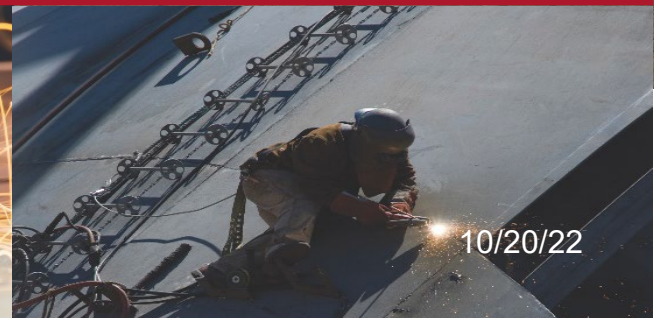




DoD Supplier Roadmap Series
Performance
October 20, 2022



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PLEASE

- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

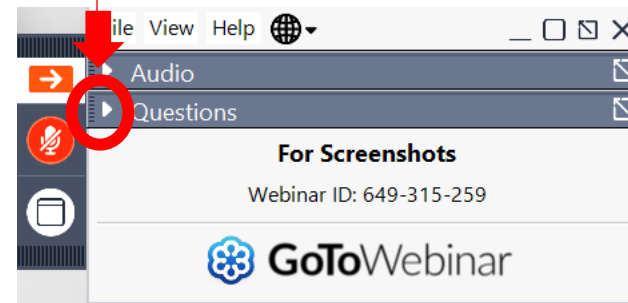
THANK YOU!

QUESTIONS?



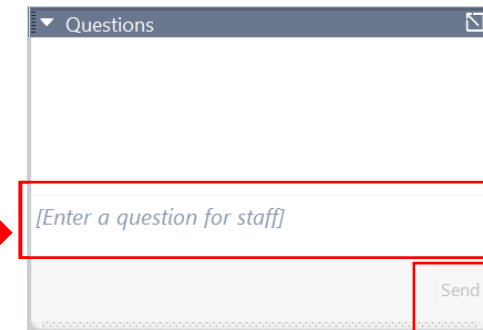
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ABOUT WPI

Supporting the mission



Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts.

- **INDIVIDUAL COUNSELING** – At our offices, at client’s facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies

WPI is a Procurement Technical Assistance Center (PTAC) funded in part by the Department of Defense (DOD), WEDC and other funding sources.



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▪ MADISON

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

▪ CAMP DOUGLAS

- *Juneau County Economic Development Corporation (JCEDC)*

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- *Envision Greater Fond du Lac*

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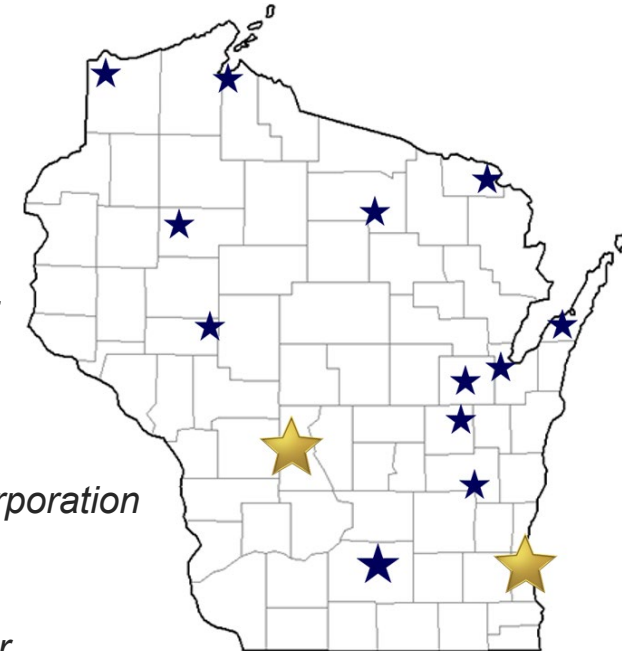
- *Florence County Economic Development*

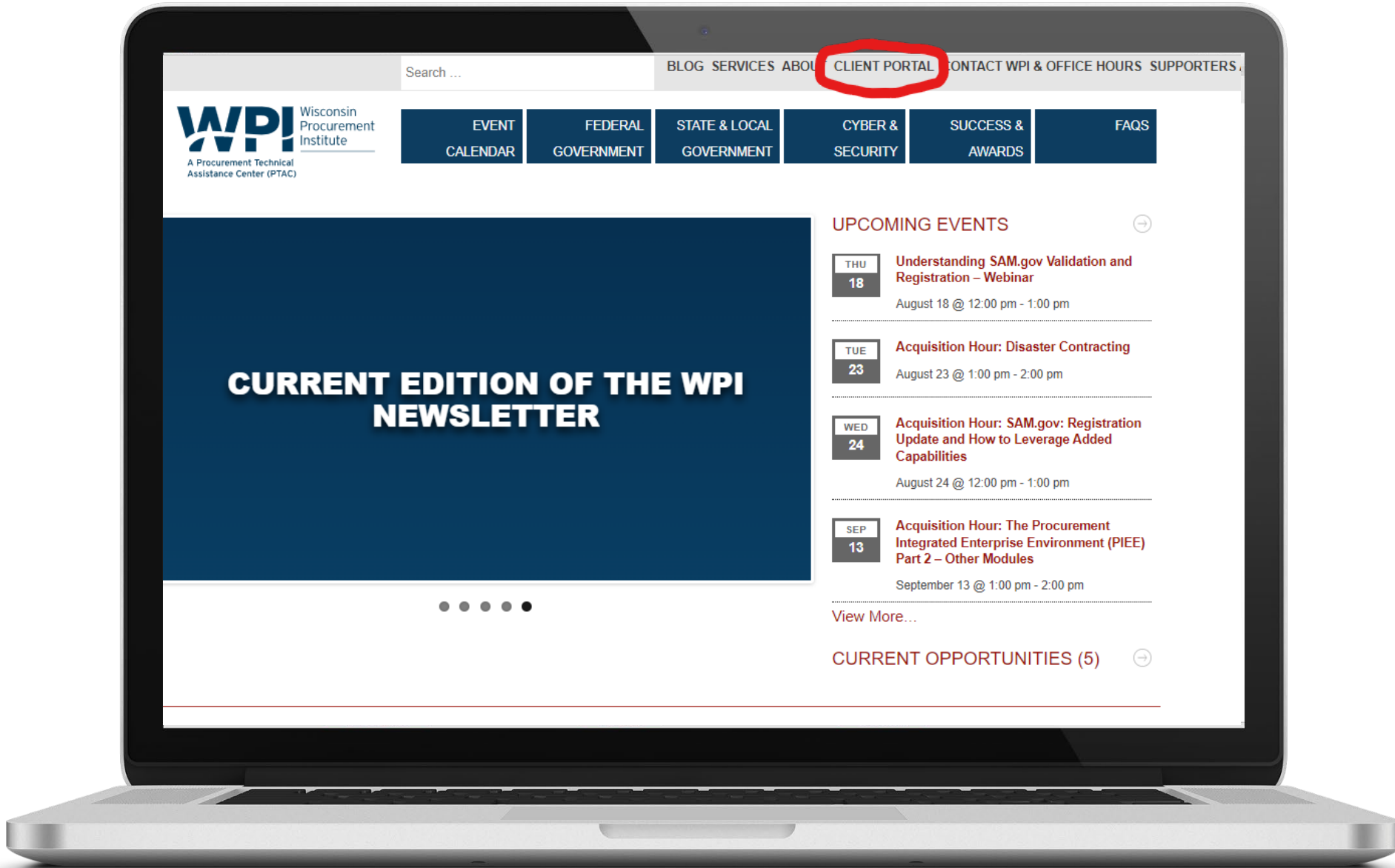
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CURRENT EDITION OF THE WPI NEWSLETTER

UPCOMING EVENTS

- THU 18** Understanding SAM.gov Validation and Registration – Webinar
August 18 @ 12:00 pm - 1:00 pm
- TUE 23** Acquisition Hour: Disaster Contracting
August 23 @ 1:00 pm - 2:00 pm
- WED 24** Acquisition Hour: SAM.gov: Registration Update and How to Leverage Added Capabilities
August 24 @ 12:00 pm - 1:00 pm
- SEP 13** Acquisition Hour: The Procurement Integrated Enterprise Environment (PIEE) Part 2 – Other Modules
September 13 @ 1:00 pm - 2:00 pm

[View More...](#)

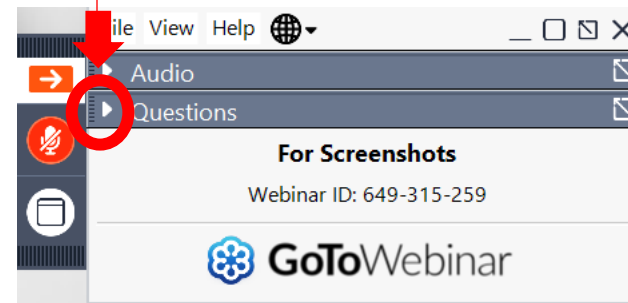
CURRENT OPPORTUNITIES (5)

QUESTIONS?



