



U.S. AIR FORCE

Performance Price Trade-Off (PPT) Process



Dominant Air Power: Design For Tomorrow...Deliver Today

- **Permits tradeoff between price and past performance confidence**
- **Technically acceptable proposals are determined then tradeoffs are made between price and past performance evaluation to determine successful offeror**
- **Technical factors may be evaluated on pass/fail basis only but cannot be traded off for price**
 - ◆ **Only factor being traded off with price is past performance**
 - ◆ **Need to determine relative importance of past performance and price factors (equal, more significant, less significant)**

Performance Price Tradeoff Guide

Ensheng Dong



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