

TABLE OF CONTENTS
(Revised March 11, 2011)

SUBPART 215.2—SOLICITATION AND RECEIPT OF PROPOSALS AND INFORMATION

- 215.203-70 Requests for proposals – tiered evaluation of offers.
- 215.270 Peer Reviews.

SUBPART 215.3—SOURCE SELECTION

- 215.300 Scope of subpart.
- 215.303 Responsibilities.
- 215.304 Evaluation factors and significant subfactors.
- 215.305 Proposal evaluation.
- 215.370 Evaluation factor for employing or subcontracting with members of the Selected Reserve.
 - 215.370-1 Definition.
 - 215.370-2 Evaluation factor.
 - 215.370-3 Solicitation provision and contract clause.

SUBPART 215.4—CONTRACT PRICING

- 215.402 Pricing policy.
- 215.403 Obtaining cost or pricing data.
 - 215.403-1 Prohibition on obtaining cost or pricing data (10 U.S.C. 2306a and 41 U.S.C. 254b).
 - 215.403-3 Requiring information other than cost or pricing data.
 - 215.403-5 [Removed]
- 215.404 Proposal analysis.
 - 215.404-1 Proposal analysis techniques.
 - 215.404-2 Information to support proposal analysis.
 - 215.404-3 Subcontract pricing considerations.
 - 215.404-4 Profit.
 - 215.404-70 DD Form 1547, Record of Weighted Guidelines Method Application.
 - 215.404-71 Weighted guidelines method.
 - 215.404-71-1 General.
 - 215.404-71-2 Performance risk.
 - 215.404-71-3 Contract type risk and working capital adjustment.
 - 215.404-71-4 Facilities capital employed.
 - 215.404-71-5 Cost efficiency factor.
 - 215.404-72 Modified weighted guidelines method for nonprofit organizations other than FFRDCs.
 - 215.404-73 Alternate structured approaches.
 - 215.404-74 Fee requirements for cost-plus-award-fee contracts.
 - 215.404-75 Fee requirements for FFRDCs.
 - 215.404-76 Reporting profit and fee statistics.
 - 215.406-1 Prenegotiation objectives.
 - 215.406-3 Documenting the negotiation.
 - 215.407-2 Make-or-buy programs.
 - 215.407-3 Forward pricing rate agreements.
 - 215.407-4 Should-cost review.
 - 215.407-5 Estimating systems.
 - 215.407-5-70 Disclosure, maintenance, and review requirements.

Defense Federal Acquisition Regulation Supplement

Part 215—Contracting By Negotiation

215.408 Solicitation provisions and contract clauses.
215.470 Estimated data prices.

SUBPART 215.3—SOURCE SELECTION

(Revised March 11, 2011)

215.300 Scope of subpart.

Contracting officers shall follow the principles and procedures in Director, Defense Procurement and Acquisition Policy memorandum dated March 4, 2011, [Department of Defense Source Selection Procedures](#), when conducting negotiated, competitive acquisitions utilizing FAR part 15 procedures.

215.303 Responsibilities.

(b)(2) For high-dollar value and other acquisitions, as prescribed by agency procedures, the source selection authority shall approve a source selection plan before the solicitation is issued. Follow the procedures at PGI [215.303\(b\)\(2\)](#) for preparation of the source selection plan.

215.304 Evaluation factors and significant subfactors.

(c)(i) In acquisitions that require use of the clause at FAR 52.219-9, Small Business Subcontracting Plan, other than those based on the lowest price technically acceptable source selection process (see FAR 15.101-2), the extent of participation of small businesses and historically black colleges or universities and minority institutions in performance of the contract shall be addressed in source selection. The contracting officer shall evaluate the extent to which offerors identify and commit to small business and historically black college or university and minority institution performance of the contract, whether as a joint venture, teaming arrangement, or subcontractor.

(A) See PGI [215.304\(c\)\(i\)\(A\)](#) for examples of evaluation factors.

(B) Proposals addressing the extent of small business and historically black college or university and minority institution performance may be separate from subcontracting plans submitted pursuant to the clause at FAR 52.219-9 and should be structured to allow for consideration of offers from small businesses.

(C) When an evaluation assesses the extent that small businesses and historically black colleges or universities and minority institutions are specifically identified in proposals, the small businesses and historically black colleges or universities and minority institutions considered in the evaluation shall be listed in any subcontracting plan submitted pursuant to FAR 52.219-9 to facilitate compliance with [252.219-7003\(g\)](#).

(ii) In accordance with 10 U.S.C. 2436, consider the purchase of capital assets (including machine tools) manufactured in the United States, in source selections for all major defense acquisition programs as defined in 10 U.S.C. 2430.

(iii) See [247.573-2\(c\)](#) for additional evaluation factors required in solicitations for the direct purchase of ocean transportation services.

See DoD Class Deviation [99-O0002](#), Past Performance, issued on January 29, 1999. This deviation is effective until further notice.

215.305 Proposal evaluation.

(a)(2) *Past performance evaluation.* When a past performance evaluation is required by FAR 15.304, and the solicitation includes the clause at FAR 52.219-8, Utilization of Small Business Concerns, the evaluation factors shall include the past performance of offerors in complying with requirements of that clause. When a past performance evaluation is required by FAR 15.304, and the solicitation includes the clause at FAR 52.219-9, Small Business Subcontracting Plan, the evaluation factors shall include the past performance of offerors in complying with requirements of that clause.

215.370 Evaluation factor for employing or subcontracting with members of the Selected Reserve.

215.370-1 Definition.

“Selected Reserve,” as used in this section, is defined in the provision at [252.215-7005](#), Evaluation Factor for Employing or Subcontracting with Members of the Selected Reserve.

215.370-2 Evaluation factor.

In accordance with Section 819 of the National Defense Authorization Act for Fiscal Year 2006 (Pub. L. 109-163), the contracting officer may use an evaluation factor that considers whether an offeror intends to perform the contract using employees or individual subcontractors who are members of the Selected Reserve. See PGI [215.370-2](#) for guidance on use of this evaluation factor.

215.370-3 Solicitation provision and contract clause.

(a) Use the provision at [252.215-7005](#), Evaluation Factor for Employing or Subcontracting with Members of the Selected Reserve, in solicitations that include an evaluation factor considering whether an offeror intends to perform the contract using employees or individual subcontractors who are members of the Selected Reserve.

(b) Use the clause at [252.215-7006](#), Use of Employees or Individual Subcontractors Who are Members of the Selected Reserve, in solicitations that include the provision at [252.215-7005](#). Include the clause in the resultant contract only if the contractor stated in its proposal that it intends to perform the contract using employees or individual subcontractors who are members of the Selected Reserve, and that statement was used as an evaluation factor in the award decision.