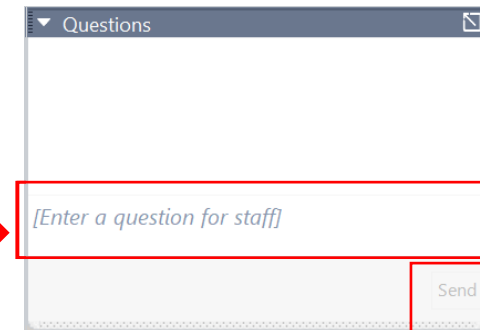
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Performance

Marc Violante

Wisconsin Procurement Institute

20 October 2022

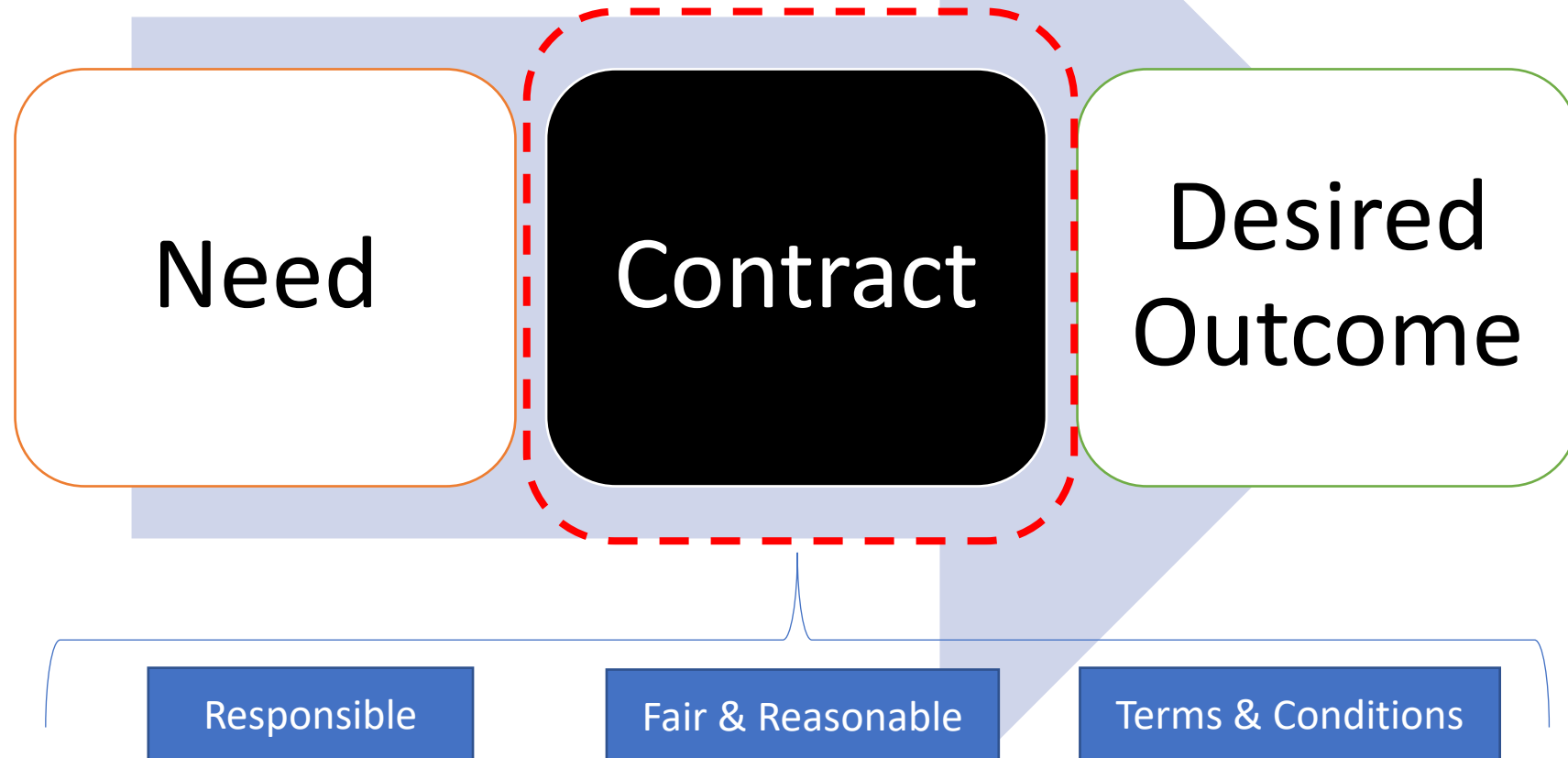
Webinar Description

- DoD's unique requirements extend beyond the pre-bid phase and into all aspects of performance. DoD suppliers need to be aware of all contractual requirements including applicable regulations such as Limitations on Subcontracting or the Non-manufacturer rule or requirements related to information security, product inspection, packaging and even the FOB point. Suppliers must also be aware of requirements included by references such as DLA's Master Solicitation and clauses listed in both the Federal Acquisition Regulations (FAR) and Defense Federal Acquisition Regulations Supplement (DFARS). This is an essential webinar for companies that are either just exploring this marketplace or that are new to it. This session will provide a solid overview of these requirements, and it will introduce you to WPI – your resource for all contract related questions.

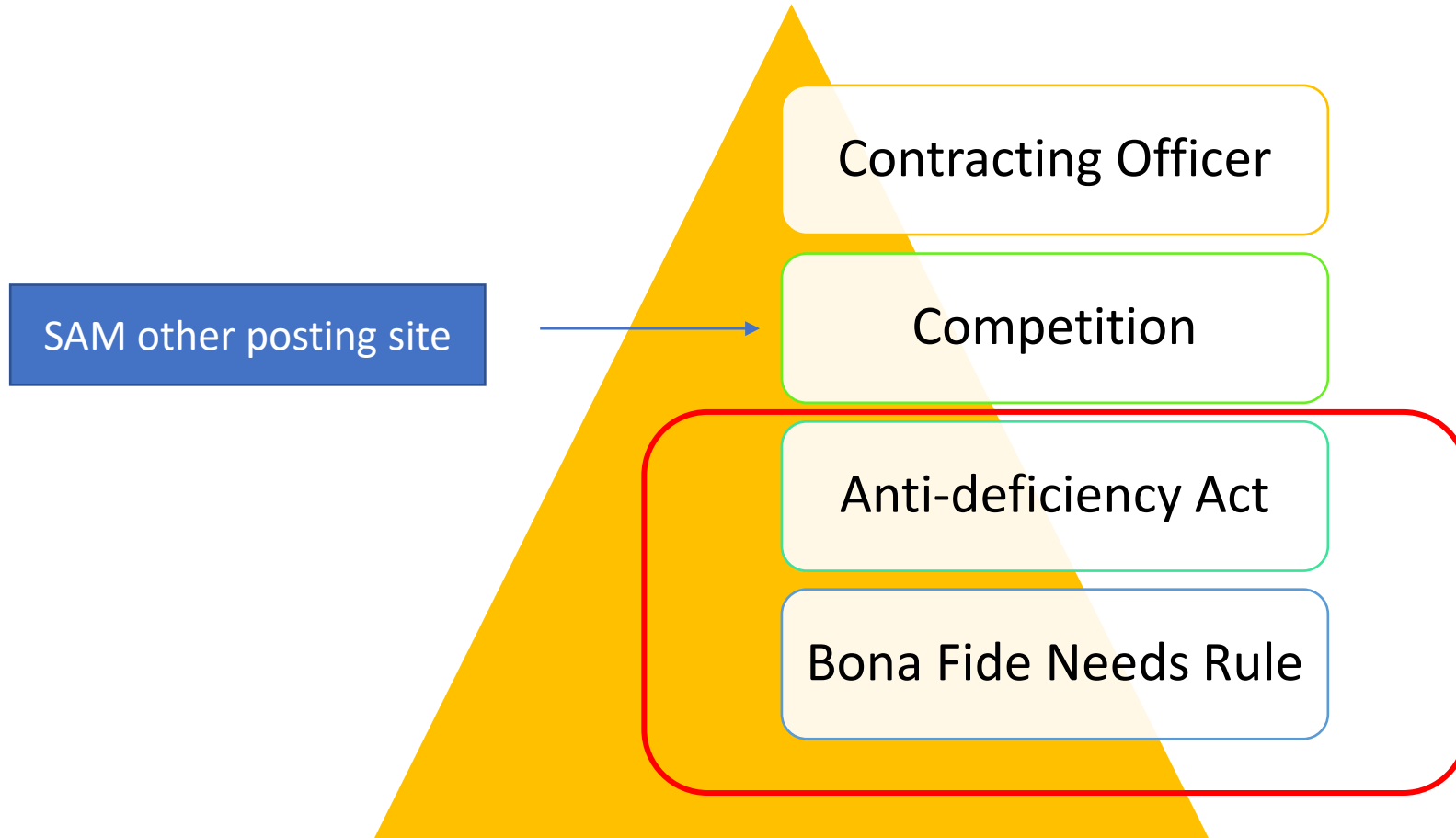
Performance

- Types of Information (CUI/Export Controlled – JCP), ITAR
- Go/No-Go
 - Past Performance (CPARS, SPRS)
- Reviewing solicitations/awards
- Locating requirement information
- Flow-Down requirements
- Vetting Sub Contractors
- Limitations on Subcontracting
- Ostensible Subcontracting
- Record Retention
- Required References
- Inspection
- Marking
- Inspection
- Packaging Requirements
- Packaging house – security issues
- Transportation

