

Selection Decision Document
Task Order Request for Proposal Solicitation #XXXXXX-19-F-0000XXXX

I have conducted a comparative analysis of the quotes and conducted a tradeoff. In my opinion, **BBB's** quote provides the best value based on the evaluation factors listed in the solicitation.

The table below summarizes the evaluation outcomes:

	Phase I	Phase II	
	Factor 1 XXXX XXXX XXXX	Factor 2 XXXX, XXXX, and XXXX XXXX	Factor 3 Price
AAA	High Confidence	Some Confidence	\$ 64.7M
BBB	High Confidence	High Confidence	\$ 63.5M
CCC	High Confidence	Low Confidence	\$ 49.1M

Note 1: The solicitation indicates that Factors 1, 2, and 3 are in descending order of importance.

Note 2: For the Factors 1 and 2, the rating indicates the technical evaluation team's consensus that the Government has High/Some/Low confidence that the offeror understands the requirement, proposes a sound approach, and will be successful in performing the contract.

Although this decision is my independent decision, I used reports and analyses prepared by others. Specifically, I reviewed the following:

- Factor 1, Consensus Evaluation Worksheet, **AAA**
- Factor 1, Consensus Evaluation Worksheet, **BBB**
- Factor 1, Consensus Evaluation Worksheet, **CCC**
- Factor 2, Consensus Evaluation Worksheet, **AAA**
- Factor 2, Consensus Evaluation Worksheet, **BBB**
- Factor 2, Consensus Evaluation Worksheet, **CCC**
- Factor 3, Price Analysis Worksheet (corrected), **AAA**
- Factor 3, Price Analysis Worksheet (corrected), **BBB**
- Factor 3, Price Analysis Worksheet (corrected), **CCC**

After reviewing these reports, I met with the technical evaluation team and the price evaluation team. I asked a few questions to understand their process and so forth.

For Factor 1, I consider all three offers to be substantially equal. They all received the same adjectival rating, and all three had findings that both raised and lowered the expectation of success. Nothing in particular stands out to me, and this factor is not a discriminator in my decision.

For Factor 2, I found **BBB's** offer to be superior to both **AAA's** and **CCC's** offers. In particular, I noted **BBB's** strong key personnel team and their clear understanding of the **XXXX's** mission and challenges. In addition, **BBB's** approach to risk methodology development is in alignment with current **XXXX** understanding. Finally, **BBB** presented a forward-thinking approach to the **XXXX** mission. They

specifically discussed how critical infrastructure will evolve over time and the risk analysis the XXXX should support moving forward.

I was notably concerned about AAA's depth of knowledge and bandwidth their key personnel can provide to the effort. Specifically, there appeared single points of failure with the data lead serving as key for two tasks and the program manager being too instrumental to the team's success. In addition, their response to questions regarding data, tools, and capability development relied on previous experience which was already evaluated in phase one and they did not discuss how they relate to the support of XXXX requirements.

I was also concerned about the key personnel CCC presented. Team dynamics were not collaborative and there was not demonstrated expertise for the planning and program management leads. In addition, CCC's presentation of XXXX prioritization overly relied on stakeholder input and did not include an analytic framework or a clear link to data analysis.

For Factor 3, CCC has the lowest price, followed by BBB and then AAA. I noted a marked gap between CCC to BBB and noted that BBB's and AAA's prices are within two percent of each other.

In making my decision, I first compared CCC to BBB. I appreciate CCC's lower price, but also note that price is the least important factor. In my opinion, the benefit of BBB's offer for Factor 2 merits the additional cost, and subsequently I rank BBB as providing better value than CCC.

I then compared BBB to AAA. Because I see BBB's offer as superior to AAA's offer for Factor 2 (per the notes above), BBB's quote is technically-superior to AAAs; it is also lower-priced. So, I rank BBB as providing better value than AAA.

BBB's offer provides the best value in this procurement. I select BBB for task order award.

The RFQ included text under the heading "Exchanges with Best-Suited Contractor." Before making award, and without telling BBB that it is the apparently successful quoter, I want the contracting officer to try to negotiate a price reduction with BBB without changing technical performance or any other terms and conditions. That is, I want the contracting officer to make BBB's best quote even better. However, whether or not the contracting officer is successful, award should be made to BBB.

XXXX XXXX, Selecting Official
XXXX, XXXX, XXXX

Date