

## How Could Government Low Price Technically Acceptable (LPTA) Impact Your Business?

If you are doing any kind of business with the United States Government, you have likely seen the acronym LPTA, which stands for Low Price Technically Acceptable. What does LPTA mean to you as a government supplier and how might it present you with challenges?

The term applies to services or contracts that require the submission of a technical proposal. LPTA means that the Government is going to find the lowest bid, look at the technical proposal and if it's acceptable, it will award the contract to that vendor. The Federal Acquisition Regulation states LPTA is appropriate only when the government "expects" it can achieve the best value from selecting the proposal that is technically acceptable and offers the lowest evaluated price.



While this seems to cut down the work for the contracts and technical folks on the government's end and appears to make awarding contracts faster and easier, what can happen in the long run could be poor service, hired personnel with little experience, and positions that are hard to fill, leaving the work piled up on fewer people. With all those factors compounded, the contract could ultimately end in termination for failure of the contractor to

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