Performance = Execution



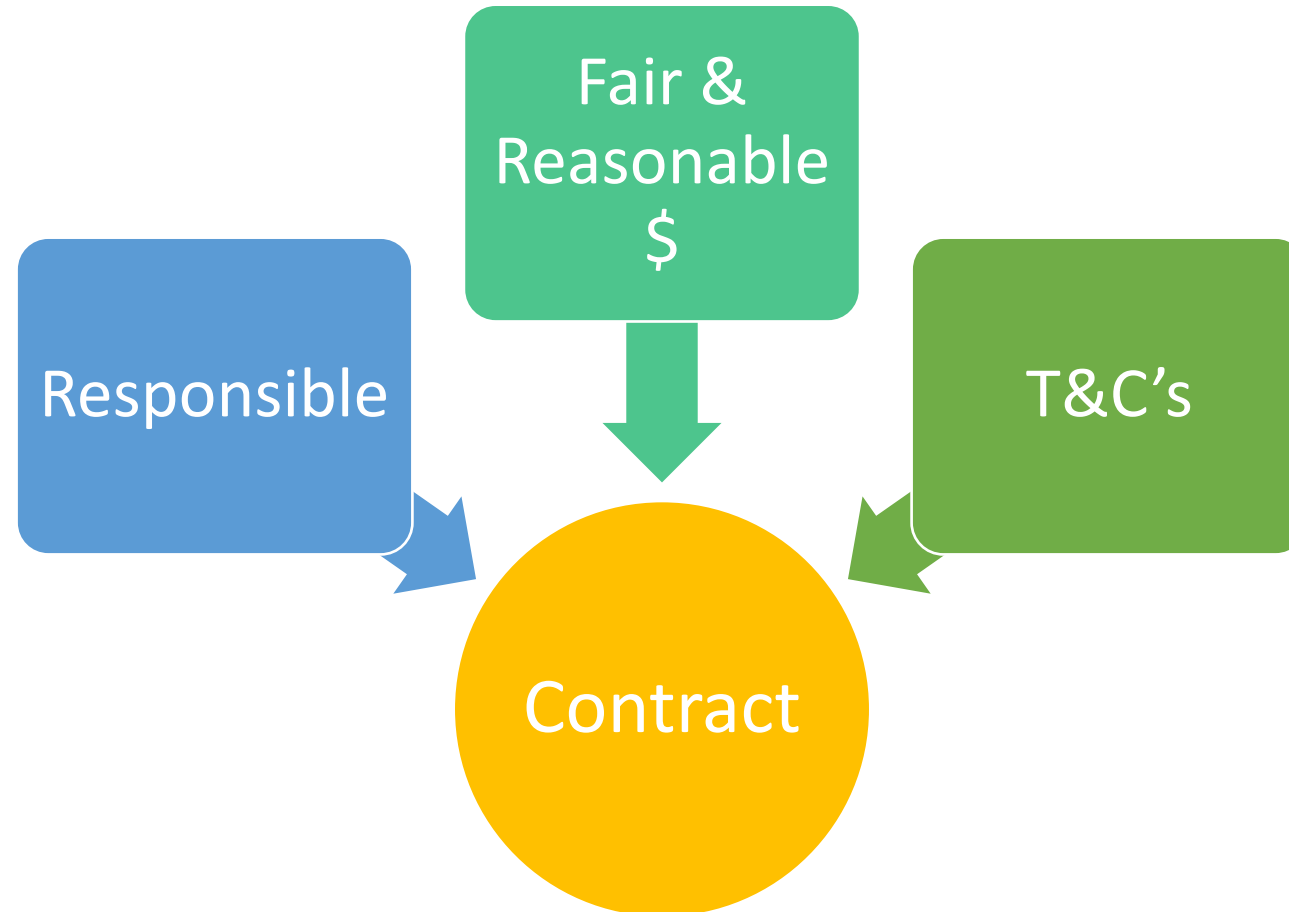
Elements to consider



3.6.1.2 BONA FIDE NEEDS RULE

This rule (31 U.S.C. § 1502(a)⁸) is a fiscal law rule. Because appropriations are generally only available for limited periods of time, it becomes important to understand when an agency actually requires a good or service (31 U.S.C. §1552). Until that requirement (need) accrues, no authorization exists to obligate appropriated funds. Once the need accrues, an agency may only obligate appropriated funds that are current at that time.

Contracting Triangle



FAR 9.103 - Responsible

(a) Purchases shall be made from, and contracts shall be awarded to, *responsible prospective contractors* only.

(b) No purchase or award shall be made unless the contracting officer makes an affirmative determination of responsibility. In the absence of information clearly indicating that the prospective contractor is responsible, the contracting officer shall make a determination of nonresponsibility. If the prospective contractor is a small business concern, the contracting officer shall comply with subpart 19.6, Certificates of Competency and Determinations of Responsibility. (If Section 8(a) of the Small Business Act (15 U.S.C.637) applies, see subpart 19.8.)

(c) The award of a contract to a supplier based on lowest evaluated price alone can be false economy if there is subsequent default, late deliveries, or other unsatisfactory performance resulting in additional contractual or administrative costs. While it is important that Government purchases be made at the lowest price, this does not require an award to a supplier solely because that supplier submits the lowest offer. A prospective contractor must affirmatively demonstrate its responsibility, including, when necessary, the responsibility of its proposed subcontractors.

Responsible – General Standards

To be determined responsible, a prospective contractor must-

(a) Have adequate financial resources to perform the contract, or the ability to obtain them (see 9.104-3(a));

(b) Be able to comply with the required or proposed delivery or performance schedule, taking into consideration all existing commercial and governmental business commitments;

(c) Have a satisfactory performance record (see 9.104-3 (b) and subpart 42.15). A prospective contractor shall not be determined responsible or nonresponsible solely on the basis of a lack of relevant performance history, except as provided in 9.104-2;

(d) Have a satisfactory record of integrity and business ethics (for example, see subpart 42.15);

(e) Have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them (including, as appropriate, such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors). (See 9.104-3(a).)

(f) Have the necessary production, construction, and technical equipment and facilities, or the ability to obtain them (see 9.104-3(a)); and

(g) Be otherwise qualified and eligible to receive an award under applicable laws and regulations (see also inverted domestic corporation prohibition at 9.108).

Key Assessment Areas

- ***Invoicing/Cost Control.*** Is the contractor effective in forecasting, managing, and controlling contract/order cost and keep within the total estimated cost? Were billings current, accurate and complete?
- ***Timeliness (schedule/delivery).*** Is the contractor on schedule to meet contractual requirements? Did the contractor meet the contractual delivery requirements? Does the contract include a reward for early delivery, or a penalty for late delivery?
- ***Quality of performance and deliverables.*** Do the supplies or services meet the requirements? Do they conform to the contract specifications, standards, PWS/SOW/SOO, and quality assurance plan?
- ***Business relations.*** Is the contractor responsive, professional, and courteous?
- ***Management of key personnel.*** Are technical experts highly qualified and effective in performing the required services? Do they meet the skill level stated in the contract? Are an appropriate number of personnel assigned to the project? Do delivered supplies reflect the skill and standardization required by the user?
- ***Customer satisfaction.*** Will the requiring activity be satisfied in terms of cost, quality, and timeliness of the delivered supplies or services? What percentage of the deliverable meets the user's expectations? How long has the contractor taken to address any user complaints? How many user complaints have there been?
- ***Compliance.*** Has the contractor complied with, for example, Occupational Safety and Health Administration, Environmental Protection Agency, and Department of Labor regulations or local standards?

Contracting Officer's Remedies for Poor Performance

Apply stop-work, cure notice, show-cause, liquidated damages, warranty, or termination clause

Withhold or reduce fees

Reject the noncompliant work or allow rework

Suspend progress payments

Choose not to exercise options

Modify the contract

Address claims or considerations

Take legal recourse

Use alternative dispute resolution (ADR)

Document the issue in the past performance database

Contractual Remedies to Ensure Compliance with DFARS Clause 252.204-7012 – see page 2

DFARS clause 252.204-7012 requires a contractor to implement, at minimum, the NIST SP 800-171 security requirements on covered contractor information systems. Contractors must implement all of the NIST SP 800-171 requirements and have a plan of action and milestones (per NIST SP 800-171 Section 3.12.2) for each requirement not yet implemented. Failure to have or to make progress on a plan to implement NIST SP 800-171 requirements may be considered a material breach of contract requirements. Remedies for such a breach may include: withholding progress payments; foregoing remaining contract options; and potentially terminating the contract in part or in whole. Contracting Officers should consult with legal counsel as well as the program office or requiring activity to discuss appropriate remedies for the specific circumstances surrounding individual contracts.

