

# Season 2023 Episode 9

## FAR Part 15 (Contracting by Negotiation)

Guest: Tim Sullivan



# FAR Part 15 – Contracting by Negotiation

## What is a “Negotiation”?

# Life Cycle of a Negotiated Procurement

# Pre-Solicitation Communications

## Development, Publication, and Release of the RFP

# Solicitation Questions

# Development and Delivery of a Proposal



## Clarifications, Communications, & Negotiations

# Evaluation of Proposals and Establishment of the Competitive Range

## BAFO, BARFO, and Contract Award

# Debriefings and Protest

# Unsolicited Proposals

**See you on Wednesday,  
May 17<sup>th</sup> for Episode 10  
covering FAR Subpart  
15.4 (Contract Pricing)!**