



May 23, 2018

Members of the House
US House of Representatives
Washington, DC

Dear Representatives,

I am writing to convey the strong support of BSA | The Software Alliance for passage of an amendment introduced by Reps. Don Beyer and Mark Meadows, to the Fiscal Year 2019 National Defense Authorization Act. The amendment, which would limit the use of Lowest Price Technically Acceptable (LPTA) source selection in government-wide acquisitions, would greatly strengthen the cybersecurity of US Government information systems in the face of growing cyber threats.

Our government's ability to serve and protect its citizens is only as strong as its cybersecurity. The government is entrusted with protecting enormous volumes of data, ranging from the sensitive personal data of American citizens to closely-guarded military technologies and intelligence secrets, and this data is under daily attack. BSA, as the leading trade association representing the global software industry, is deeply committed to enhancing cybersecurity, both for governments and the citizens they serve.

We can strengthen the government's defenses against malicious cyber attacks in part by ensuring that the information technology procured by the government to store, process, and transmit this sensitive data is equipped with the strongest available cyber defenses. Yet, LPTA, a commonly used acquisition policy, often prevents the acquisition workforce from investing in cybersecurity. The Beyer-Meadows amendment would change that.

LPTA contracting is a useful source selection method for acquisitions with simple, well-defined requirements when cost is the sole objective differentiating factor. However, when it comes to more complex acquisitions involving multiple technical variables or functions, such as innovative information technology or cybersecurity services, LPTA's priority of price over value leads to acquisition outcomes that actually prevent the government from getting the most for its money. It inhibits the flexibility of the acquisition workforce to make tradeoffs between cost and desired capabilities, and risks higher long-term costs due to mission failures and contract rework actions. Moreover, it can prevent the government from acquiring products and services that offer cost-effective, innovative enhancements to government cybersecurity, creating downstream risk and cost.

I am writing to urge your support for the Beyer-Meadows amendment to limit the use of LPTA contracting in order to ensure that the government is investing wisely, and with security in mind, as it procures the next generation of information technology systems. The Department of Defense has taken this step as part of its "Better Buying Power" initiative. The time has come for the rest of the government to follow suit.

BSA is grateful for your leadership as Congress considers measures to improve government cyber defenses. We urge your strong support for the Beyer-Meadows amendment. Thank you for your consideration.

Yours sincerely,

Victoria A. Espinel
President and CEO