

Power and Energy Industry Day

How to do Business with ONR

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Doing Business with ONR

- ❖ Team Approach
 - Program Office
 - Contracts Department
 - Contractor

Be Prepared

- Approved Accounting System
- Registered in CCR
- Valid ORCA with DFARS Clauses



READ THE BAA



Contract Type

- ❖ Indefinite Delivery Indefinite Quantity (IDIQ) Contract
 - Cost Type Task Orders to be awarded under the Base IDIQ Contract
 - Phased approach
 - Phase I Base (up to 18 months)
 - Phase I Option (6 months)
 - Phase II (up to 30 months)

Proposal Due Date

- Proposals are usually due 45 days after the BAA's are published

Proposal Submission

- Proposals are to be submitted in accordance with the forthcoming Broad Agency Announcements (BAAs)
- Proposals submitted in response to ONR FY11 BAAs are required to be submitted using the Technical and Cost Proposal Template and Cost Proposal Spreadsheet located at:

<http://www.onr.navy.mil/Contracts-Grants/submit-proposal/contracts-proposal/cost-proposal.aspx>

Benefits of Template and Spreadsheet

- Eliminates extraneous time and manpower previously spent on free-form proposals
 - Cost proposals are submitted in a uniform format
 - Reduces the time needed to process contract proposals and leads to faster awards
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Proposed Costs

- ❖ Be able to support all proposed costs
 - Invoices
 - Quotes
 - Purchase Orders
 - Historical Information

What Else Can You Do?

- ▶ Be responsive to requests made from the Contract Specialist regarding requests for information and documentation