration issues have been resolved, and all records are correctly disposed.

Section 5. COTR Training Documentation

COMPLETED Interview Summary Report(s)

Please store COMPLETED Interview Summary Reports for COTRs behind this cover page. Make sure each report is accurately labeled with the COTR's name, interview date(s) and agreed actions. When conducting periodic developmental discussions, both parties should append to the same report.



COMPLETED Training Certificates

Please store COMPLETED Training Certificates for the COTRs you supervise behind this cover page. Make sure each certificate is accurately labeled with the employee's name, date and certified course content.

Section 6. Units of Instruction

The following section contains the eighteen (18) COTR Units of Instruction.

UNIT 1 - PREPARE A REQUIREMENTS PACKAGE

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Prepare a Purchase Request Work Package for submittal to the contracting office for procurement action.
Conditions	Given staff meeting minutes, acquisition histories, market data, proposed budgets, and related planning documents.
Overall Standard(s)	<p>The duty is successfully completed when the authorized official provides supporting documentation that is current, complete, and accurate information and is sufficient to proceed with procurement action. Purchase request (including program plans, budget estimates, and schedules) are:</p> <ul style="list-style-type: none">• Written in terms that accurately reflect the market's capabilities (lead-times, production, delivery, and cost) and procurement lead-times).• Designed to obtain maximum competition.• Ensuring quality assurance requirements are met.• Satisfying the Government's needs in the most effective, economical, and timely manner.• Including past performance data as an evaluation factor.• Encouraging or requiring offerors to supply and use commercial or (to the extent commercial items are not suitable) other nondevelopmental items to the maximum extent practicable.

Evaluator

Name

Title

Date

UNIT 1 - PREPARE A REQUIREMENTS PACKAGE

Insert documentation to support completed training

UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

Policies

Far Ref.	Title	Relevancy
<u>1.102</u>	Statement of guiding principles for the Federal Acquisition System	Acquisition system standards, goals, and strategies.
<u>3.104</u>	Procurement integrity	Safeguarding source selection and proprietary information
<u>5.404</u>	Release of long-range acquisition estimates	Long-range acquisition estimates
<u>5.405</u>	Exchange of acquisition information	Obtaining acquisition information from other agencies
<u>6.303-2</u>	Content	Paragraph (a)(8): Market research for other than full and open competition
<u>7.1</u>	Acquisition Planning	Acquisition plans.
<u>7.3</u>	Contractor Versus Government Performance	Contractor vs. Government performance.
<u>7.403</u>	General Services Administration assistance	GSA assistance
<u>9.104-2</u>	Special standards.	Special standards of responsibility
<u>10</u>	Market Research.	FAR Part on market research
<u>11</u>	Describing Agency Needs	Describing Agency Needs
<u>12.101</u>	Policy	Market research to determine whether commercial or non-developmental items are available
<u>12.202</u>	Market research and description of agency need	Describing the need in solicitations of offers or quotes for commercial items under FAR Part 12

UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

Far Ref.	Title	Relevancy
12.205	Offers	Paragraphs (a) & (b): Use of commercial product information in evaluating offers (rather than requiring submission of technical information) allowing proposals of alternative commercial products).
12.206	Use of past performance	Use of past performance as an evaluation factor when acquiring commercial items
13.106-1	Soliciting competition	Paragraph (a) (2): Price-related factors in simplified acquisition
14.201-8	Price related factors	Price-related factors in sealed bidding
15.101	Best value continuum	Evaluation factors in negotiations
15.304	Evaluation factors and significant sub-factors	Evaluation factors in negotiations
23.202	Policy	Considering energy conservation and water efficiency data in the preparation of plans, drawings, specifications, and other product descriptions.
23.4	Scope of subpart	Specifying use of recovered materials
23.703	Policy	Favoring the acquisition of environmentally preferable and energy-efficient products and services.
24.103	Procedures	Special review requirements for requirements documents that involve the design, development, or operation of systems of records.
25.408(a)(3)	Procedures	No requirements solely to preclude acquisition of eligible products under the Trade Agreements Act.
32.107	Need for contract financing not a deterrent	The need for financing not to be used as an evaluation factor.
32.7	Contract Funding	Paragraphs 32.700 through 703: Contract funding
32.705-1	Clauses for contracting in advance of funds	Contract funding

UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

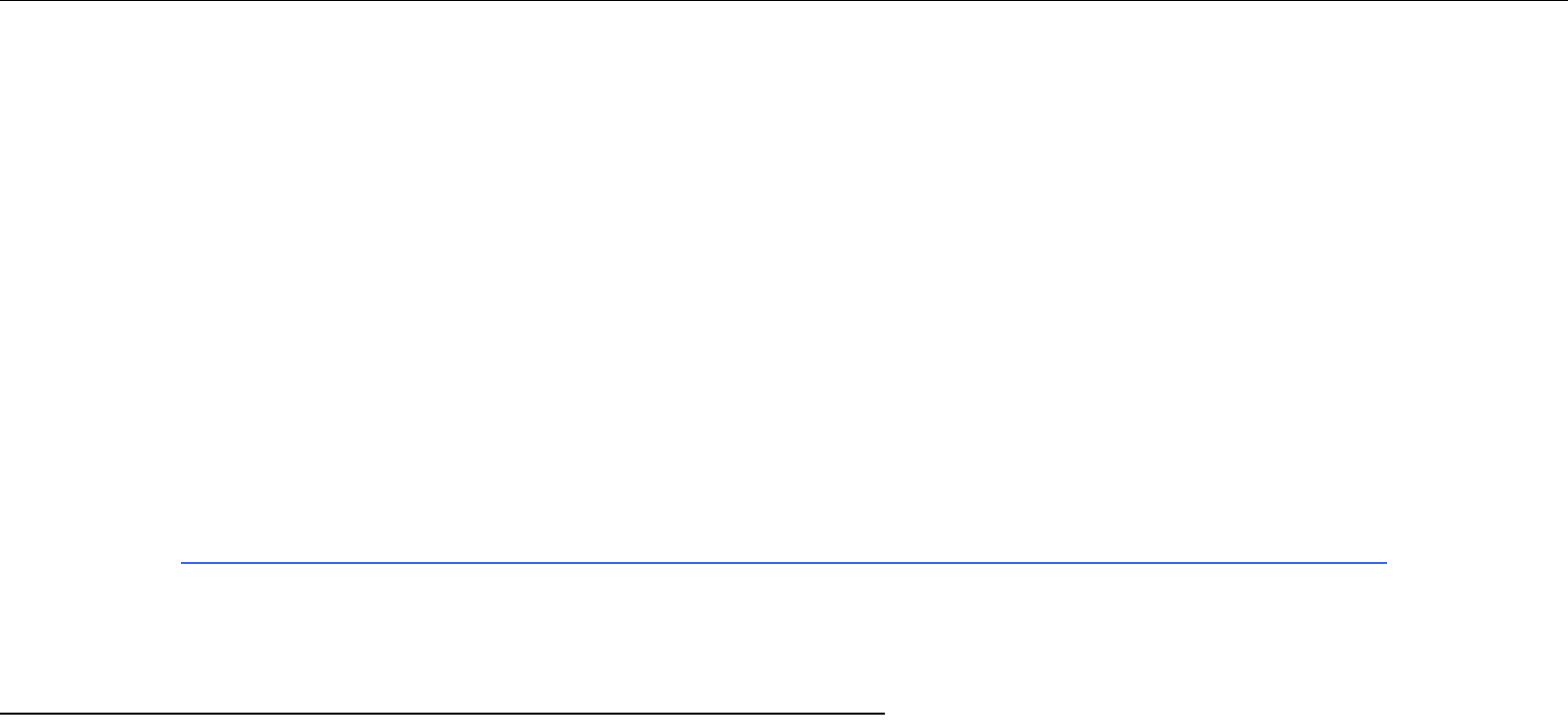
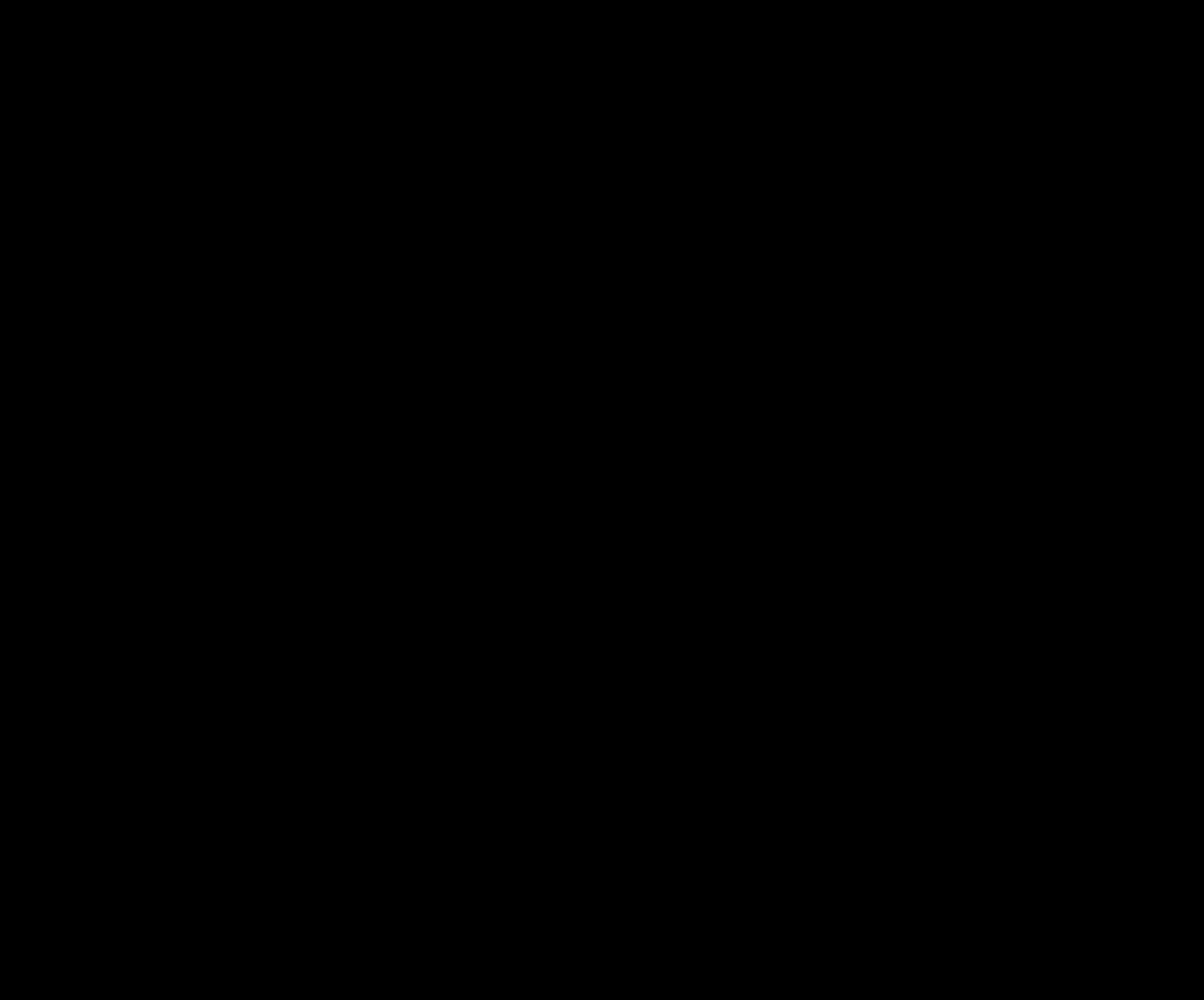
Far Ref.	Title	Relevancy
35.007	Solicitations	Paragraph (g): Work statements for research and development
35.008	Evaluation for Award	Paragraphs (a) & (b): Guidelines for R&D evaluation factors
35.016	Broad Agency Announcement	Use of evaluation factors in Broad Agency Announcements (BAA)
37.602-1	Statements of Work	Statements of work for performance-based service contracts
37.102	Policy	Policy of reliance on the private sector for commercial services
37.106	Funding and term of service contracts.	Funding and term of service contracts
37.601	General	Definition of "performance-based contracting"
39	Acquisition of Information Technology	Information technology requirements
46.101	Definitions	Definitions of contract quality requirements, contract quality assurance, inspection, and acceptance.
46.102	Policy	Policies regarding incorporation of inspection and other quality requirements.
46.103	Contracting Office Responsibilities	Contracting office responsibilities for incorporating contract quality requirements.
46.2	Contract Quality Requirements	Contract quality requirements
46.4	Government Contract Quality Assurance	Specifying the Government's role and responsibility for contract quality assurance, including quality assurance surveillance plans.
52.212-2	Evaluation—Commercial Items	Factors in evaluating commercial items
52.232-18	Availability of Funds	52.232-18 and -19: Availability of funds

Other KSA's

Reserved.

