July 10, 2026

PROCUREMENT NEWS

Part 2

BEST PRACTICES TO AVOID DCMA FINDINGS

Organizations can reduce CPSR risk by implementing consistent procurement controls:

- Standardized price analysis templates.
- Automated procurement workflows.
- Consistent documentation requirements.

ADDITIONAL DCMA FINDINGS

- Built-in approvals.
- Historical pricing databases.
- Market research repositories.
- Internal peer reviews.
- Routine procurement file audits.
- Selecting a higher priced supplier without documented justification.

NO NEGOTIATION DOCUMENTATION

Negotiations are only valuable if they are documented. DCMA reviewers expect files to show:

- Initial proposed pricing.
- Negotiation objectives.
- Issues discussed.
- Final negotiated position.
- Price reductions.
- Basis for award.

No Documentation Supporting Sole Source Awards

DCMA expects contractors to explain:

- Why competition was not practical.
- How pricing was evaluated.
- Why the negotiated price is reasonable.
- Any benchmarking or market comparisons performed.

Price Analysis:

- Evaluates the total proposed price.
- Uses competition, market data, historical pricing, or published pricing.

Subcontract Price Analysis:

DCMA RED FLAGS EVERY CONTRACTOR SHOULD KNOW

A successful CPSR depends on more than having documented procurement files but requires well supported purchasing decisions. DCMA reviewers closely examine subcontract files for weaknesses in price analysis, documentation, negotiations, sole-source justifications, and compliance with FAR requirements.

HOW J.A. WHITE CAN HELP

Proven CPSR strategies and AI-powered tools like CPSR ProDocs IQ and Pricing+ standardize price analysis, automate documentation, and maintain audit-ready procurement files aligned with FAR, DFARS, and DCMA requirements.

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