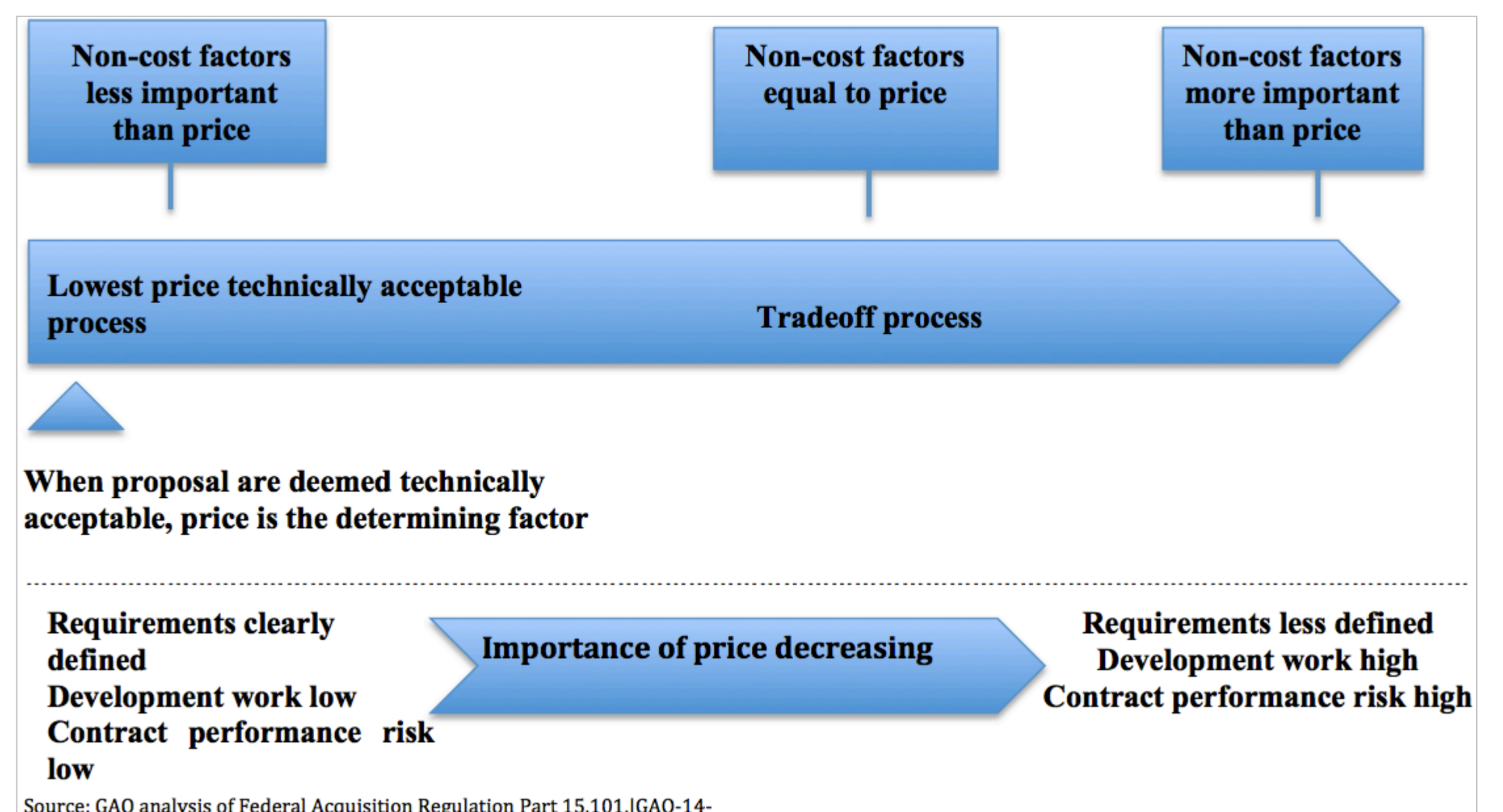


Summary

- Research explored potential relationships between the source selection strategy [Lowest Price Technically Acceptable (LPTA) or Tradeoff] and resultant contract outcomes.
- Research used data from two major systems commands: Naval Air Systems Command (NAVAIR) and Naval Sea Systems Command (NAVSEA).
- Study showed the implication of LPTA and Tradeoff source selection strategy.



Methodology

- Collected data from completed contract files, paying particular attention to the source selection plans and solicitations to determine which contracts were awarded based on LPTA or Tradeoff strategy and resultant contract outcomes.
- Data was analyzed using analysis of covariance (ANCOVA) procedures, which is used to determine if significant differences in contract outcomes exist between the two award strategies (LPTA or Tradeoff).

Descriptive Statistics					
Variable	Obs	Mean	SD	Min	Max
PALT (days)	36	398.17	265.80	3	953
	<i>6</i>	<i>170.67</i>	<i>225.96</i>	<i>3</i>	<i>623</i>
	<i>30</i>	<i>443.67</i>	<i>252.21</i>	<i>112</i>	<i>953</i>
CPARS (rating)	20	4.04	.97	2	5
	<i>2</i>	<i>3.13</i>	<i>.18</i>	<i>3</i>	<i>3.25</i>
	<i>18</i>	<i>4.14</i>	<i>.97</i>	<i>2</i>	<i>5</i>
VALUE (dollars)	38	\$65,300,000	\$105,000,000	\$238,410	\$450,000,000
	<i>7</i>	<i>\$67,200,000</i>	<i>\$169,000,000</i>	<i>\$238,410</i>	<i>\$450,000,000</i>
	<i>31</i>	<i>\$64,800,000</i>	<i>\$88,800,000</i>	<i>\$1,199,776</i>	<i>\$353,000,000</i>

*Bold=total for all data, non-italicized=LPTA, italicized=Trade-Off

Outcome

LPTA



TRADEOFF