UNIT 1 - PREPARE A REQUIREMENTS PACKAGE

Other Policies and References (Annotate As Necessary):



UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

<p>Step 2. Perform market research related to the program objectives and tasks.</p> <ul style="list-style-type: none"> • New or upgraded products and services. • Products and services capable of being modified to meet Government needs. • Trends in technology, price, supply, and demand. • Trends in terms, conditions, and warranty practices for commercial sales. • Production and/or delivery lead times. • Problems and issues in the award and administration of previous contracts. • Practices of commercial firms (e.g., warranties, buyer financing, and maintenance). • If capable sources exist. (94-790) • Availability of commercial items. • Commercial items that could be modified to meet needs. • Customizing, modifying or tailoring practices. • Terms such as warranty, buyer financing, discounts, etc. • Laws and regulations unique to item. • Distribution and support capabilities of suppliers. • Identify potential on-line sources and information typically available. 	<p>Step 2. Comply with the requirement in FAR 7.102 to conduct market research for all acquisitions. Select the most effective market Research Techniques:</p> <ul style="list-style-type: none"> ? Contacting experts regarding market capabilities. ? Reviewing the results of recent market research. ? Publishing formal requests for information. ? Querying databases/on-line communication. ? Obtaining source lists from other agencies or associations. ? Reviewing catalogs and product literature. ? Holding presolicitation conferences. (94-790) <p>Comply with the requirement at FAR 10.001(a)(3)(iii) for conducting market research to determine if sources capable of satisfying the agency's requirements exist.</p> <p>Comply with the requirement at FAR 10.001(a)(3)(I) for conducting market research to determine if commercial items or (to the extent commercial items suitable to meet the agency's needs are not available) nondevelopmental items other than commercial items are available that --</p> <ul style="list-style-type: none"> • Meet the agency's requirements; • Could be modified to meet the agency's requirements; or • Could meet the agency's requirements if those requirements were modified to a reasonable extent. <p>Comply with the requirement at FAR 10.001(3)(a)(ii) for conducting market research to determine the practices of firms engaged in producing, distributing, and supporting commercial items, such as terms for warranties, buyer financing, maintenance and packaging and marking.</p>
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UNIT 1 - PREPARE A REQUIREMENTS PACKAGE

Step 3. Develop the original or revised requirement.	<p>Step 3. Observe the order of priority at FAR 11.101 in selecting from among existing requirement documents or submit any necessary justifications for using a lower priority requirements document.</p> <p>Ensure compliance with the Federal Standardization Manual and DOD 4120.3-M, Defense Standardization Program Policies and Procedures.</p>
2. Prepare a Surveillance Plan.	<p>2. The Surveillance Plan should detail how the Government plans to assure the supplies/services conform to the contract's requirements. At a minimum the Surveillance Plan:</p> <ul style="list-style-type: none">• Is used to address how the Government will monitor a contractor's performance.• Is in accordance with the format, forms, guidelines, quality control, and quality assurance specified in agency policy.• Includes award/fee plans, as appropriate.

UNIT 1 - PREPARE A REQUIREMENTS PACKAGE

3. Prepare a Government budget estimate.

The COTR should ensure that the Government budget estimate:

- Describes program needs (i.e., technical objectives).
- Identifies and sequences tasks to accomplish overall objectives for each sub-objective.
- Identifies sub-objectives and project office for each task.
- Identifies resources needed.
- Estimates length of time per task.
- Accurately reflects available data on the project.
- Lists probable line items and the probable quantity, cost, and procurement milestones for each.
- Describes and is based on factual information.

3. The Government dollar value budget estimate should be independent, complete, and accurate. Estimate must be sufficiently presented for use in comparison with any offer or cost and pricing data received.

UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

4. Formulas for Price and Criteria for technical evaluations. Typical price-related factors included in a solicitation are:

- Costs of [Government-furnished property](#)
- [Options](#)
- [Lease vs. purchase](#)
- [Transportation costs](#)
- [Other costs](#)

Criteria for might include the contractor's:

- Past performance.
- Understanding of the Government's Requirement.
- Technical approach to performing the work.
- Experience in performing similar work.
- Qualifications of engineering or other technical personnel.
- Quality of the facilities to be used for performing the work.
- Quality assurance programs and plans.
- Management capabilities and organization for the proposed work.
- Scheduling and delivery-related controls.
- Subcontracting and make-or-buy plans.
- Environmental objectives, including consideration for environmentally preferred products.
- Cost realism and other relevant factors.

4. Identify the best value requirements for meeting the Government's need.

Consider all price-related factors. Identify and draft business management and technical evaluation factors; recommend and justify the relative importance of each factor. Proposed evaluation factors are valid (i.e., the factor correlates significantly with ability to perform the work of the contract).

complete and sufficient to demonstrate the relationship between each factor and the need, as expressed in the Statement of Work. Proposed factors:

- Complete: standards.
- Concise: factors and requirement.
- Consistent with Statement of Work.
- Supporting documentation is sufficient.
- Past Performance sub-factors should be tailored to the key performance criteria in the statement of work and should differentiate a "good" performer from a "poor" performer for the type of work that will be performed.

Help the Source Selection Authority (SSA) with technical aspects of formal
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UNIT 1 - PREPARE A

REQUIREMENTS PACKAGE

5. Obtain all necessary concurrence and approvals to finalize work package.	5. Concurrence and approval must be obtained from the appropriate individuals. Ensure the Work Package: <ol style="list-style-type: none">1. is current, accurate and complete.2. contains all necessary authorizations.3. has all funding commitments and includes justifications for any restrictive requirements.4. includes a source list that has considered small business, 8(a) firms and other socio-economic programs.
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UNIT 2- GOVERNMENT PROPERTY

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Recommends whether to provide Government property for a procurement action.
Conditions	Given a procurement request and a requirements document, market research and acquisition histories.
Overall Standard(s)	The duty is completed successfully when the use of Government property for a proposed procurement is correctly recommended. Justifications provided fully support recommendation.

Evaluator

Name

Title

Date

UNIT 2- GOVERNMENT PROPERTY

Insert documentation to support completed training

UNIT 2 – GOVERNMENT PROPERTY

Policies

Far Ref.	Title	Relevancy
<u>35.014(a)</u>	Government property and title	Government property and title (related to R&D acquisitions)
<u>44.202-2</u>	Considerations	Paragraph (a)(2): Contractor use of Government sources
<u>45.101</u>	Definitions	Definitions related to Government property
<u>45.102</u>	Policy	General policies on property
<u>45.106</u>	Government property clauses	Information for using Property clauses
<u>45.3</u>	Providing Government Property to Contractors	Policies and procedures for providing Government property to contractors
<u>45.301</u>	Definitions	Definitions related to Contractor acquired Property.
<u>51.1</u>	Contractor Use of Government Supply Sources	Use of Government supply sources
<u>52.244-2</u>	Subcontracts	Approval and notification terms and conditions for facilities and special test equipment
<u>52.245-1</u>	Property Records	Terms and conditions for Government property
<u>52.245-2</u>	Government Property (Fixed-Price Contracts)	Terms and conditions for Government property
<u>52.245-4</u>	Government-Furnished Property (Short Form)	Terms and conditions for Government property
<u>52.245-5</u>	Government Property (Cost-Reimbursement, Time-and-Material, or Labor-Hour Contracts)	Terms and conditions for Government property
<u>52.245-7</u>	Government Property (Consolidated Facilities)	Terms and conditions for Government property

UNIT 2 – GOVERNMENT PROPERTY

Far Ref.	Title	Relevancy
52.245-10	Government Property (Facilities Acquisition)	Terms and conditions for Government property
52.245-11	Government Property (Facilities Use)	Terms and conditions for Government property
52.245-19	245-19: Government Property Furnished "As Is"	Terms and conditions for Government property
52.251-1	Government Supply Sources	Government supply sources

Other Policies and References (Annotate As Necessary):

UNIT 2 – GOVERNMENT PROPERTY

The COTR is often the individual responsible for recommending to the CO whether to issue Government property to the contractor. Two tasks are required to be performed when making Government property recommendations to the CO.

Tasks	Standards
<p>1. Identify Government Property for Proposed Procurements.</p> <ul style="list-style-type: none"> • Consider recommendations from other Government officials. • Review acquisition histories of similar procurements. • Review reports on existing property inventory. • Identify if the Government property for the proposed procurement will be: <ul style="list-style-type: none"> - Furnished by the Government to the contractor for use under the Government contract. - Purchased by the Government for the contractor to use under the Government contract. - Acquired by the contractor for use under the Government contract. 	<p>1. Recommendations are sufficiently documented to support whether the use of Government property is warranted. Proposed existing property is reserved for the procurement.</p>
<p>2. Notify the CO of Government Property.</p> <p>Written documents to the CO which:</p> <ul style="list-style-type: none"> • Includes all relevant factors necessary for justifying the use Government property as an integral part of the procurement. • Specifies time requirements for acquiring property • Addresses issues specific to the type of Government property, which include: <ul style="list-style-type: none"> - Government Furnished Property (GFP) Issues. - Contractor Acquired Property Issues. 	<p>2. Recommendations are provided in time for the CO to include the Government property requirements in the procurement.</p>

UNIT 3 – TECHNICAL ASSISTANCE

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Provide pre-award technical assistance.
Conditions	Given a request made by the contracting officer and a pending procurement.
Overall Standard(s)	Technical assistance provided is sufficient to support actions taken by the CO. Solicitation-award phase assistance is in accordance with any source selection procedures established for the procurement and actions taken did not exceed any delegated authority.

Evaluator

Name

Title

Date

UNIT 3 – TECHNICAL ASSISTANCE

Insert documentation to support completed training

UNIT 3 – TECHNICAL ASSISTANCE

Policies

Far Ref.	Title	Relevancy
3.104	Procurement integrity	Safeguarding source selection and propriety information.
5.1	Dissemination of information	Publicizing Proposed Procurements. Dissemination of information.
5.207	Preparation and transmittal of synopses	Paragraph (c)(2)(xiv): Synopsizing the intended source of a sole source procurement.
5.3	Synopses of Contract Awards	Synopsis of award.

