



# Adequate Proposal Packages & TINA Requirements

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## Adequate Proposal Packages & TINA Requirements

***Ray York***  
***Chief, Pricing Division***  
***Procurement Process Support***  
***Directorate***



# Adequate Proposal Packages & TINA Requirements



- TINA Requirements – Ray York, Chief, Pricing Branch, DLA Land and Maritime Supply Chain
- Adequate Proposal Packages - Chic Lurch, Defense Contract Audit Agency (DCAA), Financial Liaison Advisor (FLA)



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## TINA Requirements

- Certified Cost or Pricing Data shall be required if the sum of the maximum quantity dollar value for the base year **and** all options **and** Surge exceeds \$650,000
- ***Note:*** The dollar value of all NSNs, in a multi-NSN procurement, must be **considered together** – **not separately**



# Cost Data Requirements



- **Contracting Officer (KO) must determine if the submitted Cost or Pricing Data is adequate:**
  - **Data must be:**
    - Factual
    - Verifiable
  - **Data must include, at a minimum:**
    - The contractor's explanations regarding each element of their cost breakdown, and
    - All supporting data



# Certificate Requirements



- Contractor must provide the certificate after the final, negotiated price is obtained
- Certificate must be dated on the date the final price was negotiated
- Contractor must certify that the data is accurate, complete, and current as of that date
- The Certificate should not be included as a part of the contractor's original offer



# Exceptions

- **Certified Cost or Pricing Data is not required if any of the following exceptions apply:**
  - **Commercial Item is being acquired**
  - **Adequate price competition exists**
  - **Prices are set by law or regulation**
  - **Waiver has been granted**



# Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items)



- **A copy of the item listed in a published Catalog or Price list**
  - **Cover page, and**
  - **Page item is listed on**
- **Some determination or sense that the item is reasonably expected to be purchased by the general or industrial public at the offered price**



# Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items)



- **Description of the items' use in the commercial or industrial sector and the specific users**
- **Description of the exact differences between the item and it's commercial equivalence**





# Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items) (cont'd)



- **Invoices from commercial sales of the same or similar item**
  - **Quantities,**
  - **Dates, and**
  - **Prices**
- **Any discounts from the price list (i.e., most preferred customer information)**



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## Questions?