



Best Value – Competitive Source Selections

Presenter Alan Goldberg, NAVAIR Source Selection Office Director

When Thursday, 14 November, 11:15am – 1:30pm
Check-in 11:00

Where River’s Edge Catering & Conference Center
46870 Tate Road, Patuxent River, MD 20670

Cost \$20 payable at the door
Includes event registration & buffet lunch



- Best Value continuums
- LPTA and Tradeoff analysis
- Basic terms (strength, weakness, deficiency, etc.)
- Rating definitions (Outstanding, Acceptable, etc.)
- Sections L&M Development Process
- How Technical selects the discriminators
- Technical Evaluation Challenges
- Selection Data on Source Selections with Trade-Off Criteria - approx 1/3 awarded to low price, 1/3 to highest price, and 1/3 to the best non-cost value proposal with the lowest price
- Q&A - 15 minutes

Advance registration is required NLT 8 NOV via email to ncmachesapeakebay@gmail.com. Station access will be coordinated as necessary (indicate in RSVP if you do NOT have access).

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