UNIT 3 – TECHNICAL ASSISTANCE

Far Ref.	Title	Relevancy
<u>11.203</u>	Customer satisfaction	Providing industry with an opportunity to comment on requirements documents.
<u>12.603</u>	Streamlined solicitation for commercial items	Solicitation Preparation. Combined CBD synopsis/solicitation.
<u>13.003</u>	Simplified Acquisition Procedures: Policy	Paragraph (a) Ordering from required sources under SAT and (e) Acquiring personal services under SAT.
<u>13.102</u>	Source list	Source lists guidance.
<u>13.104</u>	Promoting competition	Competition requirements for actions under FAR Part 13 above the Micropurchase threshold (including documentation requirements).
<u>13.106-2</u>	Evaluation of quotations or offers	Competitive range determinations and maximum practicable competition in determining the extent of discussions when using simplified acquisition procedures and Paragraph (c)(3): Debriefings under SAT.
<u>13.106-3</u>	Award and documentation	Paragraph (b)(3): Documenting the file to support the award decision if other than price-related factors were considered in selecting the supplier.
<u>14.202</u>	General rules for solicitation of bids	General instructions on Invitation for Bids (IFBs) and Request for Proposals (RFPs).
<u>14.204</u>	Records of invitations for bids and records of bids	Source lists.
<u>14.205</u>	Solicitation mailing lists	Source lists.
<u>14.207</u>	Pre-bid conference	Pre-bid conferences.
<u>14.211</u>	Release of acquisition information	Paragraphs (c): Release of information prior to soliciting under Sealed Bidding procedures and (b): Release of acquisition information after solicitation.
<u>14.404-1(c)</u>	Cancellation of invitations after opening	Rejecting all offers.
<u>14.404-2</u>	Rejection of individual bids	Documenting bid rejections.
<u>15.102</u>	Oral presentations.	Oral Presentations.

UNIT 3 – TECHNICAL ASSISTANCE

Far Ref.	Title	Relevancy
15.201	Exchanges with industry before receipt of proposals	Release of information prior to soliciting under Negotiation Procedures.
15.201(f)	Exchanges with industry before receipt of proposals	Restrictions on communications before receipt of proposals.
15.206	Amending the solicitation	Amending & canceling RFPs before closing date.
15.207	Handling proposals and information	Handling proposals and information. Restrictions on disclosure of the contents of proposals.
15.301 Reserved	Definitions (Reserved)	Definitions of "deficiency" and "weakness".
15.302	Source selection objective	Source selection Objective.
15.303	Responsibilities	Paragraph (c): CO's responsibility to control exchanges after receipt of proposals.
15.303(b)	Responsibilities	Selection of personnel to review and advise on proposals.
15.304	Evaluation factors and significant sub-factors	Evaluation factors and significant sub-factors.
15.305	Proposal evaluation	Paragraphs (a)(1): Role of price and cost analysis in evaluating the reasonableness and realism of proposals; (a)(2): Past performance evaluation; (a)(3): Technical evaluation; (b): Rejecting all offers.
15.306	Exchanges with offerors after receipt of proposals	Exchanges with offerors after receipt of proposals.
15.307	Proposal revisions	Proposal revisions.
15.308	Source selection decision	Source selection decision (including documentation requirements).
15.404-1	Proposal analysis techniques	Technical analysis.
15.406-1	Pre-negotiation objectives	Paragraph (a): Fact finding as a basis for determining pre-negotiation objectives.
15.406-3	Documenting the negotiation	Documenting the negotiation.
15.503	Notifications to unsuccessful offerors	Paragraph (a): Pre-award notifications to unsuccessful offerors.

UNIT 3 – TECHNICAL ASSISTANCE

Far Ref.	Title	Relevancy
<u>15.505</u>	Pre-award debriefing of offerors	Pre-award debriefing of unsuccessful offerors.
<u>15.506</u>	Post-award debriefing of offerors	Post-award debriefing of offerors.
<u>15.6</u>	Unsolicited Proposals	Policies and procedures concerning the submission, receipt, evaluation, and acceptance or rejection of unsolicited proposals.
<u>17.106-2</u>	Solicitations	Paragraphs (b) & (c): Evaluating multiyear offers.
<u>17.206</u>	Evaluation	Evaluating options.
<u>17.5</u>	Interagency Acquisitions Under the Economy Act	Policies and procedures for interagency acquisitions under the Economy Act.
<u>22.10</u>	Service Contract Act of 1965, as Amended	Policies and procedures implementing the provisions of the Service Contract Act.
<u>23.1</u> <u>Reserved</u>	Pollution Control and Clean Air and Water	No contracts with firms proposing to use facilities that are in violation of the Air or Water Acts.
<u>23.5</u>	Drug-Free Workplace	Drug free workplace requirements for eligibility.
<u>24.202</u>	Freedom of Information Act: Prohibitions	Paragraph (b): Freedom of Information Act disclosure policies before award.
<u>35.007</u>	Solicitations	Responding to concerns that have a new idea or product that incorporates the results of independent R&D work.
<u>35.008(d)</u>	Evaluation for award	R&D debriefings.
<u>35.016</u>	Broad agency announcement	Publicizing Proposed Procurements. Broad agency announcements for R&D proposals.
<u>37</u>	Service Contracts	Policy and procedures that are specific to the acquisition and management of services by contract.
<u>37.6</u>	Performance-Based Contracting	Policies and procedures for use of performance-based contracting methods.

UNIT 3 – TECHNICAL ASSISTANCE

Other Policies and References (Annotate As Necessary):

UNIT 3 – TECHNICAL ASSISTANCE

The COTR is often the individual responsible for providing pre-award technical assistance to the CO. There are three tasks that the COTR will be required to perform to provide appropriate technical assistance.

Tasks	Standards
<p>1. Provide Pre-solicitation Assistance to the CO.</p> <ul style="list-style-type: none">• Develop specifications or the Statement of Work (SOW).• Ensure Inherently Governmental Functions (IGF) are not included in the requirement.• Develop Dollar Value Budget Estimates.• Secure necessary approvals on funding documents and other documents that require approvals.• Suggest sources.• Develop Technical evaluation criteria for the solicitation.• Chair the Technical Evaluation Panel (TEP).• Prepare a Justification for Other than Full & Open Competition (JOFOC), if necessary.• Prepare a written summary of the work statement to be used for the synopsis.• Provide technical analysis to clarify technical information in the contractor's proposal.• Provide guidance on complying with environmental programs in the procurement.	<p>1. Documentation and other assistance as required by the CO and as sufficient to support actions taken for the solicitation of offers.</p>

UNIT 3 – TECHNICAL ASSISTANCE

<p>1. Provide Solicitation Assistance to the CO.</p> <ul style="list-style-type: none">• Draft answers to questions about the delivery or performance schedule.• Participate in the pre-bid and pre-proposal conferences.• Advise COs on amending or canceling the solicitation prior to opening bid or the closing date of the RFP.• Prepare revised terms and justifications for the schedule, where necessary.• Refer all calls and correspondence from potential offerors to the CO.	<p>2. Solicitation assistance will be provided as requested by the CO.</p>
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UNIT 3 – TECHNICAL ASSISTANCE

<p>3. Provide Evaluation and Award Assistance to the CO.</p> <p>Such as:</p> <ul style="list-style-type: none">• Chairing or serving as a member on the TEP and/or preparing findings and recommendations• Helping in preparing and conducting reference checks and evaluating a contractor's past performance.• Participating in fact-finding sessions.• Helping in preparing for negotiations.• Participating in discussions with offerors.• Preparing technical evaluations of Best and Final Offers (e.g., on the cost realism of proposed labor hours, skill mix, etc.).• Applying standards of responsibility related to the agency requirement and the contractor's past performance and integrity.• Evaluating the contractor's proposed subcontracting plans, make-or-buy programs, technical skills, equipment, and facilities.• Reviewing unsolicited proposals and advising whether offered end items are innovative, unique, and have been independently originated and developed.• Participating in debriefings of unsuccessful offerors.• Gathering facts or preparing justifications on technical issues in protests.	<p>3. The actions do not exceed authority delegated by the CO.</p>
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UNIT 4 – COTR WORKPLAN

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Prepare a COTR Work Plan and establish and maintain appropriate record-keeping files.
Conditions	Given a Delegation of Authority, a contract and copies of pre-award documents
Overall Standard(s)	At a minimum, a Work Plan shall be developed and ensures that: <ul style="list-style-type: none">• All assign tasks are clearly defined.• Assignments are workable.• Concerns are identified.• Milestones related to tasks are clearly flagged.

Evaluator

Name

Title

Date

UNIT 4 – COTR WORK PLAN

Insert documentation to support completed training

UNIT 4 – COTR WORK PLAN

Policies

Other Policies and References (Annotate As Necessary):

UNIT 4 – COTR WORK PLAN

Contracting Officer's Technical Representatives (COTRs) prepare a COTR Work Plan as well as establish and maintain appropriate record-keeping files. To ensure the completion of a successful Work Plan, four tasks have been identified.

Tasks	Standards
<p>1. Accept/Reject Delegated Duties in Appointment Letter.</p> <ul style="list-style-type: none">• Identify Scope of Responsibilities from the Letter and Relevant Documents.• Identify Areas that May Have Been Omitted in the Letter.• Identify Problem Areas with Scope of Delegations.• Notify CO of Acceptance or Rejection.	<p>1. Name, role, authorities, and limits on authority are complete and accurate. No authority is included that is reserved exclusively for the CO. Delegations are within the technical capability of the appointee.</p>
<p>2. Establish Files Which Support Actions Under Contract.</p>	<p>2. Pertinent relevant documents will be placed on file as events occur. File must be complete and sufficient to support the actions taken by CO and COTR. File should include a copy of all correspondence between Government, including contracting office, and the Contractor. The documentation must be sufficient to constitute a complete history of the transaction in order to:</p> <ul style="list-style-type: none">• Provide a complete background as a basis for informed decisions at each step in the acquisition process.• Support actions taken.• Provide information for reviews and investigations.• Furnish essential facts in the event of litigation or congressional inquiries.

UNIT 4 – COTR WORK PLAN

<p>3. Develop and Follow a COTR Work Plan.</p> <ul style="list-style-type: none">• Include Administration Information.• Consider Historical Factors.• Determine the Technique to be Used for Monitoring the Contract.• Determine How to Document Performance Under the Contract.• Identify Areas Of Concern or Conflict.• Prepare the COTR Work Plan.	<p>3. Work Plan should clearly identify assigned tasks and milestones for completing each task. All areas of concern need to be identified. Historical factors should be considered in determining effort needed to complete tasks. Time and effort needed to monitor performance should be determined.</p> <ul style="list-style-type: none">• A baseline for project management and scheduling.• A simple way of tracking the extent of contract completion.• An aid for any post-award orientation conference.
<p>4. Notify the CO of Problems.</p> <ul style="list-style-type: none">• Telephone• Letter• Meeting• E-mail	<p>4. Notify the CO early in the process, in order to resolve problem areas.</p>

UNIT 5 – POSTAWARD ORIENTATION

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Help and participate in the post-award orientation.
Conditions	Given a request by the Contracting Officer and a contract.
Overall Standard(s)	<ul style="list-style-type: none">• The contractor is correctly informed of all post-award rights, duties, and milestones of both parties that affect substantial performance.• All potential issues that may affect substantial performance are identified and resolved.• The resolution of each issue is fully documented in a Post-award report.• The Contracting Officer is notified of any issues that were not resolved after subsequent effort.• The contractor is advised of procedures, including rebuttal rights, for documenting performance in the agency Past Performance File.

Evaluator

Name

Title

Date

UNIT 5 – POSTAWARD ORIENTATION

Insert documentation to support completed training

UNIT 5 – POSTAWARD ORIENTATION

Policies

Far Ref.	Title	Relevancy
4.403(c)	Responsibilities of contracting officers	Paragraph (c): Informing contractors of security classifications and requirements.
22.102	Federal and state labor requirements	Federal and state labor requirements — encouraging contractors to cooperate with Federal and State agencies responsible for enforcing labor requirements and to use the U.S. Employment Service and local State employment offices.
22.608(a)	Procedures	Paragraph (a): Furnishing the contractor with DOL WH-1313, Notice to Employees Working on Government contracts.
22.805(b)	Procedures	Paragraph(b): Furnishing the contractor with the poster "Equal Opportunity is the Law"
22.901	Policy	Information regarding Federal policies on nondiscrimination because of age.
22.1018	Notification to contractors and employees	Notifying service employees of minimum wages and fringe benefits (e.g., through DOL WH-1313, Notice to Employees Working on Government contracts).
22.1020	Seniority lists.	Seniority lists.
22.1304	Department of Labor notices	Department of Labor notices and reports re: special disabled and Vietnam era veterans.
22.1404	Department of Labor notices	Department of Labor notices re: employment of the handicapped.
42.5	Post award orientation	Post award orientation.
42.1401	General	Instructing contractors on carrier services and equipment.
52.212-4(s)	Contract terms and conditions -- commercial items	Paragraph (s): Order Of precedence -- contracts for commercial items.
52.214-29	Order Of precedence - - sealed bidding	Order Of precedence -- sealed bidding.
52.215-8	Order Of precedence - - uniform contract format	Order Of precedence -- uniform contract format.