SUBJECT: Contractual Remedies to Ensure Contractor Compliance with Defense Federal Acquisition Regulation Supplement Clause 252.204-7012, for contracts and orders not subject to Clause 252.204-7020; and Additional Considerations Regarding National Institute of Standards and Technology Special Publication 800-171 Department of Defense Assessments

Contractor Pays \$930,000 to Settle False Claims Act Allegations

CHS is a provider of global medical services that contracted to provide medical support services at government-run facilities in Iraq and Afghanistan. Under one of the contracts, CHS submitted claims to the State Department for the cost of a secure electronic medical record (EMR) system to store all patients' medical records, including the confidential identifying information of United States service members, diplomats, officials, and contractors working and receiving medical care in Iraq. The United States alleged that, between 2012 and 2019, CHS failed to disclose to the State Department that it had not consistently stored patients' medical records on a secure EMR system. When CHS staff scanned medical records for the EMR system, CHS staff saved and left scanned copies of some records on an internal network drive, which was accessible to non-clinical staff. Even after staff raised concerns about the privacy of protected medical information, CHS did not take adequate steps to store the information exclusively on the EMR system.

15.305 Proposal evaluation - Past performance evaluation

- (i) 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. This comparative assessment of past performance information is separate from the responsibility determination required under [subpart 9.1](#).
- (ii) 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 (including Federal, State, and local government and private) for efforts similar to the Government requirement. The solicitation shall also authorize *offerors* to provide information on problems encountered on the identified contracts and the offeror's corrective actions. The Government shall consider this information, as well as information obtained from any other sources, when evaluating the offeror's past performance. The source selection authority shall determine the relevance of similar past performance information.
- (iii) The evaluation should take into account past performance information regarding predecessor companies, key personnel who have relevant experience, or subcontractors that will perform major or critical aspects of the requirement when such information is relevant to the instant acquisition.
- (iv) In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available, the offeror may not be evaluated favorably or unfavorably on past performance.
- (v) The evaluation should include the past performance of *offerors* in complying with subcontracting plan goals for small disadvantaged business (SDB) concerns (see [subpart 19.7](#)).

Contracting Equation



Acceptable Inspection Methods

The government has the right to inspect all contract deliverables and services at any time prior to acceptance. Inspections may be announced or unannounced, but they must not unduly delay work, nor must they include directions that would change the contract. The government also has the right to reject any deliverables that do not meet contract requirements.

Pick an approach for success!

Who is in your Performance Chain? Primary and more importantly Alternates/Substitutes? Selection/vetting process.



Assessing Official's Comments - CPARS

QUALITY: Contractor met contract requirements, only minor problems with administrative documentation which was able to be corrected by Contractor.

SCHEDULE: Contractor completed within contractual requirements. Currently monitoring site restoration for sod establishment.

MANAGEMENT: Contractor met contractual requirements both documentation and physical scope of work in a satisfactory manner.

REGULATORY COMPLIANCE: Contractor is rated at satisfactory for this rating.

ADDITIONAL/OTHER: All ratings received a rating of satisfactory and the contractor finished on time. The contractor was ok to work with most of the time with periods of difficulty for communication and getting contractual points across which may have made the process/project track more smoothly to completion. The paper work side was lacking on some aspects but all in all the team got the job done and the government received a satisfactory project completion. Overall the contractor performed satisfactorily across the board on this project.

RECOMMENDATION:

Given what I know today about the contractor's ability to perform in accordance with this contract or order's most significant requirements, I would recommend them for similar requirements in the future.

Performance - overview

Evaluation Areas	Past Rating	Rating
Quality:	N/A	Satisfactory
Schedule:	N/A	Satisfactory
Cost Control:	N/A	N/A
Management:	N/A	Satisfactory
Small Business Subcontracting:	N/A	N/A
Regulatory Compliance:	N/A	Satisfactory
Other Areas:		
(1) :	..	N/A
(2) :	..	N/A
(3) :	..	N/A

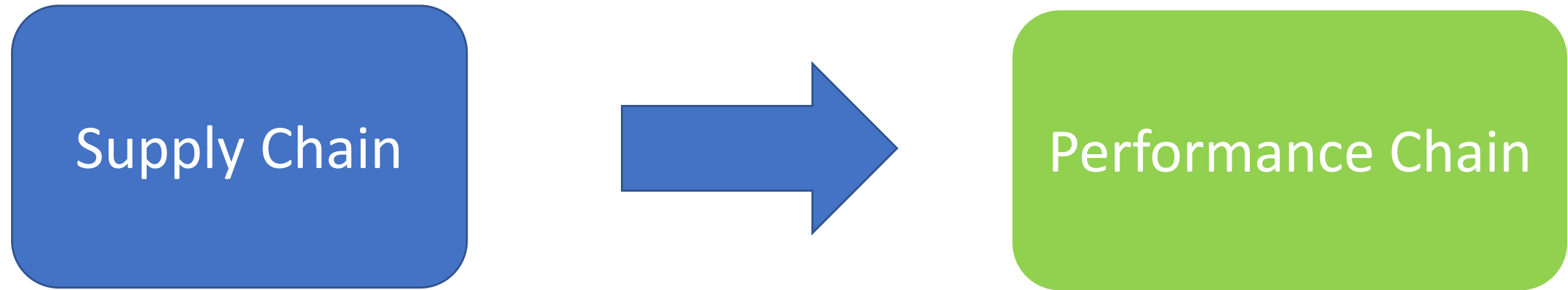
Past Performance

(e) Past Performance Evaluation Factors. The Government will use the past performance evaluation factors marked below in addition to cost or price and other evaluation factors specified in the solicitation. Unless indicated otherwise, past performance is significantly more important than other non-price factors. Within the past performance subfactors, SPRS assessments (as applicable) will be weighed most heavily. Historical quality history and delivery schedule compliance (not captured in SPRS) will be weighed more heavily than the remaining past performance subfactors. All other non-price evaluation factors specified in this solicitation weigh equally, unless otherwise indicated.

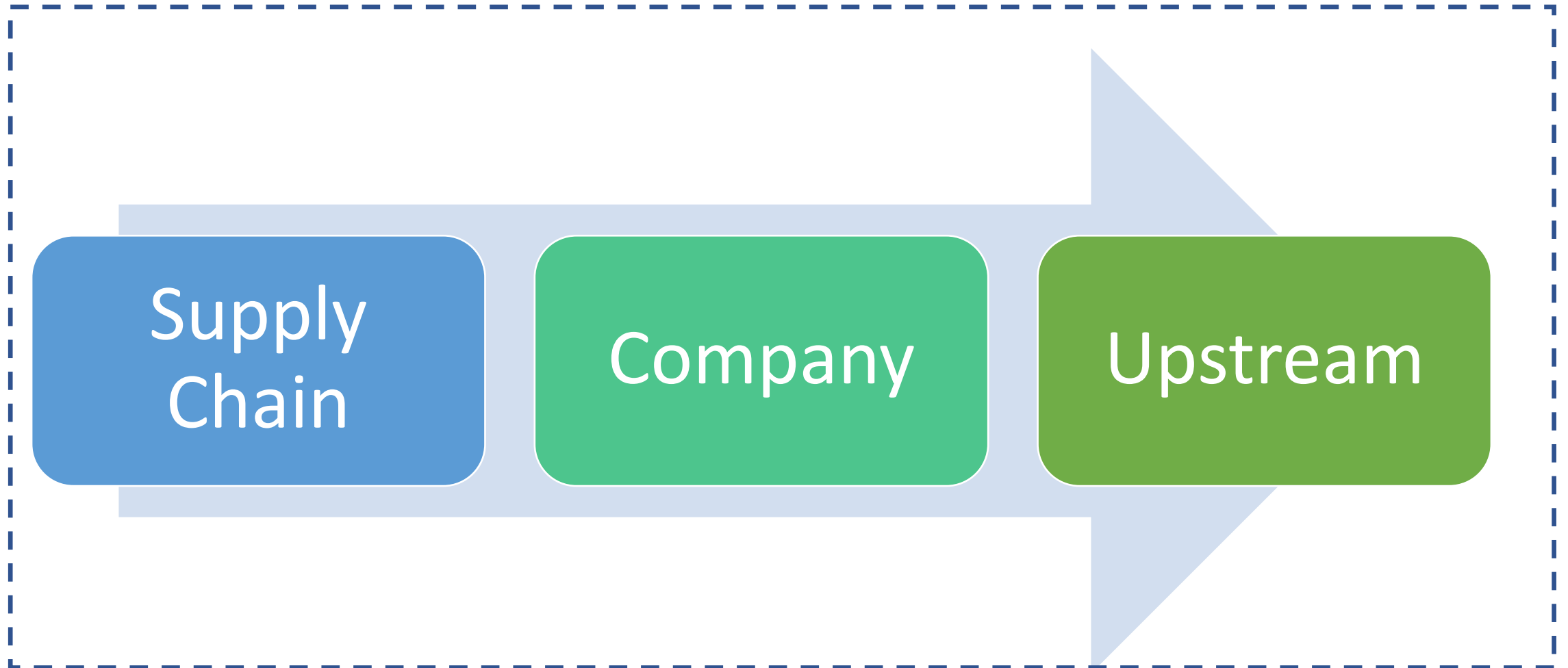
- SPRS Assessments (PROC NOTE L08)
(EProcurement)
- PPIRS-RC Assessments
- Historical Quality (not captured in SPRS)
- Historical Delivery Schedule Compliance
(not captured in SPRS)
- Other (specify):

