

## SECTION M

### M-2. BASIS FOR AWARD

- a. The Government will make an award to that offeror whose proposal represents the best value to the government based on an integrated assessment of Past Performance and Price. Past Performance is more important than Price.
- b. Under best value, the Government reserves the right to make an award to other than the low priced offeror or to other than the offeror rated highest in the non-price factor. Although price is not the most important consideration, it could be controlling where an otherwise superior proposal is at an unaffordable or unreasonable price, where two proposals are otherwise considered equal, or where the advantages of a superior proposal are not worth the price premium.
- c. Proposals which merely offer to perform the work in accordance with the request for proposal or which are so lacking in content and detail that the Government cannot conduct a meaningful evaluation without significant supplementation may be unacceptable and may not be considered for award.
- d. The Contracting Officer may obtain a pre-award survey to facilitate the evaluation of any offeror's proposal and may consider the findings of any such pre-award survey in the selection decision.

### M-3. PAST PERFORMANCE

- a. Past performance information is evaluated as a predictor of future contract performance. Using past performance information for each offeror, the Government will assess the probability that the requirement will be successfully completed in accordance with contract terms.
- b. In evaluating performance history, the Government may review the offeror's current and prior performance record of complying with all aspects of its contractual agreement: conformance to technical requirements; timeliness of deliveries/performance and quality of performance.
- c. In conducting the past performance evaluation, the Government may use information obtained from other sources.
- d. The Government may consider the currency, degree of relevance, source and context of the past performance information it evaluates as well as general trends in performance, and demonstrated corrective actions.
- e. A significant achievement, problem/problem resolution or lack of relevant data in any element can become an important consideration in the selection process.
- f. A negative finding in any element may result in an overall high-risk rating.
- g. The Government may also consider past performance information

regarding predecessor companies, key personnel, other corporate entities or subcontractors where such information is relevant to the acquisition.

h. Offerors' past performance will be rated as follows:

Very Low Risk: Based on the offeror's past performance, very little doubt exists that the offeror will successfully perform the required effort.

Low Risk: Based on the offeror's past performance, little doubt exists that the offeror will successfully perform the required effort.

Moderate Risk: Based on the offeror's past performance, some doubt exists that the offeror will successfully perform the required effort.

High Risk: Based on the offeror's past performance, significant doubt exists that the offeror will successfully perform the required effort.

Unknown Risk: The offeror had little or no recent/relevant past performance upon which to base a meaningful performance risk prediction.

i. The Government is not required to interview all points of contact identified by offerors.

j. It is the responsibility of the offeror to provide complete past performance information and thorough explanations as required by Section L. The Government is not obliged to make another request for the required information.

#### M-4. PRICE

a. The Government will develop an evaluation price for each offeror. This will be done by multiplying each range price times the percentage weight assigned, times the maximum quantity of each range. All ranges and years will be added for all line items to arrive at a total evaluation price.

b. Evaluation of the price will include determining reasonableness. Reasonableness is interpreted to mean that the price does not exceed what an ordinarily prudent person in the conduct of competitive business would incur. The Government retains the right to obtain additional cost/price data, from an offeror in the event of a lack of competitive bids.

c. If the offeror fails to propose for all pricing periods or ranges, the Government may reject that offer as unacceptable.