UNIT 5 – POSTAWARD ORIENTATION

Other Policies and References (Annotate As Necessary):

UNIT 5 – POSTAWARD ORIENTATION

Contracting Officer's Representatives (COTRs) play a critical role in the post-award orientation. Generally, the COTR is expected to perform five tasks to ensure successful orientations.

Tasks	Standards
<p>1. Develop a Discussion Paper for the CO's Preliminary Briefing.</p> <ul style="list-style-type: none">• Prioritize All Performance Issues.• Select the Issues at Greatest Risk to Performance.• Develop Solutions or Other Recommendations.	<p>1. Identify performance issues that pose the greatest risk to the successful completion of the contract.</p>
<p>2. Participate in the CO's Preliminary Briefing.</p> <ul style="list-style-type: none">• Roles and Responsibilities.• Agency Past Performance File.• Performance Based Service Contracting.• Procedures for Task Order Contracts.	<p>2. Inform the Contracting Officer (CO) of all issues that may impact substantive performance. Understand role for orientation.</p>
<p>3. Participate in the Orientation.</p> <ul style="list-style-type: none">• Providing Guidance in Areas of Expertise.• Responding to Questions.• Identifying Further Action Items.	<p>3. Presentations and responses to questions are accurate and complete. Statements made do not bind the Government in any way that alters the contract.</p>
<p>4. Review a Report of the Post-award Orientation.</p> <ul style="list-style-type: none">• The names and affiliations of all participants.• The main points discussed and all agreements reached.• Areas requiring resolution.• Names of participants assigned responsibility for further actions.• Completion dates for the actions.	<p>4. Omissions and deficiencies are identified and the CO is provided with appropriate notification.</p>

UNIT 5 – POSTAWARD ORIENTATION

5. Complete Assigned Action Items.	5. Copies of all correspondence, memorandums, and other material covering the action item are provided to the CO for the Contract File.
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UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

- | | |
|--------|--|
| Duties | <ul style="list-style-type: none">• Monitor the acquisition, control, and disposition of Government property by Government personnel and by the contractor.• Assess contractors for any loss, damage, or destruction of property. |
|--------|--|

Conditions	Given a contract with Government property requirements.
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Overall Standard(s)	Any damage, loss or destruction has been accurately documented, the CO has been notified and an assessment of costs has been made.
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Evaluator

Name

Title

Date

UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

Insert documentation to support completed training

UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

Policies

Far Ref	Title	Relevancy
<u>28.303</u>	Insurance against loss of or damage to Government Property	Contractor insurance for Government property.
<u>31.205-26</u>	Material costs	Costs of Material, Special Test Equipment, and Special Tooling.
<u>31.205-40</u>	Special tooling and special test equipment costs	Costs of Material, Special Test Equipment, and Special Tooling.
<u>42.302(a)(26)-(30)</u>	Contract administration functions	Paragraph (a) subparagraphs 26-30: Contract property administration functions pertaining to administering Government property.
<u>45.101</u>	Definitions	Definitions related to Government property.
<u>45.102</u>	Policy	General policies on property.
<u>45.103</u>	Responsibility and liability for Government Property	Responsibility and liability for Government property.
<u>45.104</u>	Review and correction of contractors' property control systems	Review and correction of contractor's property control system.
<u>45.105</u>	Records of Government Property	Records of Government property.
<u>45.301</u>	Definitions.	Definitions related to contractor-acquired property.
<u>45.4</u>	Contractor Use and Rental of Government Property	Contractor use and rental of Government property.
<u>45.5</u>	Management of Government Property in the Possession of Contractors	Management of Government property in the possession of contractors.

UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

Far Ref	Title	Relevancy
45.6	Reporting, Redistribution, and Disposal of Contractor Inventory	Reporting, redistribution, and disposal of contractor inventory.
52.245-1	Property Records	Government property clauses.
52.245-2	Government Property (Fixed-Price Contracts)	Government property clauses.
52.245-4	Government-Furnished Property (Short Form)	Government property clauses.
52.245-5	Government Property (Cost-Reimbursement, Time-and-Material, or Labor-Hour Contracts)	Government property clauses.
52.245-7	Government Property (Consolidated Facilities)	Government property clauses.
52.245-10	Government Property (Facilities Acquisition)	Government property clauses.
52.245-11	Government Property (Facilities Use)	Government property clauses.
52.245-17	Special Tooling	Government property clauses.
52.245-18	Special Test Equipment	Government property clauses.
52.247-29	F.o.b. Origin	FOB point for delivery of Government furnished property.

UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

Other Policies and References (Annotate As Necessary):

UNIT 6 – ADMINISTERING GOVERNMENT PROPERTY

The COTR is often the individual responsible for helping the CO with monitoring Government property under a contract. There are three tasks that the COTR will be required to perform to ensure that Government property is properly transferred, used, and disposed of.

Tasks	Standards
1. Supervise Initial Transfer of Government Property.	1. Administration of Government property starts at the beginning of the contract and ends when the Government contract expires.
2. Monitor Contractor's Use of Government Property.	2. Closely monitor the use of Government property in the contractor's possession, regardless of value. Ensure it is used to the maximum extent practical in performing Government contracts.
3. Monitor Disposition of Government Property.	3. Government property should be properly disposed of after the Government contract expires.

UNIT 7 – MONITORING CONTRACTOR PERFORMANCE

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	<ul style="list-style-type: none">• Perform monitoring actions as authorized by the Contracting Officer (CO).• Document contractor performance.
Conditions	Given a contract and contract file.
Overall Standard(s)	Successful monitoring occurs when: <ul style="list-style-type: none">• All potential problems on performance and delivery requirements are reported to the CO.• Any noncompliance with other terms and conditions of the contract are identified and reported to the CO.• Sufficient documentation of a contractor's performance exists to support payments under the contract.• Technical analysis is sufficient to support COs negotiations and final decision issued.

Evaluator

Name

Title

Date

UNIT 7 – MONITORING CONTRACTOR PERFORMANCE

Insert documentation to support completed training

UNIT 7 – MONITORING CONTRACTOR PERFORMANCE

Policies

Far Ref.	Title	Relevancy
1.602-3	Ratification of unauthorized commitments	Ratification of unauthorized commitments
3.9	Whistleblower Protections for Contractor Employees	Whistleblower Protections for Contractor Employees
4.7	Contractor Records Retention	Contractor records
8.405-3	Inspection and acceptance	Inspection of items acquired through the Federal Supply Schedule program.
8.605(c)	Clearances	Disputes regarding price, quality, character, or suitability of supplies produced by FPI, Inc.
8.705-4	Compliance with orders	Inspection and acceptance of items ordered from JWOD participating, nonprofit agencies; resolving problems with the orders.
9.307	Government administration procedures	First article testing
12.208	Contract quality assurance	Contract quality assurance and acceptance (contracts for commercial items)
12.402	Acceptance	Contract quality assurance and acceptance (contracts for commercial items)
13.101(a)	Procedures General	Paragraph (a) (4): Providing for the inspection of supplies or services as prescribed in 46.404
32.702	Policy on Contract Funding	Anti-deficiency
32.704	Limitation of costs or funds	Limitation of costs
42.4	Contract correspondence	Correspondence and visits with the contractor
42.11	Production Surveillance and Reporting	Production surveillance and reporting
42.16	Small Business Contract Administration	Small business contract administration

UNIT 7 – MONITORING CONTRACTOR PERFORMANCE

Far Ref.	Title	Relevancy
<u>43.104</u>	Notification of contract changes	Notice of constructive changes.
<u>46.401</u>	Government Contract Quality Assurance	Government contract quality assurance
<u>52.211-5</u>	Material Requirements	Responding to contractor requests to substitute used or surplus materials for new materials
<u>52.232-20</u>	Limitation of cost	Total cost applying to contract
<u>52.232-22</u>	Limitation of funds (incrementally funded cost reimbursements contracts)	Total amount of funds applicable to contract
<u>52.242-2</u>	Production Progress Reports	Production progress reports
<u>52.242-12</u>	Report of Shipment (REPSHIP)	Reports of shipments
<u>52.247-63</u>	Preference for U.S.-Flag Air Carriers.	Preferences for U.S. Flag Air Carriers and commercial vessels
<u>52.247-64</u>	Preference for Privately Owned U.S.-Flag Commercial Vessels	Preferences for U.S. Flag Air Carriers and commercial vessels

Other Policies and References (Annotate As Necessary):

UNIT 7 – MONITORING CONTRACTOR PERFORMANCE

Contracting Officer's Technical Representatives (COTRs) must know how to monitor contract performance. Part of the monitoring actions involves documenting a contractor's performance and preparing a technical analysis. To ensure monitoring success, three tasks have been identified:

Tasks	Standards
1. Respond to Requests From Contractors.	1. Responses to requests are complete, comply with contract requirements, and are provided on time. All requests outside the scope of delegated authority are forwarded to the CO.
2. Monitor Contractor Performance.	2. Monitoring, data collection, and performance measurements are conducted in accordance with the methods specified in contractual obligations.
3. Resolve Constructive Changes.	3. A technical analysis is prepared for all constructive changes and is sufficient to support the Contracting Officer's final decision.

UNIT 8 – INSPECTION AND ACCEPTANCE

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Inspect contractor deliverables/performance and inform the CO when rejecting or accepting nonconformance.
Conditions	Given a contractor deliverable or a performance, the contract and contract file.
Overall Standard(s)	Inspections are timely and conducted in accordance with contract requirements and: <ul style="list-style-type: none">• Determine if supplies or services tendered by contractors meet contract requirements.• Nonconforming supplies or services are rejected or otherwise resolved.

