



# TMA Price Negotiation Memorandum (PNM) Policy Briefing

April 2012



# Agenda

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- PNM Background
- Current TMA PNM Policy Overview
- Key elements of TRICARE Acquisition Directive (TAD) 15-02, PNM and Guide
- Summary
- PNM References and Tools
- Questions

# PNM Background

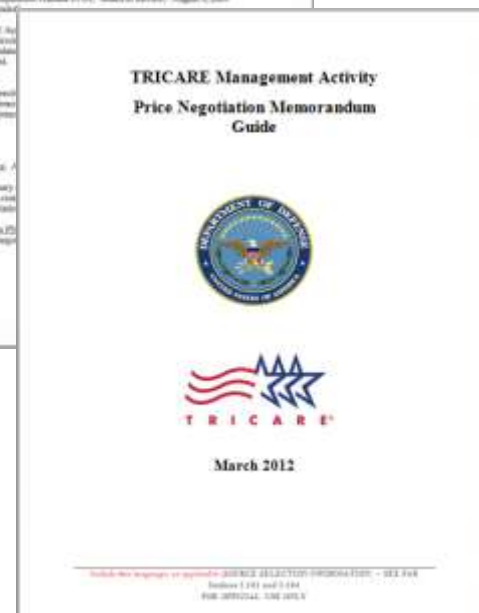
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As required in FAR Subpart 15.406 – “Documentation”, the PNM must contain all the information necessary to explain the government’s position and formally document the objectives (pre-negotiation) and results (post-negotiation) of a ***negotiated*** procurement in the contract file.

# Current TMA PNM Policy Overview

TMA recently developed a revised PNM policy that includes:

- TRICARE Acquisition Directive (TAD) 15-02 - rescinds TRICARE Acquisition Practice 15-01, Rev 004, "Pre/Post-Negotiation Memorandum," and establishes TMA policy for the development of PNMs.
- PNM Guide - details procedures and guidance for developing PNMs, and includes templates for both Pre- and Post-negotiation PNMs as Appendices 1 and 2, respectively.



# Key elements of TAD 15-02, PNM and Guide

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## Key TAD Elements-

- Establishes the Contracting Officer as responsible for documenting contractor negotiations for all negotiated awards using Pre- and Post-negotiation PNMs, or a combined Pre-/Post-negotiation PNM if appropriate.
- Mandates the use of the Pre- and Post-negotiation PNM templates to ensure all FAR- and DoD-required content is addressed. Templates are included as Appendices 1 and 2 of the PNM Guide.

## Key Guide Elements-

- Appendix 1: Pre-Negotiation PNM Template is intended to document TMA's pre-negotiation objectives.
- Appendix 2: Post-Negotiation PNM Template is intended to capture the rationale behind the final negotiated positions, prices, etc.

# Summary

- Documentation of negotiations is required for negotiated procurements and must be included in the contract file.
- As of 03/12, TMA has implemented the new policy governing the development of Price Negotiation Memorandums.
- TAD 15-02 and a PNM Guide were published to provide enterprise-wide policy, guidance, and templates.

# PNM References and Tools

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The following references are located on the AM&S Acquisition Policy website:

- Federal Acquisition Regulation (FAR) Part 15  
[http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/far/15.htm#P2\\_67](http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/far/15.htm#P2_67)
- Defense FAR Supplement (DFARS) Part 215  
[http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/dfars/PGI%20215\\_4.htm#P376\\_37039](http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/dfars/PGI%20215_4.htm#P376_37039)
- TAD 15-02, “Price Negotiation Memorandum,” March 12, 2012  
<http://tricare.mil/tma/ams/downloads/TAD15-02.pdf>
- TMA PNM Guide  
<http://tricare.mil/tma/ams/downloads/PNMGuideTemplates.doc>

# Questions

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- For questions related to PNMs or documentation of negotiations, please contact the TMA AM&S Contract Policy and Pricing Branch:

By phone: (303) 676-3453

By email: [policyweb@tma.osd.mil](mailto:policyweb@tma.osd.mil)

