



**PAST PERFORMANCE  
ESSENTIAL IN WINNING  
NEW CONTRACTS**

December 10, 2015

# What we will Cover Today

- Why does the Government Evaluate Past Performance
- Impact of FAR on Past Performance
- CPARS
- FAPISS
- Contractor Ratings
- PPIRS
- Solicitation Response



# Why does Government Evaluate Past Performance?

- Federal Acquisition Regulations (FAR) instructs the Government to evaluate past performance.
- Helps in assuring contractors with exceptional past performance are awarded additional contracts. Government wants contractors that perform well.
- Helps in assuring contractors with unsatisfactory past performance are not awarded additional contracts.
- Collection and Maintenance of Past Performance Information (PPI) for Use in the Award Decisions for Competitive Acquisitions

# Impact of FAR on Past Performance

Past performance information is one indicator of an offeror's ability to perform the contract successfully. The currency and relevance of the information, source of the information, context of the data, and general trends in contractor's performance shall be considered. FAR 15.305(a)(2)(i)

The solicitation shall describe the approach for evaluating past performance, including evaluating offerors with no relevant performance history, and shall provide offerors an opportunity to identify past or current contracts for efforts similar to the Government requirement. FAR 15.305(a)(2)(ii)

# Impact of FAR on Past Performance

Past performance information (including the ratings and supporting narratives) is relevant information, for future source selection purposes, regarding a contractor's actions under previously awarded contracts or orders. FAR 42.1501(a)



# What is CPARS?

**Contractor Performance Assessment Reporting System (CPARS)**

**Web-enabled application that collects and manages a library of automated contractor report cards.**

## **Two Modules Within CPARS**

Contractor Performance Assessment Reporting System (**CPARS**)  
Module – Systems, Services, Operations Support, Information  
Technology, Architect-Engineer and Construction

Federal Awardee Performance and Integrity Information System  
(**FAPIIS**) Module

# FAPIIS

## Federal Awardee Performance & Integrity Information System

- Contracting Officers Enter
  - Non-Responsibility Determinations
  - Terminations for Cause
  - Terminations for Default
  - Defective Pricing
  - DoD Determination of Contractor Fault
- Suspension/Debarment Officials Enter:
  - Administrative Agreements



# Using CPARS

- Contractor has 60 calendar days to respond. Will be locked out on day 61.
- Contractor has the ability to respond to Government's evaluation.
- Contractor provides concurrence/non-concurrence

# Contractor Ratings



CPARS uses ratings outlined in FAR 42.1503 of Exceptional, Very Good, Satisfactory, Marginal and Unsatisfactory. Ratings of Satisfactory or better is considered a good rating for the contractor.

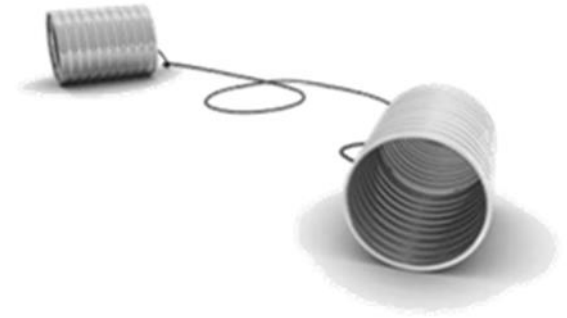
# CPARS Ratings

## Rating Definitions

Rating	Contract Requirements	Problems	Corrective Actions
Exceptional, Outstanding	Exceeds Many – Gov't Benefit	Few Minor	Highly Effective
Very Good, Above Average	Exceeds Some – Gov't Benefit	Some Minor	Effective
Satisfactory	Meets All	Some Minor	Satisfactory
Marginal	Does Not Meet Some – Gov't Impact	Serious: Recovery Still Possible	Marginally Effective; Not Fully Implemented
Unsatisfactory	Does Not Meet Most – Gov't Impact	Serious: Recovery Not Likely	Ineffective

# Helpful Hints

- Understand Contract Expectations
- Know Areas to be Evaluated
- Provide Self Evaluation
- Request Face to Face Meetings to Address Concerns
- Good Communication with Government is key



# PPIRS

## PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

- Federal Repository for Completed Assessments
- Contains Historical Evaluations from Prior Past Performance Systems
- Contains Contractor Comments
- Updated Daily from CPARS



# PPIRS ACCESS

## Contractor

- Controlled through System for Award Management (SAM)
- Identify a Marketing Partner Identification Number (MPIN)
- Enter DUNS and MPIN to create USER ID and Password
- View Completed Evaluations at [www.ppirs.gov](http://www.ppirs.gov)
  - Select "PPIRS Application Logon"

# Reporting Frequency



- Minimum of Once every 365 Days
- Interim Reports required for Contracts Longer than 365 Days
- Required at Contract Completion
- Required at Contract Termination
- Not Cumulative – PPIRS Only Displays Most Recent Evaluation
- Due Within 120 Calendar Days After the End of the Evaluation Period

# What has Changed?

Past Performance Information (PPI) continues to become more and more important in contract award decisions.

CPARS merged the Construction and A/E modules into the general CPARS module.

Federal Agencies are continually being measured under Past Performance Compliance Metrics

# Solicitation Response

Usually Government requests three references.  
Recommend providing references in the following order:

- Similar Government Contracts
- Similar Commercial Contracts
- Non-similar Government Contracts
- Non-similar Commercial Contracts

# Resources

- FAR: <https://www.acquisition.gov/?q=browsefar>
- Air Force FAR: <http://farsite.hill.af.mil/>
- CPARS Web Site: [www.cpars.gov](http://www.cpars.gov)
- PPIRS Web Site: [www.ppirs.gov](http://www.ppirs.gov)
- Wisconsin Procurement Institute  
Phone: 414-270-3600



# Upcoming WPI Events

- *Acquisition Hour Live Webinar Series*
- *Small Business Government Contracting Series – An Overview of Government Small Business Certifications – January 14, 2016 – Milwaukee, WI*
- *Federal Acquisition Regulations (FAR)/CFM Sessions – February, 2016 – Live Evening Webinar*
- *SAME Small Business Expo – March 9 – 10, 2016 – Northbrook, IL*
- *NACMA National Educational Seminar: Subcontract Management From A to Z – April, 2016 – Milwaukee, WI*
- *10<sup>th</sup> Annual Volk Field Small Business Conference – June, 2016 – Camp Douglas, WI*

# For Assistance or Additional Information on this Topic- Contact

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