Evaluator

Name

Title

Date

UNIT 8 – INSPECTION AND ACCEPTANCE

Insert documentation to support completed training

UNIT 8 – INSPECTION AND ACCEPTANCE

Policies

Far Ref.	Title	Relevancy
<u>8.405-3</u>	Inspection and acceptance	Inspection of items acquired through the Federal Supply Schedule program
<u>8.705-4</u>	Compliance with orders	Inspection and acceptance of items ordered from JWOD participating, nonprofit agencies; resolving problems with the orders
<u>9.307</u>	Government administration procedures	First article testing
<u>12.208</u>	Contract quality assurance	Contract quality assurance and acceptance (contracts for commercial items)
<u>12.402</u>	Acceptance	Contract quality assurance and acceptance (contracts for commercial items)
<u>46.1</u>	Subpart 46.1—General	General policies and responsibilities for inspection and acceptance
<u>46.401</u>	Government Contract Quality Assurance	Government contract quality assurance
<u>46.5</u>	Acceptance	Acceptance
<u>46.6</u>	Material Inspection and Receiving Reports	Material Inspection and Receiving Reports
<u>52.209-3</u>	First Article Approval--Contractor Testing	First article testing
<u>52.209-4</u>	First Article Approval--Government Testing	First article testing
<u>52.211-8</u>	Time of Delivery	Delivery times
<u>52.211-9</u>	Desired and Required Time of Delivery	Delivery times
<u>52.211-16</u>	Variation in Quantity	Variation in quantity
<u>52.211-17</u>	Delivery of Excess Quantities	Variation in quantity
<u>52.211-18</u>	Variation in Estimated Quantity	Variation in quantity

UNIT 8 – INSPECTION AND ACCEPTANCE

Far Ref.	Title	Relevancy
<u>52.212-4(a)&(n)</u>	Contract Terms and Conditions-- Commercial Items	Paragraph (a) and (n): Inspection and acceptance terms of contracts for commercial items
<u>52.212-4(r)</u>	Contract Terms and Conditions-- Commercial Items	Paragraph (r): Whistleblower protections re: commercial contracts
<u>52.246-1</u>	Contractor Inspection Requirements	Inspection and acceptance clauses
<u>52.246-2</u>	Inspection of Supplies, Fixed-Price	Inspection and acceptance clauses
<u>52.246-3</u>	Inspection of Supplies, Cost-Reimbursement.	Inspection and acceptance clauses
<u>52.246-4</u>	Inspection of Services, Fixed-Price	Inspection and acceptance clauses
<u>52.246-5</u>	Inspection of Services, Cost-Reimbursement	Inspection and acceptance clauses
<u>52.246-6</u>	Inspection--Time-and-Material and Labor-Hour	Inspection and acceptance clauses
<u>52.246-7</u>	Inspection of Research and Development--Fixed Price	Inspection and acceptance clauses
<u>52.246-8</u>	Inspection of Research and Development--Cost Reimbursement	Inspection and acceptance clauses
<u>52.246-9</u>	Inspection of Research and Development (Short Form)	Inspection and acceptance clauses
<u>52.246-11</u>	Higher-Level Contract Quality Requirement (Government Specification)	Inspection and acceptance clauses

UNIT 8 – INSPECTION AND ACCEPTANCE

Far Ref.	Title	Relevancy
52.246-15	Certificate of Conformance	Certificates of conformance
52.246-16	Responsibility for Supplies	Responsibility for supplies
52.247-29	F.o.b. Origin	Delivery terms
52.247-30	F.o.b. Origin, Contractor's Facility	Delivery terms
52.247-31	F.o.b. Origin, Freight Allowed	Delivery terms
52.247-32	F.o.b. Origin, Freight Prepaid	Delivery terms
52.247-33	F.o.b. Origin, with Differentials	Delivery terms
52.247-34	F.o.b. Destination	Delivery terms
52.247-35	F.o.b. Destination, within Consignee's Premises	Delivery terms
52.247-36	F.a.s. Vessel, Port of Shipment	Delivery terms
52.247-37	F.o.b. Vessel, Port of Shipment	Delivery terms
52.247-38	F.o.b. Inland Carrier, Point of Exportation	Delivery terms
52.247-39	F.o.b. Inland Point, Country of Importation	Delivery terms
52.247-40	Ex Dock, Pier, or Warehouse, Port of Importation	Delivery terms
52.247-41	C. & F. Destination	Delivery terms
52.247-42	C.i.f. Destination	Delivery terms
52.247-43	F.o.b. Designated Air Carrier's Terminal, Point of Exportation	Delivery terms
52.247-44	F.o.b. Designated Air Carrier's Terminal, Point of	Delivery terms

UNIT 8 – INSPECTION AND ACCEPTANCE

	Importation	
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Far Ref.	Title	Relevancy
52.247-48	F.o.b. Destination-- Evidence of Shipment	Delivery terms
52.247-58	Loading, Blocking, and Bracing of Freight Car Shipments	Delivery terms
52.247-59	F.o.b. Origin-- Carload and Truckload Shipments	Delivery terms
52.247-61	F.o.b. Origin-- Minimum Size of Shipments	Delivery terms
52.247-62	Specific Quantities Unknown	Delivery terms

Other Policies and References (Annotate As Necessary):

UNIT 8 – INSPECTION AND ACCEPTANCE

The COTR is often the individual responsible for performing inspections and recommending product acceptance or rejection to the CO. There are four tasks that the COTR will be required to perform to ensure that acceptance/rejection of non-conformances is processed accurately.

Tasks	Standards
1. Inspect Products or Services.	1. Inspections and acceptances are based on compliance with contractual terms and conditions. Inspections are conducted in order to identify non-conformances.
2. Recommend Acceptance <ul style="list-style-type: none">• Nonconformance.• Time of Acceptance.• Point of Acceptance.• Transfer of Ownership.• Evidence of Final Inspection or Acceptance.• Finality of Acceptance.	2. Acceptance takes place when deliverables conform to contract requirements. A recommendation to accept al tei13ma (Foceskes place when25Tf 0.0022 5c -0.0

UNIT 9 – PAST PERFORMANCE

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Document a contractor's performance in the agency's Past Performance file.
Conditions	Given a contract, an agency past performance file, past performance evaluation criteria and a contractor's performance.
Overall Standard(s)	Past performance documentation will fairly characterize the contractor's actual performance. Past performance information is complete and sufficient for application in pre-award source selections.

Evaluator

Name

Title

Date

UNIT 9 – PAST PERFORMANCE

Insert documentation to support completed training

UNIT 9 – PAST PERFORMANCE

Policies

Far Ref.	Title	Relevancy
9.403	Definitions	Definition of "unfair trade practice"
9.406-2(b)	Causes for debarment	Paragraph (b): Debarment based on malperformance under a contract
42.15	Contractor performance information	Contractor performance information

Other Policies and References (Annotate As Necessary):

[OFPP Best Practices Guide for Past Performance](#)

UNIT 9 – PAST PERFORMANCE

As the official delegated by the Contracting Officer (CO), the Contracting Officer Technical Representative (COTR) may be required to document a contractor's performance in the agency's Past Performance File. There are three tasks a COTR must perform when documenting a contractor's performance in the Past Performance File.

Tasks	Standards
1. Document Performance Information. <ul style="list-style-type: none">• Formal Evaluations.• Documentation.• Ratings.	1. Correctly identify, classify, and record past performance information as specified in agency policies.
2. Notify Interested Parties.	2. Provide adequate documentation to support other authorized officials.
3. Maintain Evaluations.	3. Retain past performance information as required by the FAR and agency policies.

UNIT 10 – CONTRACT MODIFICATIONS

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	<ul style="list-style-type: none">• Review and recommend contract modification requests.• Prepare a technical evaluation to support a determination that the change is not outside the scope of the contract.
Conditions	Given the contract and a request to modify the contract.
Overall Standard(s)	<ul style="list-style-type: none">• A technical evaluation addressing quality, quantity, price, and other factors impacting contract performance.• Any other necessary documentation supporting the actions taken by the CO to resolve the modification request.

Evaluator

Name

Title

Date

UNIT 10 – CONTRACT MODIFICATIONS

Insert documentation to support completed training

UNIT 10 – CONTRACT MODIFICATIONS

Policies

Far Ref.	Title	Relevancy
4.902	General	Reporting contract information from the IRS
32.702	Contract funding: policy	Anti-deficiency Act
43	Contract modifications	Contract modifications
48	Value engineering	Value engineering
52.212-4(c)	Contract terms and conditions - commercial items	Paragraph (c): modifying contracts for commercial items
52.243-1	Changes: fixed price	Changes clauses
52.243-2	Changes: cost reimbursement	Changes clauses
52.243-3	Changes: time and materials or labor hours	Changes clauses
52.243-6	Change order accounting	Change order accounting
52.243-7	Notification of changes	Notification of changes

Other Policies and References (Annotate As Necessary):

UNIT 10 – CONTRACT MODIFICATIONS

The Contracting Officer's Technical Representative (COTRs) plays a key role in the modification process. To ensure that all pertinent information is submitted with the request to modify the contract, three tasks have been identified.

Tasks	Standards
<p>1. Identify the Need to Change the Contract.</p> <p>Some of the circumstances that can prompt a change to the contract include:</p> <ul style="list-style-type: none"> • Change in agency need. • Inadequate specifications that result in inadequate deliverables. • A need to increase or decrease funds. • A need for extensions to provide additional time. • Suspension of work. • Requiring revisions to the original terms and conditions in the contract. • A change in performance requirements. • Development of contingencies that need resolution. 	<p>1. Identify any circumstance impacting performance to make appropriate changes under the contract.</p>
<p>2. Prepare the Technical Analysis.</p>	<p>2. The technical evaluation should indicate:</p> <ul style="list-style-type: none"> • Reason for the change. • If the proposed change was within the scope of the contract. • If the proposed change was not already covered by the technical requirements of the contract. • Impact of the proposed change on price, delivery, and performance.
<p>2. Help the CO in Negotiations to include:</p> <ul style="list-style-type: none"> • Researching information • Preparing the pre-negotiation position • Developing negotiation strategies • Conducting the negotiation for changing the contract. 	<p>3. Help the CO with the technical aspects of contract modification negotiations. Provide response to contractor only when authorized by the CO.</p>

UNIT 11 – OPTIONS

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

- | | |
|--------|--|
| Duties | <ul style="list-style-type: none">• Recommend, in writing, to the CO whether an option should be exercised under the contract.• Submit market research data to the CO to support the recommendation to exercise the option. |
|--------|--|

Conditions	Given a contract awarded with options and an options clause.
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- | | |
|------------------------|---|
| Overall
Standard(s) | <ul style="list-style-type: none">• The option is exercised within the time frame established in the contract.• Relevant market research data is submitted to support the recommendation to exercise the option.• The option represents the most advantageous offer available from the commercial market. |
|------------------------|---|

Evaluator

Name

Title

Date

UNIT 11 – OPTIONS

Insert documentation to support completed training

UNIT 11 – OPTIONS

Policies

Far Ref.	Title	Relevancy
6.001(c)	Applicability	Paragraph (c): Part 6 Competition requirements are not applicable to the exercise of priced options that were evaluated as part of the initial competition
9.405-1(c)	Continuation of current contracts	No extension of a contract's duration with suspended or debarred contractors
17.2	Options	Options
17.207	Exercise of options	Exercise of options
52.217-6	Option for increased quantity	Option clauses
52.217-7	Option for increased quantity - separately priced line item	Option clauses
52.217-8	Option to extend services	Option clauses
52.217-9	Option to extend the term of the contract	Option clauses

Other Policies and References (Annotate As Necessary):

UNIT 11 – OPTIONS

The Contracting Officer's Technical Representative (COTR) is often the individual responsible for advising the CO of the need to exercise options under the contract. There are four tasks that the COTR will be required to perform to ensure the option is processed accurately.

Tasks	Standards
1. Identify Available Options.	1. The option(s) should be exercised: <ul style="list-style-type: none">• Prior to the date(s) for exercising them; and• In accordance with the terms and conditions of the contract.
2. Determine the Need for Additional Supplies, Services, or Time. The determination should include information such as: <ul style="list-style-type: none">• Government requirements supporting the need to exercise the option.• Advantages of exercising the option.• The technical impact and the value of the option.• Funding availability for the option.	2. The option will be considered if: <ul style="list-style-type: none">• There is an existing need for the Government's requirement or additional time.• There are funds available to exercise the option.

UNIT 11 – OPTIONS

<p>3. Research the Market Place for the latest pricing information.</p> <p>The following factors need to be taken into consideration:</p> <ul style="list-style-type: none">• Any economic price adjustment clause that affects the option price• The need for continuity of operations, and• The potential cost of disrupting operations.	<p>3. Market research information should:</p> <ul style="list-style-type: none">• Be relevant to the requirement.• Indicate the latest pricing and industry trends.
<p>4. Document the File and Provide Written Data to the CO.</p> <p>The COTR's written documentation should include:</p> <ul style="list-style-type: none">• A rationale for exercising the option.• The option period as stated in the contract.• The technical evaluation that indicates the option meets the Government's requirement.• A funding document or form that certifies that the funds are available to exercise the option.	<p>4. Documentation will:</p> <ul style="list-style-type: none">• Indicate if the option should be exercised; and• Support the decision to exercise the option.

