

The book was found

A Contractor's Guide To The FARs And DFARS. What To Accept And What To Flow Down.

**A Contractor's
Guide to the FARs
and DFARS. What
to accept and what
to flow down.**

John-Paul Story



Synopsis

This is a book which I always imagined must exist but it didn't - so I wrote it. It's not a legal reference book. Instead it's a practical guide for commercial and contracts personnel drawing on my career working for one of the world's leading defence companies negotiating contracts ranging in value from over a billion dollars to a few thousand dollars mostly with the US Government but also with prime contractors and sometimes their subcontractors. How much would you pay for 1 hour of legal advice? Or 2 hours of accounting advice? Or to attend a convention? With this book you're getting 25 years of contracting experience for a fraction of that amount. The title tells you everything you need to know - approximately 250 FARs and DFARS are summarised and their purpose explained. Detailed guidance is then provided from two standpoints. Firstly, whether you're a prime contractor or a lower-tier contractor, the Guide explains how you should flow down the FARs and DFARS to your subcontractors; usually with paragraph-by-paragraph guidance on how to tailor flowdown to create subcontract terms which are fair and clear. Secondly, if you're a subcontractor, the Guide considers which FARs and DFARS your higher-tier contractor will want flow down to you (whether mandated or not); whether you should accept a flow down; and, if so, how the language should be adapted to satisfy the original intent or to reflect any commercial understandings you have with your buyer. When flowing down the FARs and DFARS many higher-tier contractors are lazy and simplistically seek to insert themselves in the role of the 'Government' and subcontractors into the role of the 'contractor'. I explain how this produces ambiguous or unfair clauses, how it often gives higher-tier contractors rights they shouldn't have or don't need and the risks to subcontractors of accepting subcontracts on these terms. For many clauses therefore, the Guide provides paragraph-by-paragraph guidance on how the FAR / DFARS wording should be adapted. On several key themes, like 'Data Rights' and 'Warranty', the Guide provides detailed introductions to each topic before dealing with the specific language of the FAR or DFARS. The Guide also highlights issues or risks which catch even the largest companies out e.g. how seemingly small modifications to the 'Changes' or 'Termination' clause could leave your company exposed. Finally, the waivers and exemptions available to non-US companies are described in considerable detail. The book does not attempt to cover a small number of specialist FARs covering areas such as construction, repair of vessels or provision of mortuary services. The best contracts are those which are fair, reasonable and pragmatic. Whether you're a Buyer or a Seller, owning this Guide will ensure you're ready to have a sensible dialogue with the other party regarding the treatment of FARs and DFARS.

Book Information

File Size: 972 KB

Print Length: 626 pages

Publisher: John-Paul Story; 4 edition (January 12, 2014)

Publication Date: January 12, 2014

Sold by: Digital Services LLC

Language: English

ASIN: B00DM00DBM

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Not Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #459,041 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #15

in Kindle Store > Kindle eBooks > Business & Money > Economics > Commercial Policy #29

in Kindle Store > Kindle eBooks > Law > Administrative Law > Federal Jurisdiction #31 in Books > Business & Money > Economics > Commercial Policy

Customer Reviews

As a consultant, I found the pointed and direct guidance perfect.

[Download to continue reading...](#)

A Contractor's Guide to the FARs and DFARS. What to accept and what to flow down. National Contractor's Exam Study Guide (McGraw-Hill's National Contractor's Exam Study Guide) RSMeans Contractor's Pricing Guide: Residential Repair & Remodeling 2013 (Means Contractor's Pricing Guide: Residential & Remodeling Costs) RSMeans Contractor's Pricing Guide: Residential Repair & Remodeling 2014 (RSMeans Contractor's Pricing Guide: Residential Repair & Remodeling Costs) Department of Defense FAR Supplement (DFARS) - as of January 1, 2015 Down, Down, Down: A Journey to the Bottom of the Sea Early Communication Skills for Children with Down Syndrome: A Guide for Parents and Professionals (Topics in Down Syndrome) Contractor's Guide to Change Orders: The Art of Finding, Pricing, and Getting Paid for Contract Changes and the Damages They Cause What Your Contractor Can't Tell You: The Essential Guide to Building and Renovating RSMeans Contractor's Pricing Guide: Residential Repair & Remodeling 2016 (Means Residential Repair & Remodeling Costs) RSMeans Contractor's Pricing Guide Residential Repair & Remodeling Costs 2015 (Means Residential Repair & Remodeling Costs) DEWALT Building Contractor's

Licensing Exam Guide: Based on the 2015 IRC & IBC (DEWALT Series) Contractor's Guide to QuickBooks 2015 Building Contractor's Exam Preparation Guide DEWALT Building Contractor's Licensing Exam Guide (DEWALT Series) Contractor's Guide to Change Orders (2nd Edition) Contractor's Guide to Change Orders Markup & Profit: A Contractor's Guide, Revisited Means Residential Detailed Costs (Means Contractor's Pricing Guide: Residential & Remodeling Costs) Up, Down, All-Around Stitch Dictionary: More than 150 stitch patterns to knit top down, bottom up, back and forth, and in the round

[Dmca](#)