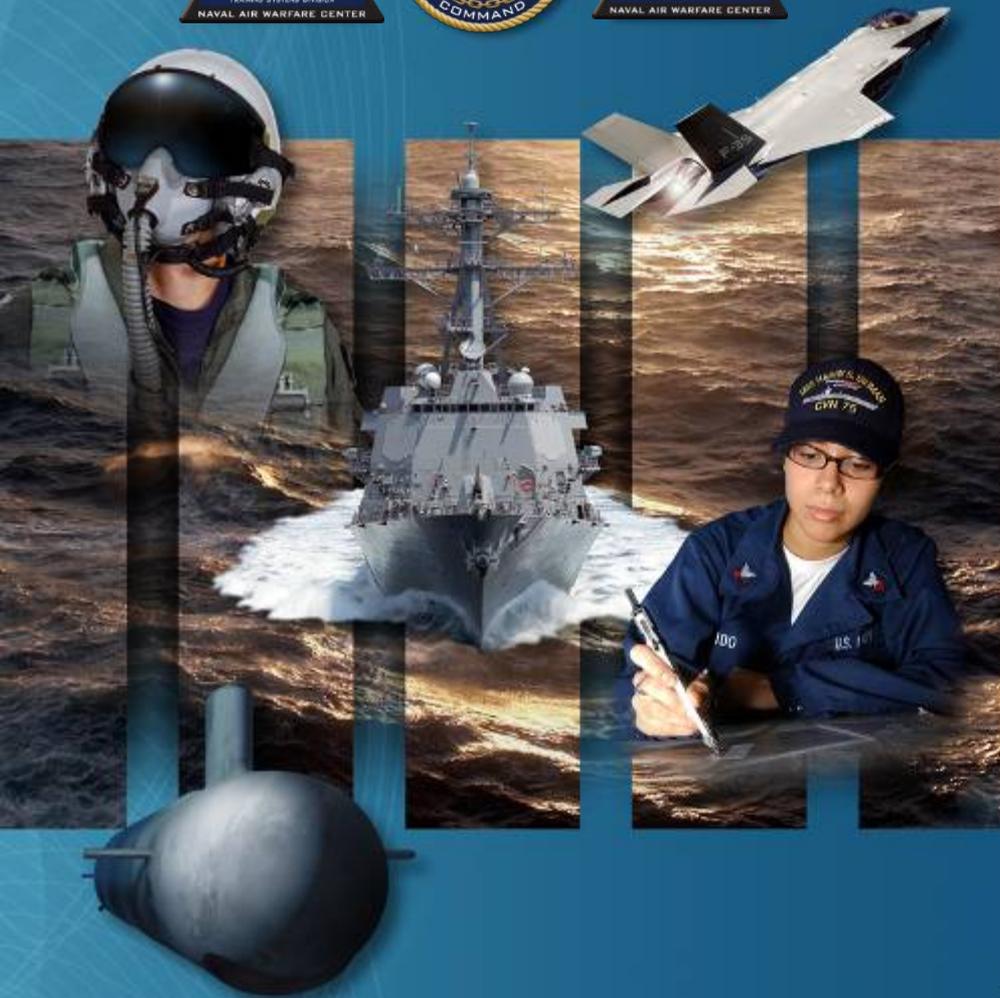


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ORLANDO FLORIDA



Competitive Source Selection Office (CSSO)

Initial Planning

Mike Merritt

12 April 2016



BLUF



- **The CSSO: *“What is it and Why do I care?”***
- **Competitive Source Selection Office (CSSO)**
 - **Internal NAWCTSD staff function**
 - **Facilitate selection evaluation teams**
 - **Used on a priority basis**
- **Direct Industry Impact**
 - **Improve quality**
 - **Reduce span time to award**

Benefit to Industry and Government



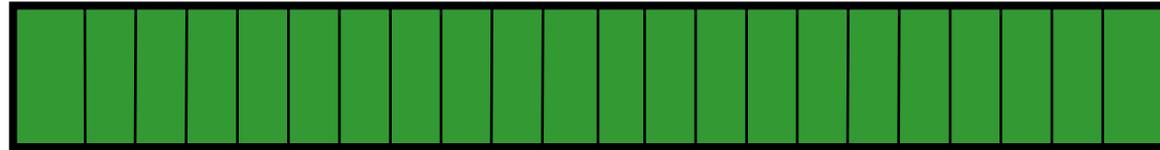
Getting to the "Decision"