UNIT 12 - DELAYS

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Notify the CO about a delay in the delivery or performance schedule under the contract.
Conditions	Given the contract and evidence of performance delays.
Overall Standard(s)	Correctly identify delays in contract delivery or performance schedule. The technical analysis should be sufficient to support the action taken by the CO to remedy the delay.

Evaluator

Name

Title

Date

UNIT 12 - DELAYS

Insert documentation to support completed training

UNIT 12 - DELAYS

Policies

Far Ref.	Title	Relevancy
12.403(c)	Termination.	Paragraph (c): Requirement that contractors notify the Government of excusable delays
22.101-2(b)	Contract pricing and administration	Paragraph (b): When a work stoppage can be considered an excusable delay
33.213	Obligation to continue performance	Obligation to continue performance - even when the contractor has filed a claim
42.1304	Government delay of work	Government delay of work
49.401(b)	General	No termination for default if the delay was excusable
52.212-4(f)	Contract terms and conditions -- commercial items	Paragraph (f): Excusable delay (commercial contracts)
52.213-4(e)	Terms and conditions -- simplified acquisitions (other than commercial items)	Paragraph (e): Excusable delay (simplified acquisitions – other than commercial items)
52.242-17	Government delay of work.	Government delay of work contract clause
52.249-8	Default (fixed-price supply and service).	Paragraphs (c) and (d): Default clause (includes language on excusable delays)
52.249-14	Excusable delays	Excusable delays (under cost reimbursement contracts)

Other Policies and References (Annotate As Necessary):

UNIT 12 - DELAYS

The COTR is often the individual responsible for advising the CO of the delay. There are three tasks that the COTR will be required to perform in helping the CO with a delay under the contract

Tasks	Standards
<p>1. Identify and Verify a Delay in Performance Under the Contract.</p> <ul style="list-style-type: none">• Contractor fails to perform in accordance with the delivery or performance schedule in the contract.• Government caused the contractor to stop performing.• Obtaining feedback from Government individuals responsible for monitoring the performance and/or delivery schedule.• Reviewing the notice and supporting documents from the contractor regarding the delay.• Reviewing the contractor claim regarding the delay.	<p>1. Correctly identify all delays impacting the delivery or performance schedule.</p>
<p>2. Notify the CO of the Technical Impact of the Delay.</p> <ul style="list-style-type: none">• List of persons with factual knowledge of the delay.• Description of the delay.• History of performance, indicating:<ul style="list-style-type: none">• When work under the contract began,• When work deviated from the performance, and• When the work stopped.• Information that would support whether the delay was excusable.• Contractor's progress to date and the remaining obligations.• Estimate of a reasonable period of additional time to perform.• Potential alternatives and resolution. Pros and cons of each such alternative (price, quantity, and quality).	<p>2. Technical analysis should be sufficient to determine whether the delay was excusable. Notification must be timely to support the action taken by the CO to remedy the delay.</p>

UNIT 12 - DELAYS

<p>3. Help the CO in Evaluating Contractor's Response.</p> <ul style="list-style-type: none">• Substantiate the evidence of the delay.• Substantiate the costs associated with the delay.• Demonstrate that the delay was unreasonable.• Demonstrate that the delay was void of any concurrent or commingled delays.	<p>3. Recoverable damages and costs incurred by the contractor are substantiated.</p>
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UNIT 13 – STOP WORK

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Help the Contracting Officer in administering Stop Work Orders.
Conditions	Given the relevant documents (the contract, data on the contractor's actual cost experience to date, etc.) and evidence of a need to stop work.
Overall Standard(s)	<ul style="list-style-type: none">• Correctly identify and determine the necessity of a Stop Work Order.• Administers a Stop Work Order to avoid unnecessary costs.• Minimizes Government risk.

Evaluator

Name

Title

Date

UNIT 13 – STOP WORK

Insert documentation to support completed training

UNIT 13 – STOP WORK

Policies

Far Ref.	Title	Relevancy
42.1303	Stop-work orders	Stop-work orders
52.242-15	Stop-work order	Stop-work order contract clause

Other Policies and References (Annotate As Necessary):

UNIT 13 – STOP WORK

The COTR is often the individual responsible for advising the CO of the need to issue a Stop Work Order. There are three tasks that the COTR will be required to perform to ensure the work stoppage is processed accurately.

Tasks	Standards
<p>1. Identify Potential Conditions to Stop Work.</p> <p>Government Circumstances:</p> <ul style="list-style-type: none">• When unable to furnish property or services per the contract schedule.• When a request for a change to the contract has been received and a modification cannot be issued.• When time is necessary for the consideration of contract modifications that would substantially change the end product. <p>Contractor Circumstances</p> <ul style="list-style-type: none">• When a proposal has been submitted to materially change the technical requirement of the contract (i.e., value engineering change).• When conditions at a Government work site make the performance of work unsafe and are not immediately correctable.	<p>1. Correctly recognize conditions under which a Stop Work Order might occur.</p>
<p>2. Recommend a Work Stoppage to the CO.</p>	<p>2. Recommend the most cost effective or practical solution to the problem, in terms of the program requirement.</p>
<p>3. Issue (or help the CO in issuing) a Stop Work Order.</p>	<p>3. Process a Stop Work Order only when authorized by the CO. Help in any discussions with the contractor and recommend when work can be resumed.</p>

UNIT 14 - CLAIMS

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Help the CO in analyzing a claim, recommend settlement position, and participate in the resolution process.
Conditions	Given a contractor's claim, a contract and contract file.
Overall Standard(s)	<ul style="list-style-type: none">• The validity of the claim is correctly determined.• A proper and complete report is prepared and fully supports the CO's determination.• The Government's interests are protected while treating the contractor fairly and equitably within the terms of the contract.

Evaluator

Name

Title

Date

UNIT 14 - CLAIMS

Insert documentation to support completed training

UNIT 14 - CLAIMS

Policies

Far Ref.	Title	Relevancy
<u>8.405-7</u>	Disputes	Disputes under a Federal Supply Schedule
<u>8.605(c)</u>	Clearances	Disputes regarding price, quality, character, or suitability of supplies produced by FPI, Inc
<u>22.1026</u>	Disputes concerning labor standards	Disputes regarding labor standards requirements of the contract
<u>33.2</u>	Disputes and appeals	Disputes and appeals
<u>43.104</u>	Notification of contract changes	Notification of contract changes by the contractor
<u>52.212-4(d)</u>	Contract terms and conditions - commercial items	Paragraph (d): Applicability of Disputes Act to contracts for commercial items
<u>52.233-1</u>	Disputes	Disputes
<u>52.243-7</u>	Notification of changes	Notification of changes

Other Policies and References (Annotate As Necessary):

UNIT 14 - CLAIMS

The COTR is often the individual responsible for analyzing the claim and recommending the settlement position to the CO. There are three tasks that the COTR will be required to perform to complete this duty.

Tasks	Standards
<p>1. Notify the CO of Potential Disputes.</p> <ul style="list-style-type: none">• Complex projects may form troublesome interrelationships.• Lengthy contract documents and numbers of revisions can create misinterpretations.• Unforeseen conditions may cause disagreements between contractor and Government, for example changing weather conditions may disrupt delivery schedules.• Well-intended actions can create out of scope changes. <p>These disagreements might involve:</p> <ul style="list-style-type: none">• Payment of invoices.• Settlement of contract claims.• Reinstatement of a previously terminated contract.• Termination of a breached contract for default.• Acceptance or rejection of nonconforming items.	<p>1. CO is notified of all disputes that have the potential of becoming a claim.</p>
<p>2. Help the CO in Resolving Disputes.</p> <ul style="list-style-type: none">• Prepare supporting documentation.• Participate in ADR procedures.	<p>2. Documentation will support resolution of the dispute. Participation in ADR will support Government's position.</p>
<p>3. Help the CO in Processing Formal Claims.</p>	<p>3. Participation will fully support the COs actions and final decisions.</p>

UNIT 15 - REMEDIES

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	<ul style="list-style-type: none">• Provide sufficient evidence of a breach and suggestion for an appropriate contract remedy, and• Help in evaluating contractor response.
Conditions	Given a contract and evidence of a breach of contract.
Overall Standard(s)	<ul style="list-style-type: none">• Provide remedy notification that is adequate, timely, and will support the CO's final decision.• Suggest the remedy that will best minimize the impact of the contractor's performance problems on the requirement, delivery schedule, and cost.

Evaluator

Name

Title

Date

UNIT 15 - REMEDIES

Insert documentation to support completed training

UNIT 15 - REMEDIES

Policies

Far Ref.	Title	Relevancy
8.405-4	Delinquent performance	Remedies for problems with Federal Supply Schedule contractors
11.5	Liquidated Damages	Liquidated damages policies and procedures for the use of liquidated damages clauses
11.7	Variation in Quantity	Variations in quantity—resolution of
12.208	Contract quality assurance	Reliance on contractors' existing quality assurance systems for commercial items
12.213	Other commercial practices	Incorporating other remedies that are considered customary commercial practice
12.302	Tailoring of provisions and clauses for the acquisition of commercial items	Incorporating other remedies that are considered customary commercial practice
12.402	Acceptance	Refuse acceptance of nonconforming items.
12.403	Termination	Commercial items: Termination for cause
12.404	Warranties	Commercial Item Warranties
12.503	Applicability of certain laws to Executive agency contracts for the acquisition of commercial items	Inapplicable laws (i.e., inapplicable remedies)
22.1022	Withholding of contract payments	Failure to comply with the Service Contract Act
22.1023	Termination for default	Failure to comply with the Service Contract Act
22.1307	Collective bargaining agreement	Failure to comply with 52.222-35—Affirmative Action for Special Disabled and Vietnam Era Veterans.
22.1407	Actions because of noncompliance	Failure to comply with 52.222-36—Affirmative Action for Handicapped Workers
22.302	Liquidated damages and overtime pay	Liquidated damages for under-payment of overtime
22.809	Enforcement	Failure to comply with 52.222-26—Equal Opportunity
23.506	Suspension of payments, termination of contract, and debarment and	Failure to comply with requirements to maintain a drug-free workplace

UNIT 15 - REMEDIES

Far Ref.	Title	Relevancy
	suspension actions	
46.407	Nonconforming supplies or services	Nonconforming supplies or services
46.7	Warranties	Warranties
46.702	General	Warranties
46.706	Warranty Terms and Conditions	Warranties
46.709	Warranties of Commercial Items	Warranties
46.8	Contractor Liability for Loss of or Damage to Property of the Government	Contractor liability for loss of or damage to Government property resulting from post acceptance defects
49.402-3	Procedure for default	Delinquency notices
49.607	Delinquency notices	Delinquency notices.
52.211-11	Liquidated Damages-- Supplies, Services, or Research and Development	Liquidated damages — Supplies, Services or R&D or Termination
52.211-16	Variation in Quantity	Variation in Quantity
52.211-17	Delivery of Excess Quantities	Delivery of Excess Quantities
52.212-4(a)	Terms and Conditions-- Simplified Acquisitions (Other Than Commercial Items)	Paragraph (a): Rejecting non-conforming deliverables before and after acceptance
52.212-4(j)	Terms and Conditions-- Simplified Acquisitions (Other Than Commercial Items)	Paragraph (j): Risk of loss
52.212-4(m)	Terms and Conditions-- Simplified Acquisitions (Other Than Commercial Items)	Paragraph (m): Termination for cause
52.212-4(o)	Terms and Conditions-- Simplified Acquisitions (Other Than Commercial Items)	Paragraph (o): Warranties of merchantability and fitness for a particular purpose

