

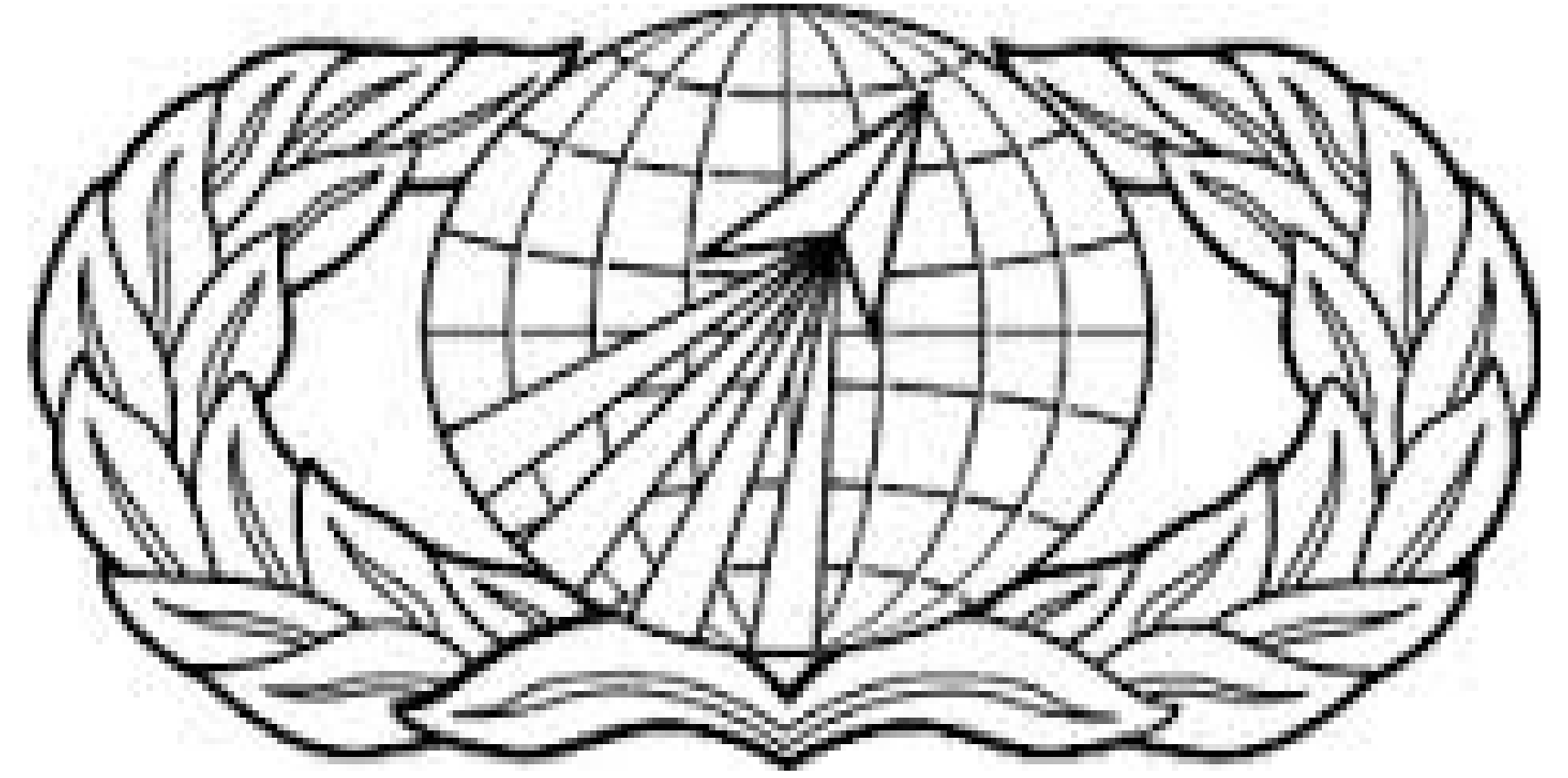
Relationship of Source Selection Methods to Contract Outcomes: An Analysis of Air Force Source Selection



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Overview

- The purpose of our research was to identify key relationships between the source selection methods of tradeoff and lowest price technically acceptable (LPTA) to the contract outcomes of procurement administrative lead times (PALT) and contractor performance assessment reporting system (CPARS) ratings.
- Statistical analysis of our data set provided the empirical evidence of these relationships



Research Questions

- What is the relationship between the source selection method (LPTA versus tradeoff) and CPARS ratings?
- What is the relationship between the source selection method (LPTA versus tradeoff) and PALT?
- What percentage of procurements using the tradeoff source selection method is awarded based on non-price factors?

Methods

- Capture data from contract files at Peterson AFB and Schriever AFB
 - Gather data relating to such variables as number of evaluation factors, number of review steps, and number of offers received; as well as outcome variables including PALT and CPARS ratings
- Utilize Analysis of Variance (ANOVA) and Multivariate Analysis of Covariance (MANCOVA) analyses to assess statistically significant differences between the outcomes related to both methods, as well as the relationships between the variables themselves



Conclusions

- The source selection method used had no statistically significant effect on PALT or CPARS ratings
 - The source selection method itself does not affect contract outcomes in a significant way, from the data observed
- The only statistically significant effect on a contract outcome variable was observed on PALT
 - PALT was affected significantly by the number of evaluation factors and the number of offers received