DOCUMENTATION

PEOPLE

Evaluation Worksheets



Evaluators

Unrated Summary Sheets

Subteam Leaders

Subteam Reports
Rated Summary Sheets

Subteam Leaders

Team Reports

Team Leaders

SSEB /SSAC Report/
SSAC Brief

SSEB/SSAC

SSA Letter

← SSA

Balancing Team and Process needs are required for success

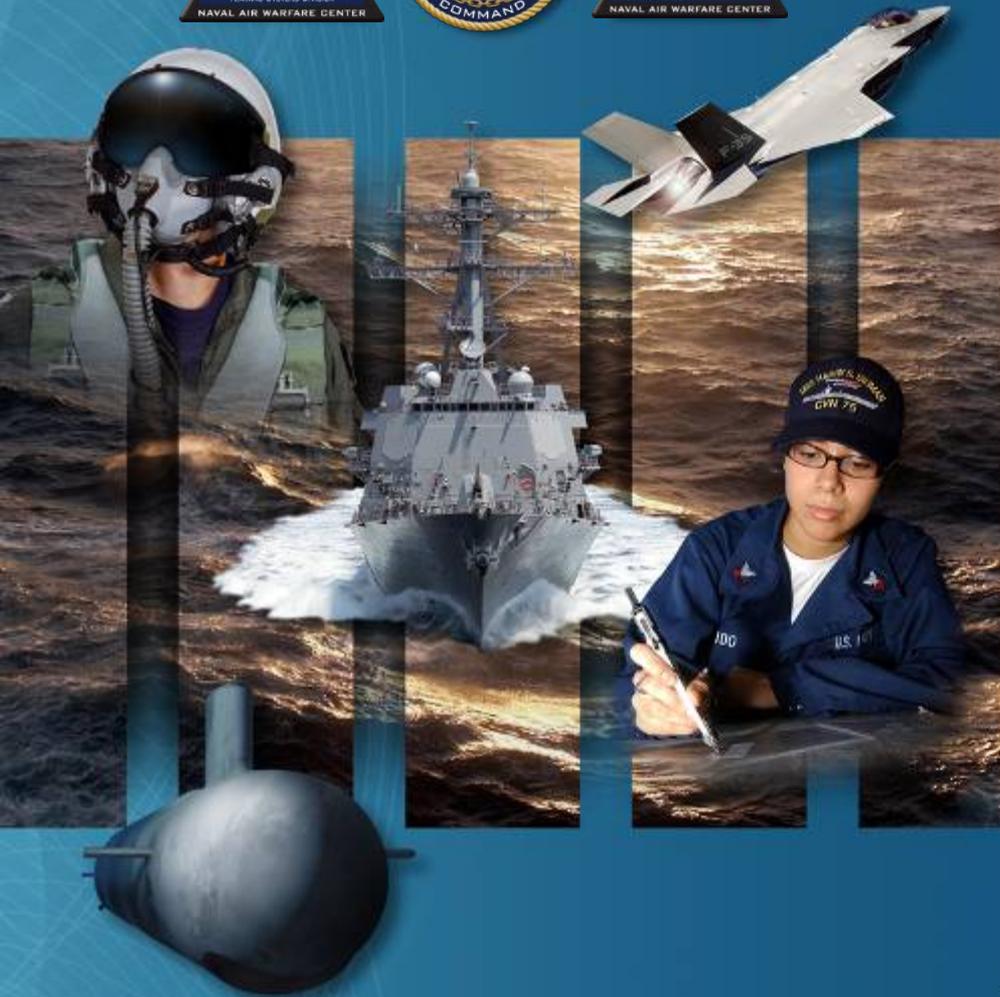


Summary



- Competitive Source Selection Office (CSSO)
 - Reinforce best practices
 - Improve source selection training and skills
 - Improved consistency during source selection
 - Improve efficiency
- Constant push for “feedback” and “lessons learned”
- Desired results: improved quality, more efficient and faster contract awards

