



COMPTROLLER GENERAL OF THE UNITED STATES
WASHINGTON, D.C. 20548

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October 18, 1973

The Honorable Thomas S. Kleppe
Administrator, Small Business
Administration



Dear Mr. Kleppe:

This is in reply to the letters of May 30, August 6, August 7, and August 30, 1973, from the General Counsel, regarding the protests filed by The Match Institution, Marpet Consultants, Incorporated, and Graham and Giles, against the awarding of contracts pursuant to solicitation No. SBA-406-IA-73-1.

We are enclosing copies of our letters of today to each of the protesters.

Although we have denied the protests, we are concerned with the absence from the solicitation of any indication of the relative importance of price in relation to the evaluation factors that were set forth. The solicitation merely stated that "Contracts will be awarded to the firms which, in the judgment of the Small Business Administration, are best qualified--price and all other factors considered." It is the longstanding view of our Office that "intelligent competition requires, as a matter of sound procurement policy, that offerors be advised of the evaluation factors to be used and the relative importance of those factors." 52 Comp. Gen. 161, 164 (1972). As we further explained in that case, "each offerer has a right to know whether the procurement is intended to achieve a minimum standard at the lowest cost or whether cost is secondary to quality." Accordingly, we suggest that subsequent solicitations inform offerors of the relative weights that will be accorded price and other evaluation factors in determining which offers will be accepted for award.

Sincerely yours,

R.F.KELLER

BEST DOCUMENT AVAILABLE

Deputy

Comptroller General
of the United States

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