UNIT 15 - REMEDIES

Far Ref.	Title	Relevancy
52.212-4(p)	Terms and Conditions--Simplified Acquisitions (Other Than Commercial Items)	Limitation of liability for consequential damages from defects or deficiencies in accepted items
52.213-1	Fast Payment Procedure	Fast Payment Procedure — independent right to require replacement, repair or correction of supplies within 180 days from the date that title vests in the Government
52.213-4(d)	Terms and Conditions--Simplified Acquisitions (Other Than Commercial Items)	Paragraph (d): Rejecting non-conforming deliverables before and after acceptance: Simplified acquisitions — other than commercial items.
52.213-4(g)	Terms and Conditions--Simplified Acquisitions (Other Than Commercial Items)	Paragraph (g): Termination for cause: Simplified acquisitions — other than commercial items
52.213-4(h)	Terms and Conditions--Simplified Acquisitions (Other Than Commercial Items)	Paragraph (h): Warranties of merchantability and fitness for a particular purpose: Simplified acquisitions — other than commercial items
52.219-16	Liquidated Damages--Subcontracting Plan	Liquidated damages for failing to comply with the subcontracting plan (if 52.219-16 was incorporated by an addendum to 52.212-4)
52.222-26	Equal Opportunity.	Equal Opportunity
52.222-35	Affirmative Action for Disabled Veterans and Veterans of the Vietnam Era	Affirmative action for special disabled and Vietnam era veterans
52.222-4	Contract Work Hours and Safety Standards Act--Overtime Compensation	Contract work hours and safety standards act—overtime compensation
52.222-41	Service Contract Act of 1965, as Amended	Service contract act. Paragraph (k): Withholding of payments and termination of contract
52.223-6	Drug-Free Workplace	Drug free workplace requirements

UNIT 15 - REMEDIES

Far Ref.	Title	Relevancy
<u>52.246-15</u>	Certificate of conformance	Certificate of conformance
<u>52.246-17</u>	Warranty of Supplies of a Noncomplex Nature	Warranty clauses
<u>52.246-18</u>	Warranty of Supplies of a Complex Nature	Warranty clauses
<u>52.246-19</u>	Warranty of Systems and Equipment under Performance Specifications or Design Criteria	Warranty clauses
<u>52.246-20</u>	Warranty of Services	Warranty clauses
<u>52.246-2</u>	Inspection of Supplies--Fixed-Price	Inspection and acceptance clauses
<u>52.246-3</u>	Inspection of Supplies--Cost-Reimbursement	Inspection and acceptance clauses
<u>52.246-4</u>	Inspection of Services--Fixed-Price	Inspection and acceptance clauses
<u>52.246-5</u>	Inspection of Services--Cost-Reimbursement	Inspection and acceptance clauses
<u>52.246-6</u>	Inspection--Time-and-Material and Labor-Hour	Inspection and acceptance clauses
<u>52.246-7</u>	Inspection of Research and Development-- Fixed-Price	Inspection and acceptance clauses
<u>52.246-8</u>	Inspection of Research and Development-- Cost-Reimbursement	Inspection and acceptance clauses

UNIT 15 - REMEDIES

Other Policies and References (Annotate As Necessary):

UNIT 15 - REMEDIES

The Contracting Officer's Technical Representative (COTR) is often the individual responsible for recommending the formal contract remedy to the Contracting Officer (CO). There are two tasks that the COTR will be expected to perform in order to recommend the formal contract remedy to the CO.

Tasks	Standards
<p>1. Notify the CO of Performance Failures. These may include:</p> <ul style="list-style-type: none">• Anticipated or actual late delivery.• Failure to control costs.• Unsatisfactory performance.• Nonconforming supplies/services.	<p>1. Notification shall clearly document the contractor's failure to perform and shall be submitted to the CO in sufficient time to provide for the appropriate remedy.</p>
<p>2. Provide Technical Assistance to the CO, such as:</p> <ul style="list-style-type: none">• Prepare documentation supporting Government's position.• Attend meetings.• Provide technical advice and analysis for delinquency notices.• Calculate liquidated damages.• Prepare written rejection notices.• Determine warranty provisions.• Review contractor's responses.	<p>2. Provide technical advice and make appropriate recommendations to support the Government's position.</p>

UNIT 16 - TERMINATION

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Provide termination assistance to the CO.
Conditions	Given a contract and a need to terminate the contract.
Overall Standard(s)	Correctly identifies any termination situations and recommends a Termination for Convenience or a Termination for Default (or Cause) when necessary. Helps with the termination procedures only when requested by the CO.

Evaluator

Name

Title

Date

UNIT 16 - TERMINATION

Policies

Far Ref.	Title	Relevancy
<u>8.405-4</u>	Delinquent performance	Terminating FSS orders
<u>8.405-5</u>	Termination for default	Terminating FSS orders
<u>8.405-6</u>	Termination for convenience	Terminating FSS orders
<u>9.405-1</u>	Continuation of current contracts	Continuation of a current contract with a debarred or suspended firm
<u>12.403</u>	Termination	Terminating contracts for commercial items
<u>19.812</u>	Contract administration	Paragraph (d) Requirement to terminate 8(a) contracts for convenience when the 8(a) concern transfers ownership or control of the firm (unless SBA waives the requirement)
<u>32.109</u>	Termination financing	Financing of contractor costs for termination
<u>49</u>	Termination of Contracts	General FAR policies on termination
<u>52.212-4(l)&(m)</u>	Contract Terms and Conditions-- Commercial Items.	Termination of contracts for commercial items – Convenience and Cause
<u>52.213-4(f)&(g)</u>	Terms and Conditions—Simplified Acquisitions (Other Than Commercial Items)	Termination of contracts for other than commercial items in simplified acquisitions
<u>52.249-1</u>	Termination for Convenience of the Government (Fixed-Price) (Short Form)	Termination for convenience
<u>52.249-2</u>	Termination for Convenience of the Government (Fixed-Price)	Termination for convenience
<u>52.249-4</u>	Termination for Convenience of the Government (Services) (Short Form)	Termination for convenience

UNIT 16 - TERMINATION

Far Ref.	Title	Relevancy
52.249-5	Termination for Convenience of the Government (Educational and Other Nonprofit Institutions)	Termination for convenience
52.249-12	Termination (Personal Services)	Termination (Personal Services)
52.249-6	Termination (Cost-Reimbursement)	Termination (Cost-Reimbursement)
52.249-8	Default (Fixed-Price Supply and Service)	Default
52.249-9	Default (Fixed-Price Research and Development)	Default

Other Policies and References (Annotate As Necessary):

UNIT 16 - TERMINATION

Contracting Officer's Technical Representatives (COTRs) must know how to monitor contract performance. Part of the monitoring actions involves documenting a contractor's performance and preparing a technical analysis. To ensure monitoring success, three tasks have been identified.

Tasks	Standards
<p>1. Identify the Event(s) that Cause Termination of a Contract, such as:</p> <ul style="list-style-type: none">• There is no longer a need for the item or service called for under the contract.• Funds are not available for continued contract performance.• It is impossible for the contractor to perform as specified in the contract (specifications, acceptance delivery, etc).• There has been a radical change in the requirement that goes beyond the contractor's expertise.	<p>1. Correctly identifies events that may lead to a termination of the contract.</p>
<p>2. Notify CO of Possible Contract Termination. The notification should include:</p> <ul style="list-style-type: none">• Clause(s) of the contract impacted.• Specific failure of the contractor and reasons provided by the contractor for such failure.• Availability of supplies or services from other sources.• Urgency of the need and the period of time that would be required for work by other sources as compared with the time in which completion could be obtained from the delinquent contractor.• Degree of indispensability of the contractor, such as unique contractor capabilities.• Impact termination would have on availability of funds.• Any other pertinent facts and circumstances.	<p>2. Notification should provide the CO with sufficient information to support pursuing the appropriate termination procedure.</p>

UNIT 16 - TERMINATION

3. Help the CO with Termination Proceedings.

A settlement document may include the following information:

- Reasons for terminating.
- General principles related to the settlement of any settlement proposal, including the contractor's obligations under the termination clause.
- Extent of the termination, point at which work is stopped, and the status of any plans, drawings, and data that would have been delivered had the contract been completed.
- Status of any continuing work.
- Obligation of the contractor to terminate subcontracts and general principles to be followed in settling subcontractor settlement proposals.
- Names of subcontractors involved and dates that the termination notices were issued to them.
- Contractor personnel handling review and settlement of subcontractor settlement proposals and the methods being used.
- Arrangements for the transfer of title and delivery to the Government of any material required by the Government.

3. Assistance will be required to support the CO's final decision regarding contract termination.

UNIT 17 - PAYMENT

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Recommend to the CO whether to authorize payment against an invoice in full, in part, or not at all.
Conditions	Given a contract and a contractor's request for payment.
Overall Standard(s)	Correctly recommend to the CO whether to authorize payment against an invoice in full, in part, or not at all.

Evaluator

Name

Title

Date

UNIT 17 - PAYMENT

Insert documentation to support completed training

UNIT 17 - PAYMENT

Policies

Far Ref.	Title	Relevancy
4.903	Reporting contract information to the IRS	List of information that must be collected and annotated on invoice for reporting requirements.
8.709	Payment	Timeframe for Payment against invoices from workshops for the Blind and Other Severely Handicapped and from the Federal Prison Industries, Inc.
12.302	Tailoring of provisions and clauses for the acquisition of commercial items	Paragraph (b) - No tailoring of the terms and conditions of FAR clause 52.212-4 with respect to assignment, payment, and invoices
13.101	Procedures: General	Paragraph (a) - Using United States-owned excess or near-excess foreign currency, if appropriate, in making payments under simplified acquisition procedures
13.4	Fast Payment Procedures	When payment before acceptance is allowed
22.1022	Withholding of contract payments	Withholdings from contract payments under the Service Contract Act for disbursements to underpaid workers.
23.506	Suspension of payments, termination of contract, and debarment and suspension actions	Suspension of payments under the drug-free work place clause
27.205 & 206	Adjustment of royalties	Adjustments and refunding of royalties payments
29	Taxes	Taxes (refunds for)
32.102(d)	Description of contract financing methods	Paragraph (d) - Partial payments
32.612	Withholding and setoff	Set off for debt collection
32.804	Extent of assignee's protection	Protection for assignees from reductions or withholdings
32.9	Prompt Payment	This subpart prescribes policies, procedures, and clauses for Prompt payment
35.003(c)	Research And Development Contracting	Paragraph (c) covers recoupment under R&D contracts
42.7	Indirect Cost Rates	This subpart prescribes policies and procedures for

UNIT 17 - PAYMENT

Far Ref.	Title	Relevancy
		establishing-- (a) Billing rates; and (b) Final indirect cost rates
42.1403	Shipping documents covering f.o.b. origin shipments	Paragraph (b) - The possible application of reduced rates for Shipping documents covering F.O.B. origin shipments (e.g., bills of lading)
47.103	Transportation Documentation and Audit Regulation (TDA)	Paragraph (b) – Regulations and procedures governing the GBL, documentation, payment, and audit of transportation services
47.104-5	Citation of Government rate tenders	How to document Section 10721 rates.
47.401 - 405	Air Transportation by U.S.-Flag Carriers	Disallowance of fares of foreign-flag air carriers
49.112	Payment	Procedures for Partial and Final Payments when terminating contracts
52.212-4(g)	Contract Terms and Conditions-- Commercial Items	Paragraph (g) covers Invoices for payment under contracts for commercial items
52.212-4(i)	Contract Terms and Conditions-- Commercial Items	Paragraph (I) covers Payment under contracts for commercial items
52.212-4(k)	Taxes	Paragraph (k) Taxes for Commercial Contracts
52.229-1 through 229-5	Taxes	State and Local Taxes
52.229-6 through 229-10	Taxes	Foreign Taxes
52.213-1	Fast Payment Procedure	Fast Payment Procedure Clause
52.216-7	Allowable Cost and Payment	Allowable costs and payment under cost reimbursement contracts
52.216-8	Fixed Fee	Fee arrangements under cost reimbursement contracts
52.216-10	Incentive Fee	Fee arrangements under cost reimbursement contracts
52.216-11	Cost Contract, No Fee	Fee arrangements under cost reimbursement contracts
52.216-15	Predetermined Indirect Cost Rates	Predetermined indirect cost rates (cost reimbursement R&D contracts with educational institutions)

