



FED GOV CON
Webinar Wednesdays
2019 Series

JSchaus & Assoc.
Washington DC
+ 1 - 202 - 365 - 0598

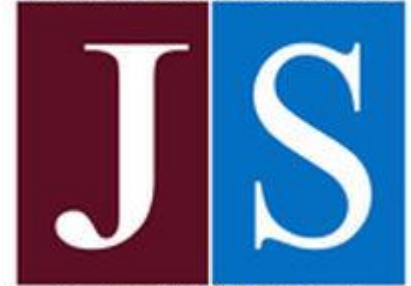




About Our Webinars:

- Every Wednesday;
- Complimentary;
- Recorded;
- YouTube & our Website;
- No Questions

JENNIFER SCHAUS



& ASSOCIATES

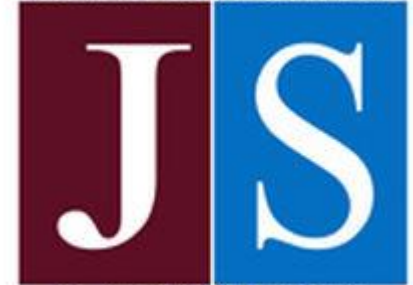


About Us:

Professional Services for Federal Contractors

- GSA Sched;
- SBA 8(a);
- Proposal Writing;
- Pricing;
- Contract Administration;
- Business Development

JENNIFER SCHAUS



& ASSOCIATES



About Our Speaker:

Mark Amadeo

Education:

LL.M. Georgetown University Law Center
J.D. University of Wisconsin Law School
B.A. Boston College

Company Name:

Amadeo Law Firm, PLLC

of Years Federal Gov Con Experience:
Practicing Over 20 Years





Debriefs Understanding The Rules



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Debriefs – Understanding The Rules

Main Goals

- Understand why offer not accepted
- Determine if grounds for protest

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Debriefs – Understanding The Rules

Apply To

- FAR 15 – Contracting By Negotiation
- Task or Delivery Orders over \$5.5M

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Preaward Rules

Who – excluded contractors submit timely request

How – written request to CO

When – within three days of notice

How many – one per proposal

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Preaward Rules
CO/Agency

- As soon as practicable
- In writing, oral, or any other method
- Must Include:
 - Evaluation of proposal's significant elements
 - Summary of eliminating rationale
 - Reasonable responses to questions

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Preaward Rules
CO/Agency

Cannot Reveal:

- Number of offerors
- Identity of other offerors
- Content of other proposals
- Ranking of other offerors
- Evaluation of other proposals
- FAR 15.506(e) information

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Postaward Rules

Who – any offerer* submitting a timely request

How – written request to agency

When – within three days of award notification

*Except untimely excluded offerer

But agency can accommodate at its discretion

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Postaward Rules
CO/Agency

- Within 5 days to maximum extent practicable
- Oral, in writing, any other method

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Postaward Rules
CO/Agency

Must include

- Evaluation of significant weaknesses
- Overall evaluated cost or price and technical rating
- Summary of rationale
- Overall ranking of offerors
- Commercial items – make and model
- Reasonable responses to questions

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Postaward Rules
CO/Agency

Will not be a point by point comparison

Must not include information exempt from FOIA:

- Trade secrets
- Confidential manufacturing process or techniques
- Confidential commercial and financial information
- Names of past performance references

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Impact on Protest Deadlines

Agency protests not based on solicitation

- No explicit extension

GAO protests not based on solicitation

- If competitive procurement for which debriefing is required
 - 10 days after the date debriefing is held

Not required: commercial items, GSA schedules, simplified acquisitions, sealed bids

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When Is It Over?

Generally - at end of debrief session

- Unless agency makes clear debrief is extended

Exception - DoD Agencies – Class Deviation

- May submit questions 2 business days after
- Written responses due within 5 business days
- Debriefing not concluded until responses delivered



THANK YOU!
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