



December 4, 2015  
The Honorable Frank Kendall III  
Under Secretary of Defense for Acquisition, Technology, and Logistics  
3010 Defense Pentagon  
Washington DC 20301-3010

Re: ENCORE III's Low Price Technically Acceptable Evaluation Methodology

Dear Mr. Kendall:

By letter dated October 15<sup>th</sup> the Coalition for Government Procurement (the Coalition) raised several points regarding the Department's apparent determination that a Low Price Technically Acceptable (LPTA) evaluation is the appropriate methodology for the Defense Information Systems Agency (DISA's) ENCORE III procurement for complex information technology services and support. For your convenience a copy of the letter is attached.

As you know, public statements by DISA have indicated that the formal release of the Request for Proposals is scheduled for this month. As such, Coalition members and the entire professional services procurement community, are very interested in your written response to the comments, questions and concerns raised in the October 15<sup>th</sup> letter.

The current acquisition approach appears opposite to your guidance regarding use of LPTA for common goods and services. The ENCORE III is a multi-year, multi-award, multi-billion dollar (\$17.5 billion dollar over 10 years) procurement program that supports varied, complex information technology services to support the Department and the warfighter worldwide, including information assurance and future **unknown** cyber needs.

A LPTA acquisition evaluation methodology does not support mission critical support services and security as it drives price over value. Contractors will be encouraged to limit providing "best in class" capabilities and innovation to meet the unique mission needs at the task order level for the Army, Navy and Air Force. This at a time when the Department is acknowledging the critical role commercial investment in R&D (research and development) plays in driving technological capabilities and innovation. The current LPTA approach will not foster access to best value technology or innovation. Moreover, not only does such an approach raise serious questions regarding the effectiveness of the Department's procurement policy; it also raises national security concerns.

“Competitive pricing” and effective solutions are guaranteed through the competitive task orders issued under the awarded contracts. Let’s put technological capabilities and innovation upfront in the ENCORE III contracts and competition at the task order level will deliver on the Department’s Better Buying Power goals.

Coalition members look forward to your written response to the October 15<sup>th</sup> letter.

Sincerely,



Bill Gormley  
Chairman