(End of Notice)

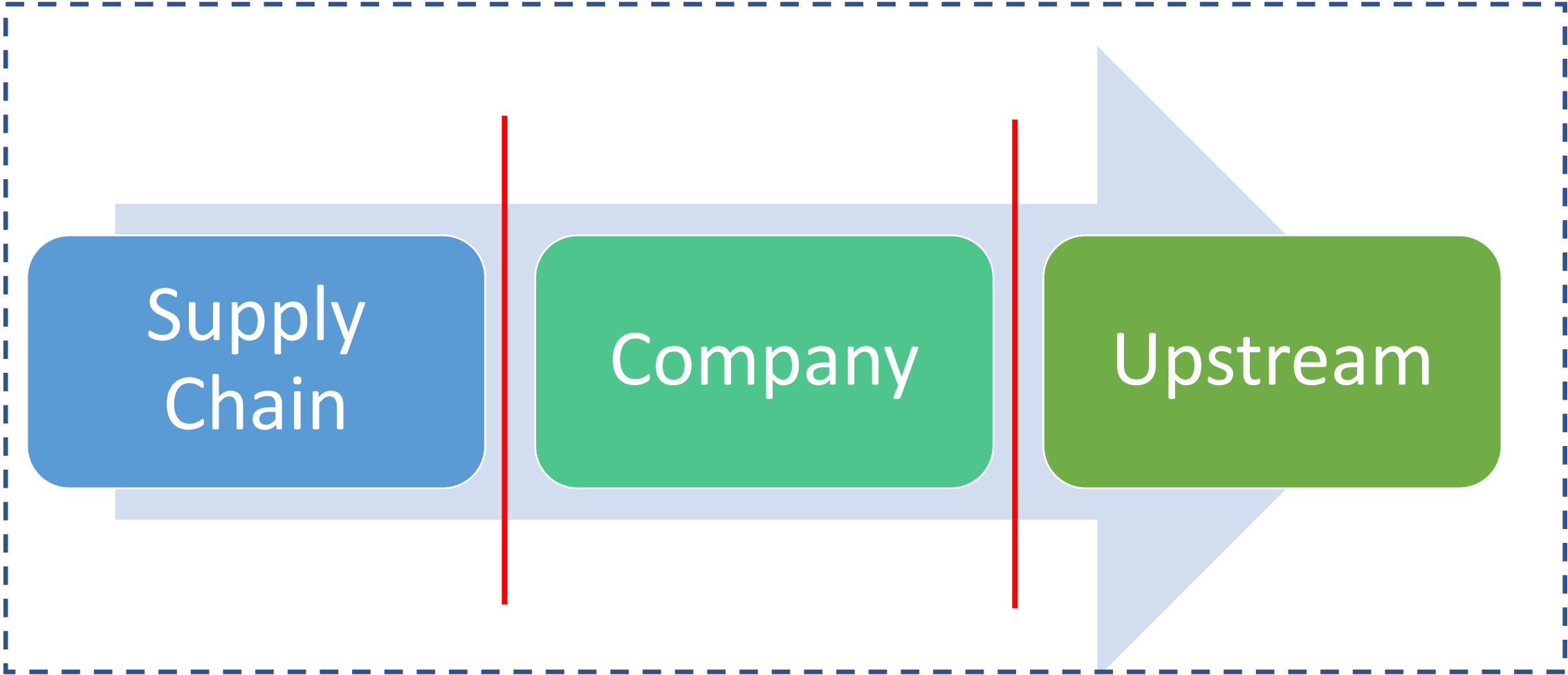
Changing Perspective



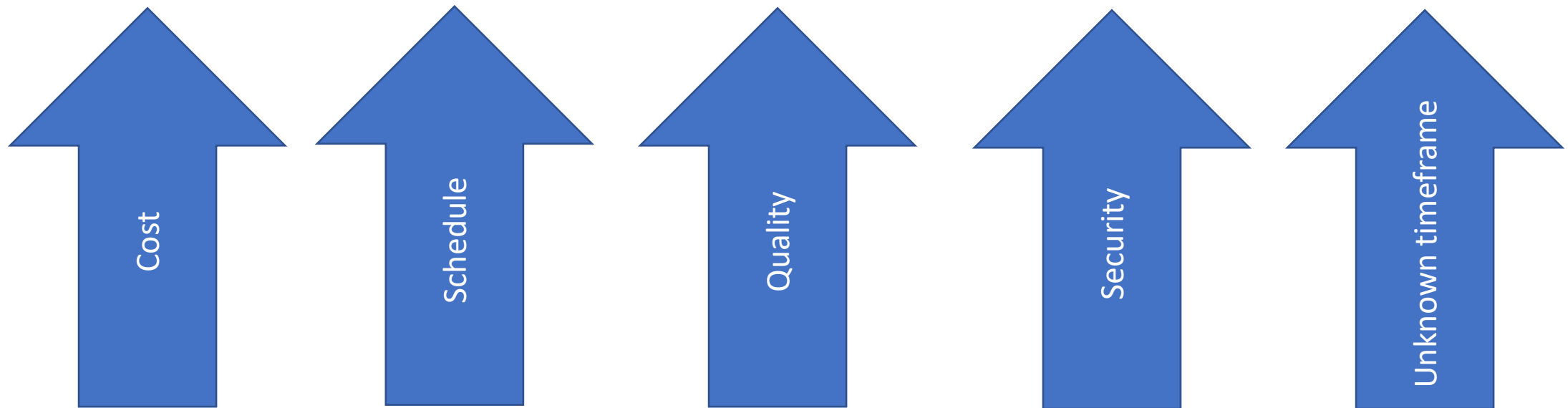
Identify/Define the Performance Chain



Issue = Disruption to the Performance Chain

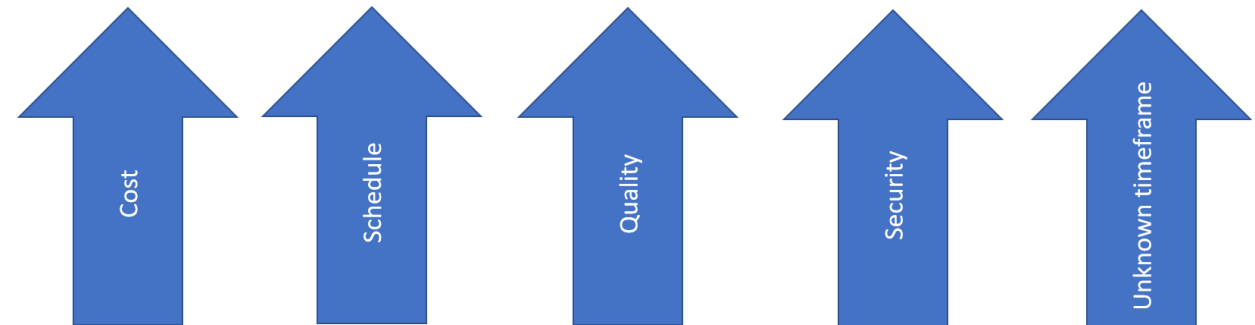


Possible impacts – among others



Know/communicate with your supply chain

- Define issues and vetting topics/procedures
 - Cyber
 - Export Controls
 - DPA/DPAS ability
 - Surge/Sustainment
 - Quality
 - Cost/pricing
 - Reporting requirements



Communication

- Maintained
- Timely
- Documentation
- All parties
- Consistency/standardized

Documentation (mirror the contracting officer)

4.801 General.

(a) The head of each office performing contracting, contract administration, or paying functions shall establish files containing the records of all contractual actions.

(b) The documentation in the files (see [4.803](#)) shall be sufficient to **constitute a complete history of the transaction** for the purpose of-

(1) **Providing a complete background as a basis** for informed decisions at each step in the acquisition process;

(2) **Supporting actions taken;**

(3) **Providing information for reviews and investigations;** and

(4) Furnishing essential facts in the event of litigation or congressional inquiries.

