

Minerva Engineering's President Participates in AFCEA Panel Discussion on Low Price /Technically Acceptable Contracts Hanover, MD – March 31, 2017



Minerva Engineering's President, Robert La Bella, participated as the panel moderator for the AFCEA Central Maryland Chapter's Small Business Forum on the subject of Low Price Technically Acceptable (LPTA) contracting.



The AFCEA LPTA Panel (from Left to Right), Mr. Larry Hein (host), Mr. Jamie Russel, Ms. Jackie Kimmel, Mr. Charlie Stein, Ms. Margaret Wood and Mr. Robert La Bella

The AFCEA CMD Small Business Forum lunch and learn sessions are designed to provide a forum for interaction between the small business community and the government to enhance mutual understanding of the issues affecting both. The attendees included:

- Mr. Larry Hein, Synergy ECP (Host);

- Mr. Robert La Bella, President, Minerva Engineering (Moderator)
- Ms. Jackie Kimmel, CEO/President, InfoTeK Corporation
- Ms. Margaret Wood, CEO/Owner, Wood Consulting Services Inc.
- Mr. Charles Stein, MPO Sr. Contracts Advisor
- Mr. Jamie Russell, MPO Deputy Chief Operations and Engagement & Policy Contracting

Topics discussed in the panel included:

- What is an LPTA procurement and what does the FAR say about it?
- How are LPTA procurements evaluated?
- What does the National Defense Authorization Act (NDAA) of 2017 say about the conditions to allow for LPTA contracting?
- What is the government's view of LPTA evaluation methods?
- What are the risks to the government and the contractor when bidding LPTA contracts?
- What role do Independent Cost Estimates (ICE) play in LPTA contracts?

"I've always felt that participation in these panels is important", said Mr. La Bella. "As a member of the small business community with a lot of experience in bidding prime contracts, including LPTA contracts, we have something to offer the community in the form of facilitating dialog and promoting understanding."

The dialog and perspectives offered by both the government and the small business panelists was robust

Minerva Engineering, a Department of Defense Nunn-Perry Award winner, is a certified Service-Disabled Veteran-Owned Small Business (SDVOSB) providing information security products and services that support defense-in-depth strategies featuring technologies and processes to harden, defend and secure complex systems for the Intelligence Community, Department of Defense and other federal agencies.

Minerva Engineering, an Equal Opportunity Employer with a robust benefits program, is headquartered in Hanover, MD and is hiring for a large variety of open positions. For more information, visit www.minervaengineering.com.