

Proposed Guidelines Option A

1. Guidelines

a. *Technically Unacceptable Proposals*

Where a proposal has been determined to be "technically unacceptable" as the result of the initial review, the proposal need not be evaluated against cost and other non-cost factor(s), provided that all of the following conditions are met:

- (1) The solicitation advised offerors that an evaluation of cost and other specific non-cost factor(s) would not be conducted on any offeror whose proposal is determined to be "technically unacceptable" as the result of the initial review of proposals;
- (2) The proposal was evaluated against the primary factor(s)[\[1\]](#) included in the solicitation; and
- (3) Any other non-cost factor(s) included in the solicitation is/are of minimal importance relative to the primary factor(s).

b. *Technically Acceptable Proposals*

If after the review of technical and cost proposals, the contracting officer determines that all offerors deemed "technically acceptable" will be included in the competitive range, the evaluation of other non-cost factor(s) may be postponed, provided that all of the following conditions are met:

(1) The solicitation advised offerors that an evaluation of other specific non-cost factor(s) would be conducted only on those proposals included in the competitive range;

(2) Proposals were evaluated against the primary factor(s) included in the solicitation;

(3) Any other non-cost factor(s) included in the solicitation is/are of minimal importance relative to the primary factor(s); and

(4) The evaluation of all other non-cost factors is accomplished prior to the conduct of discussions.

c. *Proposals Eliminated on the Basis of Efficient Competition*

A proposal may not be eliminated for the purposes of efficiency unless all acceptable proposals have been evaluated against all factors stated in the solicitation.

2. Assessment of Risks

The risks associated with the use of this approach are minimal since:

a. "technically unacceptable" proposals are not susceptible of being made acceptable through an evaluation of non-significant, non-cost factors; and

b. "technically acceptable" offerors will not be prejudiced since all acceptable proposals will be included in the competitive range and evaluated against the non-significant, non-cost factors prior to the conduct of discussions.

[1] A factor or factors that are of paramount importance in the selection decision