(c) The files to be established include-

(1) A file for cancelled solicitations;

(2) A file for each contract; and

(3) A file such as a contractor general file, containing documents relating, for example-to-

Surge and Sustainment (S&S) Requirements – 37

Instructions to Offerors (FEB 2017)

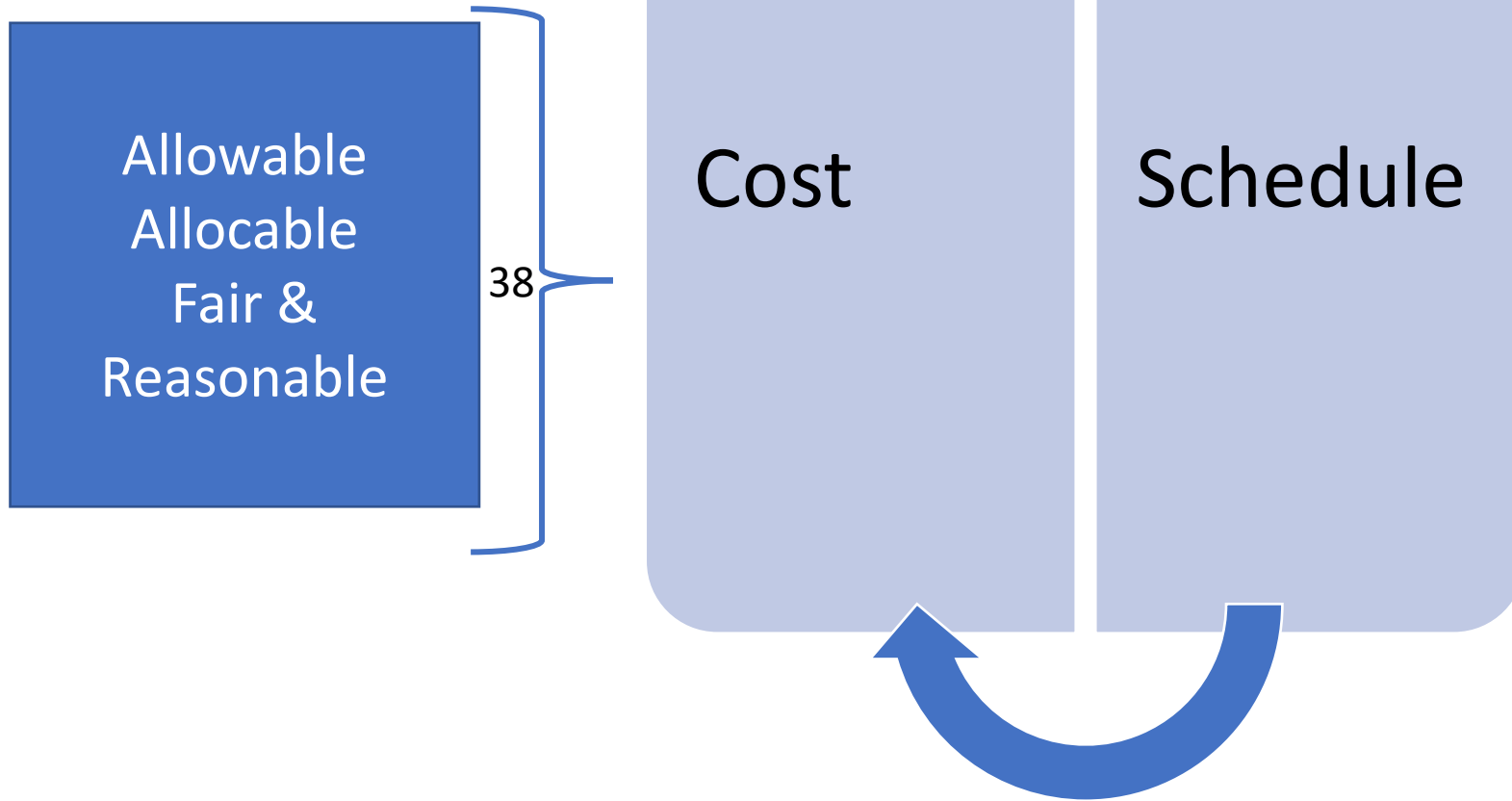
(1) Each offeror must describe in its proposal its ability to meet the S&S accelerated delivery specified for items critical to support the Department of Defense in conducting contingency operations. These S&S items are identified in Section C with quantities expressed as a Monthly Wartime Rate (MWR) or in a D1-D6 schedule. The S&S quantity and delivery requirements are in addition to peacetime quantities. S&S requirements may be met through access to production capability as well as contractor-owned or contractor-managed inventory or safety stocks.

(2) Each offeror must include in its basic proposal a brief description of how it will ramp up to meet accelerated delivery and increased quantities (i.e., surge) and sustain an increased production and delivery pace throughout the contingency (i.e., sustainment). Additionally, each offeror must provide a separate capability assessment plan (CAP) to document its detailed technical approach for covering S&S requirements.

(3) If the CAP recommends some type of Government investment, offerors must include their plan for refreshing or replacing S&S material consumed to ensure a continued surge capability. The CAP must include an exit strategy that describes the transition and ramp-down of S&S assets and any remaining Government investment not consumed before contract expiration.

(4) Offerors must provide pricing within the electronic CAP submission for S&S requirements based on the schedule for delivering items in the offeror's CAP . When S&S pricing exceeds peacetime pricing, the offeror's proposal must include sufficient description to explain the rationale for the additional costs associated and provide a breakdown of costs to substantiate the pricing. This paragraph (4) does not apply to DLA Troop Support Subsistence.

Specific issues



Change Orders

- **43.201 General.**
- (a) Generally, Government contracts contain a changes clause that permits the contracting officer to make unilateral changes, in designated areas, within the general scope of the contract. These are accomplished by issuing written change orders on [Standard Form 30](#), Amendment of Solicitation/Modification of Contract ([SF 30](#)), unless otherwise provided (see [43.301](#)).
- (b) The contractor must continue performance of the contract as changed, except that in cost-reimbursement or incrementally funded contracts the contractor is not obligated to continue performance or incur costs beyond the limits established in the Limitation of Cost or Limitation of Funds clause (see [32.706-2](#)).
- (c) The contracting officer may issue a change order by electronic means without a [SF 30](#) under unusual or urgent circumstances, *provided* that the message contains substantially the information required by the [SF 30](#) and immediate action is taken to issue the [SF 30](#).

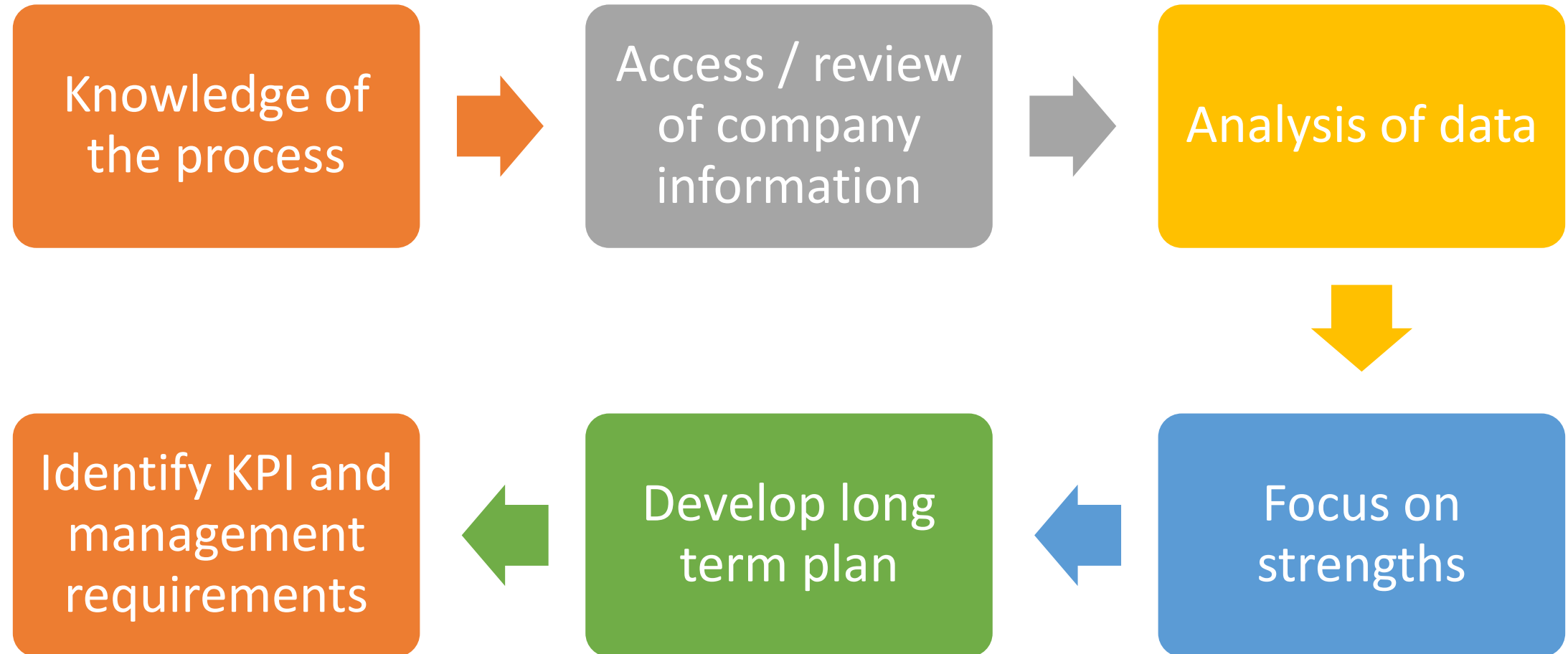
43.203 Change order accounting procedures

- (a) **Contractors' accounting systems are seldom designed to segregate the costs of performing changed work.** Therefore, before prospective contractors submit offers, the contracting officer should advise them of the possible need to revise their accounting procedures to comply with the cost segregation requirements of the Change Order Accounting clause at [52.243-6](#).
- (b) The following categories of direct costs normally are segregable and accountable under the terms of the Change Order Accounting clause:
 - (1) Nonrecurring costs (*e.g.*, engineering costs and costs of obsolete or reperformed work).
 - (2) Costs of added distinct work caused by the change order (*e.g.*, new subcontract work, new prototypes, or new retrofit or backfit kits).
 - (3) Costs of recurring work (*e.g.*, labor and material costs).

