



# **DIRECTORATE OF ACQUISITION (TCAQ)**

## **Session 1**

### **Preparing Acquisition for the Future**

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# Agenda



- Future of Information Technology (IT)
- How Can We Cooperate with Analytics
- Improvement Path



# Information Technology Future Vision



- Agile
  - Preferred Method
  - Minimally Viable Product (MVP) is key
  - Contracting Mindset
    - Agile capacity vs product, Government as the “integrator”
- Adopt Buy Create (ABC) Concept
- 10 U.S. Code § 2377 - Preference for acquisition of commercial items
  - Applies to Commercially Available Off-the-Shelf (COTS) FAR 12.103
- Acquisition Organizations Should Differentiate between Solutions and Products
  - Typical Minimum: OS, Dbase, App, Web, Integration
  - Issues with adding more COTS
    - Fast to production. COTS replaces coding, except for wrappers
    - Costly to Sustain as the number of products increase
    - Reduced flexibility



# Future Opportunities



- Acquiring a system
  - Waterfall – Challenges with scope and cost
  - Agile – Preferred method (Tech FAR Hub), Challenges with MVP
- Acquiring a capability (SaaS)
  - Hosting – Vendor provides all v.s. Government Hosts
  - Security – If not on Gov network, accreditation is less costly. Is it more risky?
  - Data – Protection, publication (data warehouse), mining, transition
- Contract Transition Considerations
  - Data is King
    - Define ownership and migration process/cost for follow-on contracts
    - Transition tasks must be included and feasible
    - Build from data standards
  - Prevent Vendor Lock
    - Single vendor is an attribute of SaaS
    - Must include a predictable and usable transition task
  - Recompete of Contract (Build with data warehousing and transition in mind)



# The Future with Predictive Analytics



- Transportation Industry is Ripe for Analytics
  - Volume of data, types of data, data availability
  - Trends and patterns, causes and effects over time
  - Use cases to optimize business decisions
- Common Operational Picture – Industry and Government Sharing
  - Industry supplies operational and environmental data
  - Government adds unique releasable data
  - What's in it for us? Information is shared amongst interface partners
- How can you help?
  - Willingness to share and receive
  - Participate in requirement refinement
    - Forecast to industry
    - Request for Information
  - What types of analytics would be jointly beneficial?



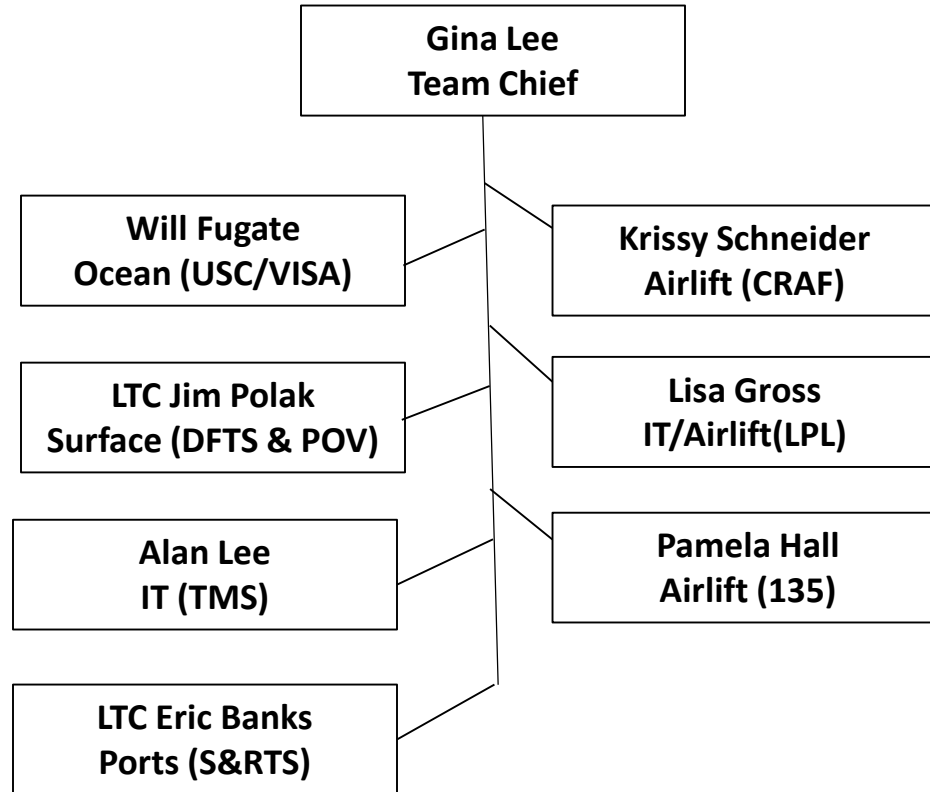
# Getting Better.....



- Section 809 Panel – Reform Initiatives – Recognizes On-going Issues
  - Definition of commercial items split into commercial products and commercial services
  - DOD required to develop and implement a small business strategy to better leverage small businesses as a way to enhance mission execution
  - SECDEF required to perform study of frequency and effects of bid protests filed at both GAO and COFC
  - Eliminate Earned Value Management mandate for software programs using Agile methods
- Internal Opportunities for “Reform”
  - What Causes Delays in an Acquisition?
    - Incomplete/Undefined requirements
    - Improve knowledge of current and best business practices
      - Engage early and often
    - Protests
      - Risk management



# Services Acquisition Portfolio





# Getting Better.....



- Where Can We Go?
  - What are our blinds spots?
  - Great ideas for reform within TRANSCOM processes?





# Questions?



- Acquisition Directorate

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