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15.101-1 Tradeoff process.

(a) A tradeoff process is appropriate when it *may* be in the best interest of the Government to consider award to other than the lowest priced *offeror* or other than the highest technically rated *offeror*.

(b) When using a tradeoff process, the following apply:

(1) All evaluation factors and significant subfactors that will affect contract award and their relative importance *shall* be clearly stated in the *solicitation*; and

(2) The *solicitation shall* state whether all evaluation factors other than cost or price, when combined, are significantly more important than, approximately equal to, or significantly less important than cost or price.

(c) This process permits tradeoffs among cost or price and non-cost factors and allows the Government to accept other than the lowest priced proposal. The perceived benefits of the higher priced proposal *shall* merit the additional cost, and the rationale for tradeoffs *must* be documented in the file in accordance with [15.406](#).

Parent topic: [15.101 Best value continuum](#).