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LPTA Myth Buster

CDR Mirandarosario

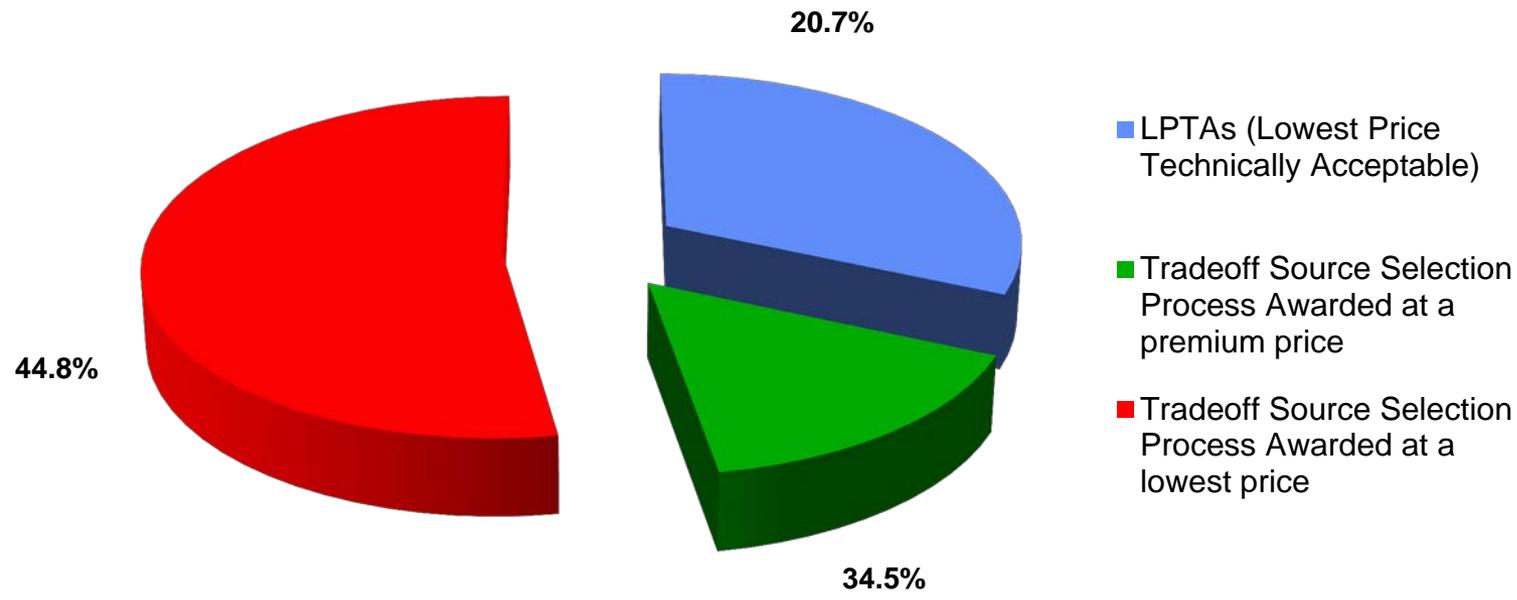
12 April 2016



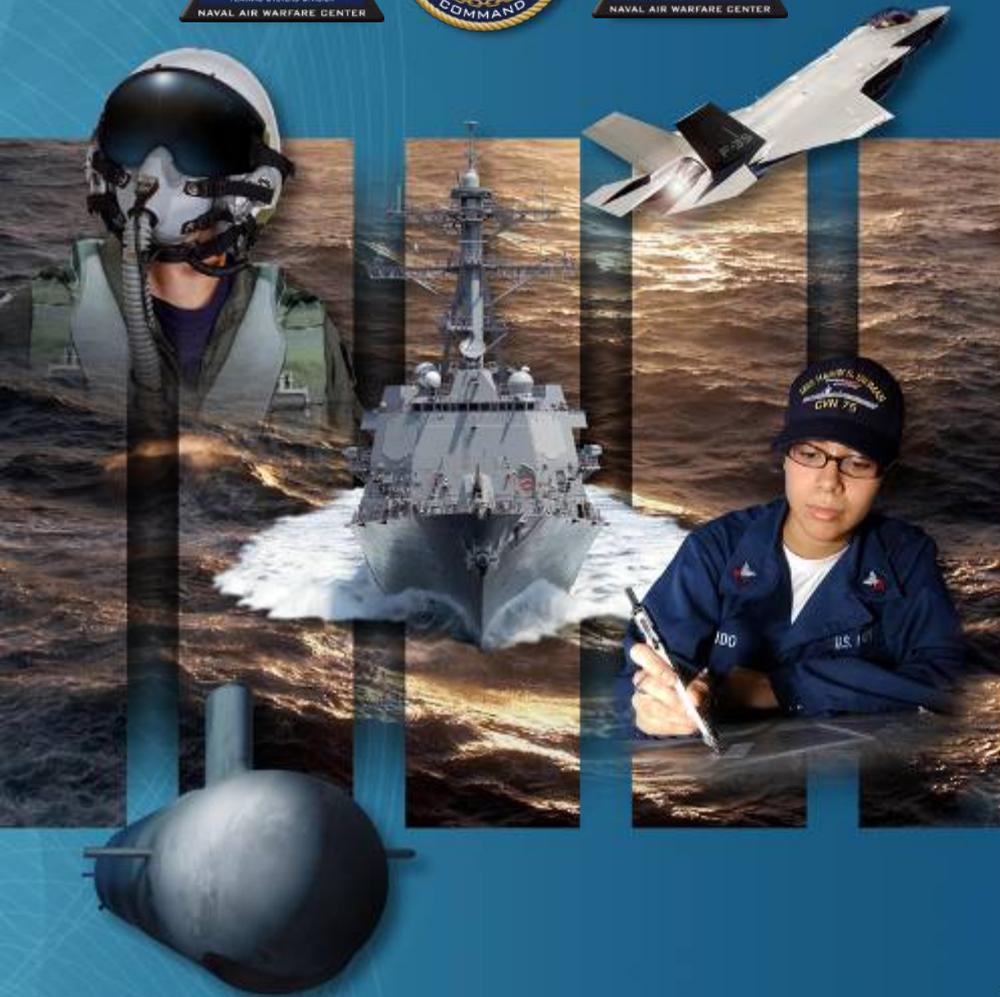
Myth Buster



FY15 Competitive Actions



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Best Value Continuum

Greg Dougherty

12 April 2016



Best-Value Continuum

a refresher



Lowest Price Technically Acceptable (LPTA) Source Selection Process (see FAR 15.101-2). The LPTA process is appropriate when best value is expected to result from selection of a technically acceptable proposal with the lowest evaluated price.

Tradeoff Source Selection Process (see FAR 15.101-1). This process allows for a tradeoff between non-cost factors and cost/price and allows the Government to accept other than the lowest priced proposal or other than the highest technically rated proposal to achieve a best-value contract award.



Best-Value Continuum

a refresher



- LPTA
 - Does not provide for a price premium in any areas of differentiation
 - Level of acceptability established by the Source Selection Team
 - Does not imply “cheap” though executed incorrectly could result in a less than best-value selection
- Tradeoff
 - Allows for a price premium in any areas of differentiation
 - Value of differentiation determined by the Source Selection Team
 - Value of differentiation varies between source selection teams, programs and offerors (value is subjective)
 - The perceived benefits of the higher priced proposal shall merit the additional cost, and the rationale for tradeoffs must be documented
- Hybrid
 - Allows the use of technical acceptability with tradeoff between price / cost and non-cost factors such as past performance or experience



