

**Straight Talk, Straight Answers
on
Tiered Evaluations**

1:00 pm-1:30 pm

June 20, 2018



AGENDA

- Background
- Reason for Tiered Evaluations
- Types of Tiered Evaluations
- Tiered Evaluation Process
- Key Elements
- Straight Answers
- Resource Links



BACKGROUND

- **Jun 2016:** SCOTUS Kingdomware Decision
“Rule of Two” Implementation
- **Feb 2018:** VA Procurement Policy Memorandum (PPM) 2018-04, Guidance and Procedures regarding use of Tiered Evaluations (Cascading) for use in solicitations set-aside in accordance with the VA Rule of Two



REASON FOR TIERED EVALUATIONS

- Provide guidance on tiered evaluations to Contracting Officers in Rule of Two application
- Minimize delays in re-solicitation process incurred by implementation of Rule of Two at SDVOSB and VOSB priority tiers



THREE TYPES OF TIERED EVALUATIONS

1. Tiered evaluations limited to SDVOSBs or VOSBs
2. Tiered evaluations including small business concerns
3. Tiered evaluations including large business concerns



TIERED EVALUATION PROCESS

- Requires the use of a set-aside
- The use of tiered evaluations must be identified in the solicitation
- Market research should be conducted and documented in advance of solicitation issuance and must indicate which of the three tiered evaluation types is being used
- Market research must support the tiered evaluation
- Evaluation of offers should be in accordance with the priority for awarding contracts to small business concerns established in 38 U.S.C. § 8127(i).



KEY ELEMENTS

- All prices are visible.
- Prices are compared within tier and against Independent Government Cost Estimate (IGCE).
- No price comparison between tiers.
- If price is not fair and reasonable— Cancel set-aside and move to next tier.
- If IGCE is not realistic, cancel solicitation.

Straight Answers

Tiered Evaluations



RESOURCE LINKS

- **VA OSDBU Web Site:**
<https://www.va.gov/osdbu/>
- **Acquisition Policy Flash! 18-10, PPM 2018-04, Guidance and Procedures regarding use of Tiered Evaluations (Cascading) for use in solicitations set-aside in accordance with the VA Rule of Two:**
<https://www.va.gov/oal/business/pps/flash18-10.asp>