UNIT 17 - PAYMENT

Far Ref.	Title	Relevancy
52.216-16	Incentive Price Revision--Firm Target	Payment under fixed price incentive contracts
52.216-17	Incentive Price Revision--Successive Targets	Payment under fixed price incentive contracts
52.216-26	Payments of Allowable Costs Before Definitization	Payments of allowable costs before the definitization of letter contracts at appropriate rates
52.222-4	Contract Work Hours and Safety Standards Act--Overtime Compensation	Withholdings for unpaid wages under the Contract Work Hours and Safety Standards Act
52.222-41	Service Contract Act of 1965, as Amended	Withholdings for unpaid wages under the Contract Work Hours and Safety Standards Act
52.223-6	Drug-Free Workplace	Paragraph (d) Suspension of payments for failing to comply with requirements for a drug free work place
52.225-8	Duty-Free Entry	Reduction of price when supplies enter duty-free
52.227-9	Refund of royalties	Refund of royalties
52.232-1	Payments	Payment clauses
52.232-2	Payments under Fixed-Price R&D Contracts	Payment clauses
52.232-3	Payments under Personal Services Contracts	Payment clauses
52.232-7	Payments under Time-and-Materials and Labor-Hour Contracts	Payments under Time-And-Materials and Labor-Hour contracts
52.232-8	Discounts for Prompt Payment	Discounts for prompt payment
52.232-9	Limitation on Withholding of Payments	Limitation on withholding of payment
52.232-11	Extras	No payments for extras without CO authorization
52.232-25	Prompt Payment	Prompt payment clause covering the procedures
52.232-30	Installment Payments for Commercial Items	Procedures for making installment payments.
52.232-32	Performance-Based Payments	Procedures for making Performance based payments
52.232-33	Mandatory Information	Electronic Funds Transfer Payment Methods

UNIT 17 - PAYMENT

Far Ref.	Title	Relevancy
	for Electronic Funds Transfer Payment	
52.232-34	Optional Information for Electronic Funds Transfer Payment	Electronic Funds Transfer Payment Methods
52.242-10	F.o.b. Origin-- Government Bills of Lading or Prepaid Postage	Government bills of lading, direct charge for postal costs
52.247-1	Commercial Bill of Lading Notations	Commercial bills of lading
52.247-63	Preference for U.S.-Flag Air Carriers	Preference for U.S.-Flag air carriers (disallowance of expenditures from funds for international air transportation secured aboard a foreign-flag carrier)

Other Policies and References (Annotate As Necessary):

UNIT 17 - PAYMENT

The COTR is often the individual responsible for helping the CO with determining and authorizing payment. There are four tasks that the COTR will be required to perform to ensure that payment is processed accurately.

Tasks	Standards
1. Accept the Payment Document for Processing.	1. Check invoices to ensure that the billing office has annotated the actual date of receipt. Identify any missing elements.
2. Calculate Payment Amount.	2. Calculate the accurate amount owed to the contractor. When necessary, document the decision on the amount to pay against an invoice.
3. Notify the Contractor of Final Amount Calculated to be Paid. Some reasons for the differences may include: <ul style="list-style-type: none">• Performance problems.• Allowable costs.• Defective products or inferior service.• Delivery problems.	3. Notify contractor in a timely manner.
4. Submit the Correct Invoice to Paying Office.	4. Corrected invoice submission to be made in a timely manner as agreed upon between the CO and the Paying Office.

UNIT 18 - CLOSEOUT

UNIT CERTIFICATION

Statement of Completion

_____ has satisfactorily completed training in the duty of this Unit under the conditions described below and in accordance with the overall standard(s) for this Unit.

Duties	Perform contract closeout.
Conditions	Given a contract at the point of closeout.
Overall Standard(s)	Closeout occurs only when the contractor and Government have fulfilled their obligations in a timely manner, all outstanding contract administration issues have been resolved, and all records are correctly disposed.

Evaluator

Name

Title

Date

UNIT 18 - CLOSEOUT

Insert documentation to support completed training

UNIT 18 - CLOSEOUT

Policies

Far Ref.	Title	Relevancy
4.804	Closeout of contract files	Guidance and established procedures for closeout
4.805	Storage, handling, and disposal of contract files	Guidance on disposal procedures

Other Policies and References (Annotate As Necessary):

UNIT 18 - CLOSEOUT

The COTR is required to closeout a contract and submit the completed contract file to the CO. There are two tasks that the COTR will be required to perform to complete this duty.

Tasks	Standards
<p>1. Closeout Contract Files.</p> <ul style="list-style-type: none">• Identify any outstanding claims or disputes.• Recommend deobligation of excess funds.• Dispose of Government property.	<p>1. Contents of the COTR file are summarized and all forms, reports, and final invoices are included. Documentation is sufficient to support the CO closeout.</p>
<p>2. Submit File to CO.</p> <ul style="list-style-type: none">• The contractor has delivered all required supplies or services and the Government has inspected and accepted them and all existing options periods have expired, or• A notice of complete contract termination has been issued to the contractor.	<p>2. Submit complete closeout files to the CO in a timely manner.</p>

Appendix A. Regulatory Updates: A Summary

Summary of September 2003 Regulatory Updates

Regulatory Updates A thorough review of all COTR-related content in this workbook was performed during September, 2003 to ensure currency with appropriate federal regulations and guidelines. The following modifications were made in compliance with current regulations:

FAR Reference	FAR Update	Unit Number
23.303	23.202	1
23.704	23.703	1
25.405(b)	25.408(a)(3)	1
8.9	Reserved	3
11.105	11.106	3
15,301	Reserved	3
23.1	Reserved	15
22.1307	Unchanged	17
52.217-17	52.216-17	17
52.225-10	52.225-8	17

Appendix B. COTR Competency Definitions

Definitions for the Professional Business and technical COTR competencies are presented on the following pages.

COTR PROFESSIONAL BUSINESS COMPETENCIES

Professional Business Competencies	
Oral Communication	Expresses information to individuals or groups effectively, taking into account the audience and nature of the information; makes clear and convincing presentations, listens to others; attends to nonverbal cues.
Decision-Making	Make sound, well informed, and objective decisions; perceives the impact and implications of decisions; commits to action, even in uncertain situations, to accomplish organizational goals; causes change.
Teamwork	Encourages and facilitates cooperation, pride, trust; fosters commitment; works with others to achieve goals.
Problem Solving	Identifies problems; determines accuracy and relevance of information; uses sound judgment to generate and evaluate alternatives, and make recommendations.
Attention to Detail	Is thorough when performing work and conscientious about attending to detail.
Reasoning	Identifies rules, principles, or relationships that explain facts, data or other information; analyzes information and makes correct inferences or accurate conclusions.
Flexibility	Is open to change and new information; adapt behavior or work methods in response to new information, changing conditions, or unexpected obstacle; effectively deal with ambiguity.
Interpersonal Skills	Shows understanding, courtesy, tact, empathy; develops and maintains relationships; deals with difficult people; relates well to people from varied backgrounds; is sensitive to individual differences.
Self-Mgmt./Initiative	Sets well-defined and realistic personal goals; displays a high level of initiative, effort, and commitment towards completing assignments in a timely manner; works with minimal supervision; is motivated to achieve; demonstrate responsible behavior.
Integrity/Honesty	Contributes to maintaining the integrity of the organization; displays high standards of ethical conduct and understands the impact of violating these standards on an organization, self, and others; is trustworthy.
Planning and Evaluating	Organizes work, sets priorities, determines resource requirements, determines goals and strategies; coordinates with other organizations, monitors progress; evaluates outcomes.
Influencing/Negotiating	Persuades others to accept recommendations, cooperate, or change their behavior; work with others towards an agreement; negotiates to find mutually acceptable solutions.
Writing	Recognizes or uses correct English grammar, punctuation, and spelling; communicates information in a succinct and organized manner, produces written information, that is appropriate for the intended audience.
Project Management	Identifies a need for and knows where or how to gather information; organizes and maintains information or information management systems.

COTR TECHNICAL COMPETENCIES

Technical Competencies	
Effective Communication of Contract Requirements	Plan for contract administration. Conduct a post-award orientation. Monitor contractor subcontract management in accordance with prime contract requirements. Modify or adjust a contract when needed. Determine whether or not to exercise an available option. Utilize task order contracts, delivery order contracts, and basic ordering agreements.
Effective Performance Management	Monitor contract performance and take any necessary action related to delays in contract performance or the need to stop work under the contract. Apply remedies to protect the rights of the Government under commercial item contracts and simplified acquisitions. Apply remedies to protect the rights of the Government under noncommercial item contracts. Document past performance information.
Strategic Planning	Advise customers on their acquisition-related roles as well as the development and implementation of strategies needed to assure that supplies and services are available when needed to meet mission requirements.
Detailed Evaluation Skills	Receive bids including the safeguarding, opening, reading, recording, and abstracting of each bid. Evaluate offered bid acceptance periods and take appropriate action. Determine whether a bid is late, and if late, whether it can be considered for contract award. Identify and resolve mistakes in bids. Calculate the evaluated price for each bid and determine whether the lowest price is reasonable. Determine responsiveness for the invitation for bids (IFB).
Defining Business Relationships	Select the most appropriate pricing arrangement(s) to solicit. Determine whether and how to provide for recurring requirements. Prepare unpriced orders and contracts. Determine whether to provide for Government financing and where necessary the method of financing. Determine bonding requirements for the solicitation and contract. Determine the method of payment. Determine whether a written source selection plan is necessary or desirable.
Understanding the Marketplace	Collect and analyze relevant market information from Government and non-government source; analyze and provide business advice on the procurement request; review and provide business advice in the preparation of requirements documents and related elements of the procurement request.
Effective Communication	Select and implement a method or methods of publicizing the proposed procurements. Establish appropriate subcontracting and make-or-buy requirements. Conduct oral solicitations. Prepare a written solicitation that includes the appropriate provisions and clauses tailored to the requirement and assembled in a format appropriate to the acquisition method and market for the required supply or service. Respond to an inquiry about the solicitation received prior to contract award or a request for information under the Freedom of Information Act. Conduct a pre-quote, pre-bid, pre-proposal conference when appropriate. Amend or cancel a solicitation.
Defining Gvmt. Requirements in Commercial/Non-Commercial Terms	Select appropriate offer evaluation factors for incorporation into the solicitation that tie back to clear and unambiguous technical requirements included in the RFP; determine the method of acquisition.

Effective Negotiation Skills and Effective Analytical Skills	<p>Receive quotations/proposals including the safeguarding, opening, tracking, assessing compliance with minimum solicitation requirements, and identifying of quotations/proposals that will not receive further consideration. Apply non-price factors in evaluating quotations, proposals, and past performance. Determine what pricing information (if any) to require from offerors. Consider the adequacy of a firm's accounting and estimating systems in making contracting decisions. Assure that a firm properly discloses its accounting practices when required by Government cost accounting standards (CAS) and that the disclosed practices comply with CAS requirements. Obtain any necessary audit support. Establish pre-negotiation positions on price including: the need to cancel and re solicit for price related reasons; the need for communications; the need for cost information; and the need to negotiate. Establish pre-negotiation positions related to cost reasonableness and cost realism by analyzing cost and technical data from the offeror and other sources. Develop pre-negotiation positions on terms and conditions other than price. Determine whether to award without discussions. Conduct communications to enhance Government understanding of proposals; allow reasonable interpretation of a proposal; or facilitate the Government's evaluation process. Select offerors/quoters for discussions (i.e., establish the competitive range under FAR Part 15). Prepare negotiation strategy. Conduct a negotiation session and document in the contract file the principal elements of the negotiated agreement.</p>
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