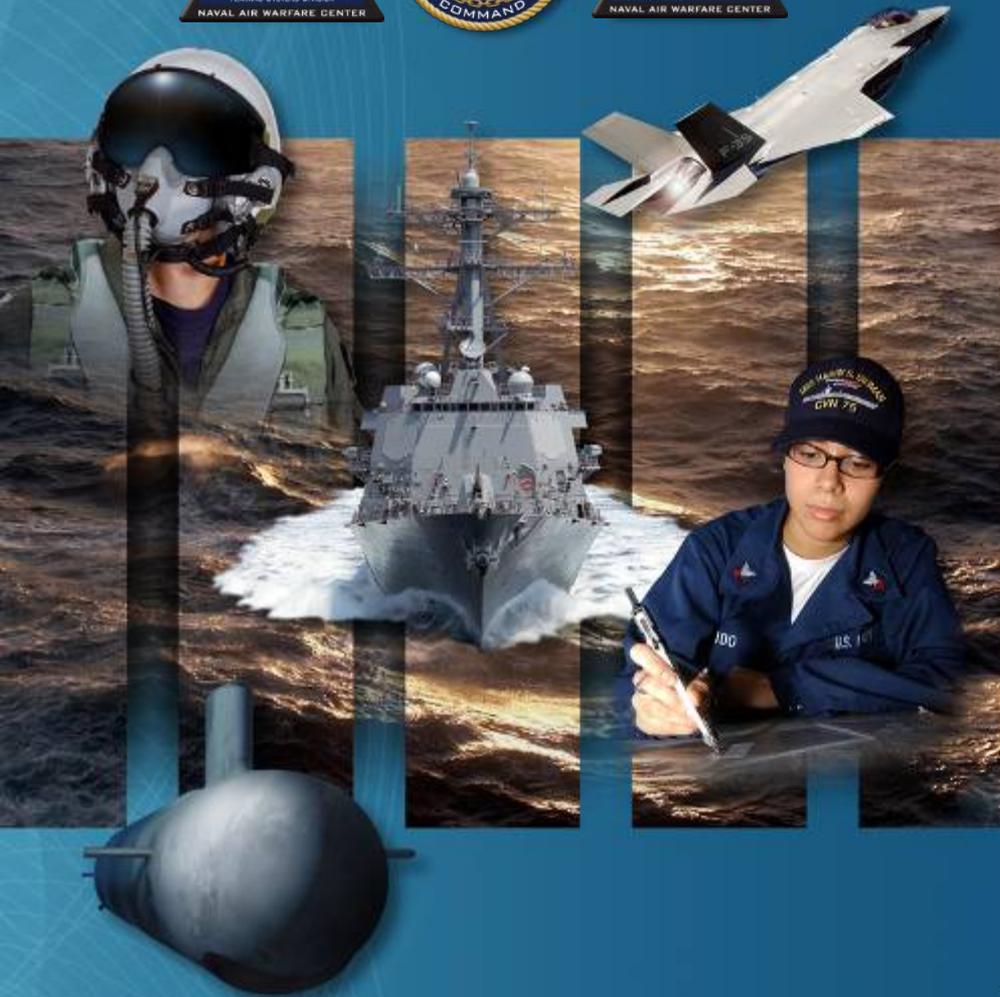
Best-Value Continuum

a refresher



- Evaluation factors must represent key areas of importance and support meaningful comparison and discrimination between and among competing proposals
 - Price or cost to the Government shall be evaluated in every source selection (FAR 15.304(c)(1))
 - Quality of product or service shall be addressed in every source selection through one or more non-cost factors (FAR 15.304(c)(2))
 - Non-cost factors include past performance, compliance with solicitation requirements, technical excellence, management capability, personnel qualifications, and prior experience

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Navy Industry Working Groups

Diana Teel

12 April 2016



Navy Industry IPT Background



- Formalized in 2011
- Meeting twice a year
- Purpose
 - remove unnecessary barriers to reasonable communication
 - provide a forum, consistent with existing law and regulation, that promotes responsible and constructive exchanges between NAWCTSD and Industry.
 - seek common ground for consistency in the Government-vendor communications interface
 - provide facts and strategies to help NAWCTSD acquisition professionals benefit from Industry's knowledge and insight.



Navy Industry Working Groups (WGs)



- Expectations
 - Work together to provide a recommended product, i.e checklist, template, tool, local policy, communication plan, process improvement, etc...
- Topics
 - Proposal Debriefs
 - The Best Value Continuum
 - Performance Based Specifications (PBS)



Navy Industry WGs



- Rules Of Engagement (ROE)
 - Will not be discuss/disclose:
 - source selection sensitive or contractor proprietary information
 - classified information including For Official Use Only (FOUO)
 - NAWCTSD/Industry Co-WG Leads will attend each WG
 - Facilitator will field the questions to applicable competency representatives and ensures questions are satisfactorily answered.
 - Commitment to attend each WG
 - Participate
 - Take Action Items and own them
 - Willing to work together
 - Broad perspective
 - Post Action Items on external website
<http://www.navair.navy.mil/nawctsd/>



Navy Industry WG



12000 Research Parkway, Suite 300 room 304B

PATH FORWARD