

Determining the Competitive Range

Evaluation Scores - Scenario 1	Evaluation Scores - Scenario 2	Evaluation Scores - Scenario 3
97	97	97
93	93	96
90	82	90
89	81	89
88	79	88
65	68	85

In the first scenario, the top five respondents are in the competitive range. In scenario 2, the competitive range could include the top two respondents or the top five respondents. In scenario 3, there is a six point difference between the 2nd and 3rd score, with the remaining scores close behind. Therefore, the best option is to include all six respondents. Agencies should look for a “natural break” in the scores that will determine the competitive range. The competitive range should consist of those responses determined to be reasonably considered for award selection.

Oral presentations and demonstrations should be fair to all parties. The time allowed and the format should be the same for all presenters. A prepared script will ensure consistency. Since some presenters believe there is an advantage to the order in which they present, it is best to draw names for the presentation order. This will ensure impartiality of the process.