

## CONTRACTING OFFICER BRIEFING

# How to read an **EFAIRA Readiness Receipt** cited in a federal proposal.

A 15-minute reference briefing for federal contracting officers and source selection evaluators on how to interpret an Encore Readiness Receipt cited in a contractor technical volume, the verification process, and the scope boundary of the assessment.

REFERENCE	ISSUED	VERSION	LENGTH
<b>EFAIRA-CO-BRIEF-V1</b>	<b>May 2026</b>	<b>1.0</b>	<b>8 slides</b>

## SLIDE 02 • WHAT YOU MAY SEE

## What you may encounter in a **technical volume**.

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A contractor citing an EFAIRA Readiness Receipt in a federal technical proposal volume will use the pre-approved citation language documented in the receipt itself. The citation will include a receipt identifier, a cryptographic hash, and a public verification URL.

### EXAMPLE CITATION BLOCK

The system was independently assessed by Encore Services LLC under the Encore Federal AI Readiness Audit methodology, version 1.0, on April 15, 2026. Readiness score: 80 of 100 across eight domains and thirty points. Receipt: EFAIRA-2026-04-A7F39B. Hash: 7c4a2f8e9b1d ... 3e8a. Verify: [encoresvcslc.com/verify/EFAIRA-2026-04-A7F39B](https://encoresvcslc.com/verify/EFAIRA-2026-04-A7F39B).

## SLIDE 03 • THREE THINGS TO VERIFY

# The **three checks** that protect the source selection record.

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A contracting officer or evaluator reviewing a cited receipt should perform three quick verification checks. Each takes under a minute.

- 1 Verify the receipt exists.** Open the verification URL in the citation. Confirm Encore Services LLC issued the receipt, the date of issue, the system and version assessed, and the readiness score. The verification page will not disclose contractor-confidential information.
- 2 Check the scope of evaluation.** Read the scope statement. The assessment covers a specific system at a specific version. Confirm the system cited in the proposal matches the system covered by the receipt.
- 3 Read the limitations.** Every receipt includes explicit limitations. The receipt is not a federal certification, not an ATO, not a source-selection determination, and not a substitute for the agency's own evaluation.

## SLIDE 04 • HOW TO WEIGHT IT

# How to **weight** the receipt in your evaluation.

The receipt is one input among many. How much weight you give it is a matter of evaluation factor discretion under the source selection plan governing the procurement.

## THE RECEIPT CAN SUPPORT

- An evaluation factor on AI readiness, technical risk, or vendor maturity
- A pre-award due diligence record that the contractor took third-party assessment seriously
- A cross-comparison element where multiple offerors submit receipts
- A continuous monitoring baseline that survives into the contract

## THE RECEIPT DOES NOT SUPPORT

- A waiver of any agency evaluation requirement
- A substitute for the agency's own technical evaluation
- A determination of responsibility under FAR 9.104
- An Authority to Operate or any security accreditation

## SLIDE 05 • MULTIPLE OFFERORS

# When **multiple offerors** submit receipts.

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In a procurement where two or more offerors submit EFAIRA Readiness Receipts, the receipts are directly comparable. The methodology, scoring rubric, and weighting are published and identical across engagements.

- 1 Compare the overall scores.** Higher score reflects stronger overall readiness against the same methodology.
- 2 Compare the domain breakdowns.** Different offerors may score differently across the eight domains. A weaker overall score may still reflect strength in domains most relevant to the procurement.
- 3 Compare the engagement tiers.** Receipts from a Standard or Enterprise engagement reflect a deeper evidence package than a Snapshot. The tier is documented on the receipt.
- 4 Compare the assessment dates.** AI software changes quickly. A more recent receipt reflects more current state.

## SLIDE 06 • RED FLAGS

# When something looks off.

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Federal proposals are sometimes embellished. Here are signals that a cited receipt may not be what the proposal language suggests.

- 1 **The verification URL does not resolve** or returns a different system or version than the proposal cites.
- 2 **The receipt was issued more than 12 months ago.** The methodology recommends reassessment annually for active federal pursuits. Older receipts may not reflect current state.
- 3 **The cited system version does not match** the system version the contractor proposes to deliver under the contract.
- 4 **The proposal language describes the receipt as a certification, an ATO, or a source-selection determination.** The receipt is none of these. Misrepresentation in a proposal is a contracting officer matter.
- 5 **The proposal omits the limitation language** baked into the receipt. The full citation language is documented and required.

## SLIDE 07 • REFERENCE LIBRARY

# Where to learn more.

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The full EFAIRA Methodology Library is published as a public reference for the federal acquisition workforce. Library access does not require commercial engagement with Encore.

## AVAILABLE NOW

- EFAIRA 30-Point Methodology Summary
- Federal Framework Alignment Matrix
- Sample Anonymized Readiness Receipt
- Agency CIO Briefing (companion deck)
- This Contracting Officer Briefing

## HOW TO ACCESS

### [encoresvcslc.com/methodology](https://encoresvcslc.com/methodology)

All library artifacts are free to download. No registration required. Federal employees may reference the materials consistent with agency gift and ethics rules.

For a complimentary methodology briefing for your contracting shop, request through the contact form with subject “Agency Methodology Briefing.”

## SLIDE 08 • CLOSING

# Thank you. Encore Services LLC.

This briefing is published by Encore Services LLC as a public reference for the federal acquisition workforce. The methodology, the briefing materials, and the supporting library artifacts are free to reference, cite, and integrate into agency training without commercial engagement with Encore.

## ABOUT ENCORE SERVICES LLC

Encore Services LLC is a federal contracting firm focused on AI software readiness assessment for federal agencies and the contractors serving them.

The EFAIRA methodology is the published framework Encore applies to assessment engagements. The methodology itself is free. Encore charges only for the application of the methodology to specific contractor or software offerings.

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## CURRENCY AND VERIFICATION

Material reflects the federal AI landscape as of the date on the cover. Federal AI policy changes continuously. Verify cited authorities against current authoritative text and confirm no superseding guidance has been issued before application.

## USER RESPONSIBILITIES

Users are responsible for verifying current authority, consulting legal, compliance, and acquisition counsel, and citing original source documents in formal acquisition work product rather than this reference.

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