Contract Modifications

- **43.102 Policy.**
- (a) Only contracting officers acting within the scope of their authority are empowered to execute contract modifications on behalf of the Government. Other Government personnel shall not-
 - (1) Execute contract modifications;
 - (2) Act in such a manner as to cause the contractor to believe that they have authority to bind the Government; or
 - (3) Direct or encourage the contractor to perform work that should be the subject of a contract modification.
- (b) Contract modifications, including changes that could be issued unilaterally, shall be priced before their execution if this can be done without adversely affecting the interest of the Government. If a significant cost increase could result from a contract modification and time does not permit negotiation of a price, at least a ceiling price shall be negotiated unless impractical.

Managing SPRS



SPRS Resources

CONTENTS

User Guides

Related Links

USER GUIDES

SPRS Software User's Guide for Awardees/Contractors

SPRS Software User's Guide for Government

SPRS Evaluation Criteria

QUICK REFERENCE GUIDES

Acquisition Professional Quick Reference Guide

NIST SP 800-171 Quick Entry Guide

NIST SP 800-171 Frequently Asked Questions

Vendor Threat Mitigation (VTM) Quick Entry Guide

Supplier Risk Report

Supplier Risk is a Standalone way to view detailed Supplier Risk. A computer algorithm uses 10 factors of past performance information to calculate the Supplier Risk Score. These factors are individually weighted (based on age and relative importance) and summed to produce a numerical and color score for every company which has either a contract or factor data within the last three years. For more information, see SPRS Evaluation Criteria https://www.sprs.csd.disa.mil/pdf/SPRS_DataEvaluationCriteria.pdf

Supplier Risk Score – Factors used

Factor	Source	Category
Contractor Performance Assessment Reports (CPARS)	CPARS (formerly PPIRS-RC)	Positive/Negative
Corrective Action Plans (CAP)	DCMA	Positive/Negative
Corrective Action Requests (CAR)	DCMA, PDREP	Always Negative
Federal Awardee Performance and Integrity System (FAPIIS)	CPARS (formerly PPIRS-RC)	Always Negative
★ Government-Industry Data Exchange Program Alerts (GIDEP)	GIDEP	Always Negative
Performance Assessment Reports (PAR)	DCMA	Positive/Negative
SPRS Delivery	SPRS	Always Positive
SPRS Quality	SPRS	Always Positive
Pre-/Post Award Surveys	DCMA, PDREP	Positive/Negative
Suspected Counterfeit	GIDEP	Always Negative

SPRS – Scores/Factors

Always Negative data are factors which always lower the resulting score. Once a score reaches 0, additional negative data has no effect.

Always Positive data are factors which always increase the resulting score.

Positive/Negative data are factors which can increase or decrease the resulting score based on the nature of the factor.

GIDEP



*... is people who care about making their product or service
the BEST that it can be!*

GIDEP Data

Failure Experience

Suspect Counterfeit

DMSMS

Engineering

Metrology

Product Info.

R&M

How To Submit

Scoring example - GIDEP

Example: A vendor has 13 GIDEP alerts for failure experience (non-counterfeit). The starting score for GIDEP alerts is 10, and each such GIDEP alert is worth -1 point. This vendor's GIDEP factor score is zero, because the first 10 alerts reduce the score to zero, and the additional three alerts are ignored. ***Note:*** as older alerts are excluded due to age; more recent alerts will continue to affect the factor score.

SPRS information


- On-time delivery scores and quality classifications (**DFARS 213.106-2**)
- Price, Item and Supplier procurement risk data and assessments
- Company exclusion status (debarments, suspensions, etc.)
- NIST SP 800-171 Assessment results
- National Security System Restricted List
- Supply chain illumination

213.106-2 Evaluation of quotations or offers.

- (b)(i) For competitive solicitations for supplies using FAR part 13 simplified acquisition procedures, **including acquisitions valued at less than or equal to \$1 million** under the authority at FAR subpart 13.5, the contracting officer shall—
 - (A) Consider data available in the statistical reporting module of the Supplier Performance Risk System (SPRS) **regarding the supplier's past performance history for the Federal supply class (FSC) and product or service code (PSC) of the supplies being purchased**. Procedures for the use of SPRS in the evaluation of quotations or offers are provided in the SPRS User's Manual available under the references section of the SPRS website at <https://www.ppirssrng.csd.disa.mil>;
 - (B) **Ensure the basis for award includes** an evaluation of each supplier's past performance history in SPRS for the FSC and PSC of the supplies being purchased; and
 - (C) In the case of a supplier without a record of relevant past performance history in SPRS for the FSC or PSC of the supplies being purchased, the supplier **may not be evaluated favorably or unfavorably for its past performance history**.



Contractor Summary Score - SPRS

CONTRACTOR SUMMARY REPORT																
Back	<input type="button" value="Print"/>															
	<table border="1"> <thead> <tr> <th colspan="2">QUALITY COLOR LEGEND</th> </tr> </thead> <tbody> <tr> <td>Blue:</td> <td>Top 5%</td> </tr> <tr> <td>Purple:</td> <td>Next 10%</td> </tr> <tr> <td>Green:</td> <td>Next 70%</td> </tr> <tr> <td>Yellow:</td> <td>Next 10%</td> </tr> <tr> <td>Red:</td> <td>Lowest 5%</td> </tr> </tbody> </table>				QUALITY COLOR LEGEND		Blue:	Top 5%	Purple:	Next 10%	Green:	Next 70%	Yellow:	Next 10%	Red:	Lowest 5%
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Yellow:	Next 10%															
Red:	Lowest 5%															
																
Current Classifications:																
CAGE Code	Supply Code	Weighted Delivery Score	Weighted Quality Performance	Classification Date												
CCCCC	1010	0 (1 Records)	Color GREEN (0 Records)	04/23/2020												
CCCCC	1020	82 (3 Records)	Color BLUE (5 Records)	04/23/2020												
CCCCC	3020	24 (11 Records)	Color PURPLE (3 Records)	04/23/2020												
CCCCC	3040	30 (29 Records)	Color PURPLE (17 Records)	04/23/2020												
CCCCC	336413	25 (8 Records)	Color GREEN (2 Records)	04/23/2020												
CCCCC	336611	0 (2 Records)	Color GREEN (0 Records)	04/23/2020												
CCCCC	336612	22 (38 Records)	Color RED (5 Records)	04/23/2020												
CCCCC	339991	78 (21 Records)	Color GREEN (7 Records)	04/23/2020												
CCCCC	339993	45 (20 Records)	Color GREEN (4 Records)	04/23/2020												
CCCCC	444130	14 (31 Records)	Color YELLOW (5 Records)	04/23/2020												

Supplier Risk Scores

- A computer algorithm called the SPRS Supplier Engine uses **10 factors of past performance information (PPI)** to calculate Supplier Risk Scores. These factors are weighted (based on age and relative importance) and summed to produce a numerical and color score for every company which has either a contract or factor data **within the last three years**. Older data is excluded by the Supplier Engine.

SPRS – Delivery Performance

A contractor's delivery performance will be based by Product Service Code (PSC) or North American Industry Classification System (NAICS). The contractor's delivery performance will be based on a weighted combination of the percentage of contract line items with on-time deliveries and the average days late for all deliveries. The formula and weights for delivery performance are:

Delivery Score = (On-time Weight X On-time Score) + (Average Days Late Weight X Average Days Late Score)

- ★ On-time Weight = 0.6
- ★ On-time Score = $100 \times (\text{age-weighted number of lines shipped on-time during rating period} / \text{age-weighted number of lines shipped during rating period})$
- ★ Average Days Late Weight = 0.4
- ★ Average Days Late Score = maximum of $((100 - (\text{total age-weighted days late during rating period} / \text{age-weighted number of lines shipped during rating period}))$ or 0, whichever is higher)

Past Performance – Sources of Information

- SPRS receives contract award and delivery data from the Electronic Data Access (EDA), Wide-Area Workflow (WAWF) and the Mechanization of Contract Admin Services (MOCAS) systems, and other sources through the Department of the Navy's Product Data Reporting and Evaluation (PDREP) system. Program performance data is received from the Defense Contract Management Agency (DCMA), Government-Industry Data Exchange Program Alerts (GIDEP) and the Contractor Performance Assessment Reporting System (CPARS), (formerly PPIRS-RC) systems.

