



MILITARY SEALIFT COMMAND

Contracting Fundamentals

Prepared for Military Sealift Command
by Emprise Corporation

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Learning Objectives

- **The overarching objective of this module is to introduce you to the basic principles associated with federal government contracting.**
- **At the conclusion of this module, you will understand and be able to describe the following:**
 - **What is a contract?**
 - **Federal contracting objectives**
 - **Key differences between the regulations that govern commercial and federal government contracting**



What is a Contract?

- **Written or verbal agreement that creates certain obligations between two parties**
- **Basic elements include:**
 - Offer
 - Acceptance
 - Consideration
 - Mutuality of obligation
 - Competency and capacity
 - Consent
 - Legality



Federal Contracting Objectives

- Procure goods and services necessary to perform mission at lowest possible cost to government
- Promote competition to maximum extent feasible
- Negotiate contract type and price that:
 - Results in reasonable risk for government and contractor
 - Provides contractor with incentive to perform efficiently and economically
- Promote small businesses



Uniform Commercial Code

- **Standardized business laws that govern commercial transactions**
 - Intended to provide uniform laws that promote commercial transactions across state boundaries
 - Regulates the transfer or sale of personal property
 - Balances interests of buyer and seller



Government Acquisition Regulations

- Acquisition of goods and services by Navy and Marine Corps activities is governed by three sets of interrelated regulations:
 - Federal Acquisition Regulations (FAR)
 - Defense Federal Acquisition Regulations (DFAR)
 - Navy Marine Corps Acquisition Regulation Supplement (NMCARS)



Let's Review

- **What are the basic elements of a contract?**
- **Describe the objectives of federal contracting.**
- **What are the primary regulations that govern federal contracting?**



Summary

- **During this module, we have discussed:**
 - **What is a contract?**
 - **Federal contracting objectives**
 - **Key differences between the regulations that govern commercial and federal government contracting**



Additional Information

- **For additional information, please refer to:**
 - **DOD Education Activity Procurement Customer Guide, October 2005**
 - **DOD Guidebook for the Acquisition of Services**



Final Questions





Revision History

Date	Version	Description	Author
5/7/19	1.0	Revised slide template.	Gary Fields