



External Discussion

To Protest or Not to Protest

MICC Industry Council

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- ▶ Situational Awareness
- ▶ Aspects of Government Mitigation

A firm's decision to protest an award is made after a thorough review of the situation

- ▶ Was the source selection process violated?
 - Application of evaluation factors
 - Source Selection Board Authority has perceived OCI

- ▶ What will be gained by filing a protest?
 - Award of work
 - Preserve integrity of acquisition system

- ▶ What will be lost by filing a protest?
 - Market credibility
 - Future competitive positioning

- ▶ Is this a strategic client?
 - Do we have a solid working relationship that could be jeopardized?
 - Was this effort strategic to the success of the firm?

- ▶ What is the financial cost to file, appeal, and sustain a protest?

There are multiple ways for the Government to the mitigate the potential protest

- ▶ COMMUNICATE
 - Well constructed PWS and Sections L and M
- ▶ Well-defined evaluation criteria
 - For LTPA there are clear and definitive technical standards for evaluation
- ▶ Debrief
- ▶ COMMUNICATE