Clues to Pricing

Three data repositories are required to calculate the Average Price and Expected Range for an item.

- A **History Table** is a data table built from contract award and delivery data in the Department of the Navy's Product Data Reporting and Evaluation Program (PDREP). This table holds contract information and unit prices for items with national stock numbers (NSN) such that:
 - The contract award date is 01 January 2010 or later,
And
 - The combination of 13-digit contractor number, NSN and unit price is unique (counted once in the Average Price calculation)
- A **Price Table** retains the Average Price, the upper and lower control limits of the Expected Range and the Average Price Confidence score for each NSN found in the History Table.
- A set of **Escalation Tables** translates an item's federal stock class (PSC) into an element of the U.S. Bureau of Labor Statistics' Producer Price Index (PPI) for the purposes of "escalating" (i.e., adjusting for inflation) historical unit prices to the current month.

https://www.sprs.csd.disa.mil/pdf/SPRS_DataEvaluationCriteria.pdf; page 3

Calculation of the Average Price, Expected Range, and Average Price Confidence Score

⇒ Exclude all prices which are greater than four times the median ($4M_1$).

- Let n be the number of remaining prices. To determine if Pass 2 is required, calculate the mean (μ), standard deviation (σ) and coefficient of variation (c_v) for the population of remaining prices. *See equations 3, 4 and 5, respectively.*

$$\mu = \frac{1}{n} \sum_{i=1}^n P_i$$

Equation 3: Population mean calculation

$$\sigma = \sqrt{\frac{\sum(P - \mu)^2}{n}}$$

Equation 4: Population standard deviation calculation

$$c_v = \frac{\sigma}{\mu}$$

- Understand how decisions are formulated

SPRS: Challenge Process

Delivery scores and Quality classifications are calculated on a daily basis. Fluctuation in scoring may be the result of other vendors' scoring and not the result of a change in the user's data. It is the responsibility of the user to monitor their SPRS account and 'challenge' when they feel data is inaccurate. Users must have objective quality evidence (OQE) to support their claim.

Performance Monitoring and Actions

CHALLENGE EMAIL

Date : 10/26/2020
This correspondence will be sent to the following recipients:
DSC COLUMBUS - ContactPoint@navy.mil

CHALLENGE : NEGATIVE DELIVERY RECORD
CAGE CODE : CCCCC
CONTRACT NUMBER : TESTCONTRACTNO3
SERIAL NUMBER : #1234
FSC\NSN : #840
DUE DATE : 06/01/2020

Enter Message:

– Optional: Find a Proof of Delivery document to attach and send:

Business Continuity Plan

- Evaluate (S, W, O, T)
- Identify critical functions
 - Redundancy
 - Training
 - Current information
 - Appropriate/acceptable authorization in place
- Succession planning
 - Planning for loss of top leadership
 - Continuing without key staff
- Identify critical vendors

Key Documents – information, ready access

Partial list

- Diagrams – perspective, context, understanding
- Critical Asset, Data and Services list
- Business Continuity Plan
- Incident Response Plan
- Data and Info disclosure Procedures
- Physical access Requirements
- On call/contracted resource
- Disaster Notification Guidance
- Actions Taken log

Alan White and Ben Clark, BTFM – Blue Team Field Manual, 2017, 9

CYBER FRIDAY LIVE WEBINAR SERIES

- October 21, 2022
Vetting and Creating Agreements with Subcontractors and 3rd Party Service Providers
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- November 4, 2022
Developing and Implementing Essential Security Policies, Practices, and Procedures
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- November 18, 2022
Incident Identification, Reporting Requirements, and Recovery
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- December 2, 2022
Designing and Using Security Exercises to Test and Improve Security Programs
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute

PRESENTED BY



TECHNOLOGY
INNOVATION CENTER
— at RESEARCH PARK



ACQUISITION HOUR LIVE WEBINAR SERIES

- November 1
Preparing for One-on-One Buyer Meetings
- November 15
Certifications for Veteran Owned Businesses
- November 29
The HUBZone Program – Certification Benefits and Regulations
- January 10
The SBA 8(a) Program and Small Disadvantaged Business (SDB) Program

LOCAL GOVERNMENT SALES OPPORTUNITIES

- October 13
SE WI and the Milwaukee Area - Virtual
- October 20
Sales Opportunities with the City of Madison – In Person
- November 9
Sales Opportunities with Dane County – In Person
- November 10
Green Bay Area (Virtual)

DOD SUPPLIER ROADMAP SERIES

- October 20
Performance
- October 27
Locating Opportunities
- November 3
Non-Traditional Acquisition Methods
- November 10
Information Types & Handling Procedures
- November 17
Developing a DoD Business Strategy

Government Opportunities Business Day in Partnership with Truax Field/115th Fighter Wing



November 15

Including 1-1 Buyer Meetings

[Wispro.org/Events](https://www.wispro.org/Events)

Save the date



The
Contracting
Academy

Developing and Growing Government Contractors

December 6-7, 2022

MarketplaceWisconsin.com

252.204-7020 – Basic Assessment

- Requires
 - System Security Plan(SSP)
 - Plan of Action – with dates for outstanding items
 - Basic Assessment
- Six elements uploaded to Supplier Performance Risk System (SPRS)
 1. System Security Plan name (if more than one system is involved)
 2. Brief description of Plan Architecture
 3. CAGE code associated with SSP
 4. Date Assessment performed
 5. Summary Score
 6. Date a score of 110 to be achieved

Current Cyber Requirements

- FAR 52.204-21 – Federal Contract Information
- DFARS 252.204-7012
- Requirements cited in solicitation/contract

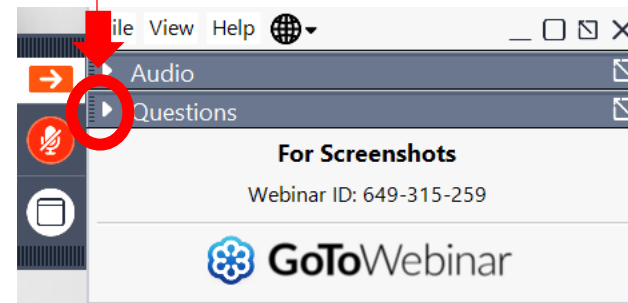
Need assistance – please contact Marc Violante from WPI at marcv@wispro.org or 920-456-9990

QUESTIONS?



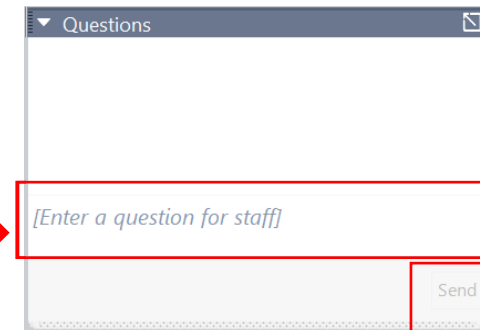
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



USING THE QUESTIONS BOX

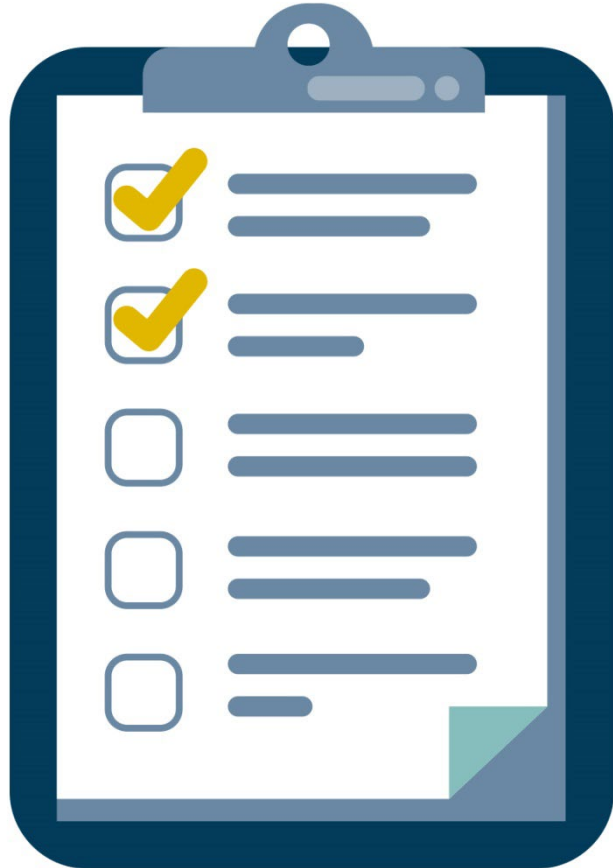
Type questions
here at any time
during a
presentation



Click Send when ready to submit a question



SURVEY



CONTINUING PROFESSIONAL EDUCATION



This webinar is eligible for 1 CPE credit.
For a certificate of this credit, please contact:

Caroline Boettcher

carolineb@wispro.org

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