

# 18F Consulting Services

We'll be the trusted technical talent in your corner.

**<http://18f.github.io/consulting>**



# 18F Consulting Services Delivers...

- Design thinking and technical acumen from Federal employees on a short-term, as-needed basis.
- Consulting on Agile software methodologies and good technical practices.
- Help at any stage of your project, and especially in writing the solicitation.

*Differs from 18F as a whole in that we don't deliver software itself.*

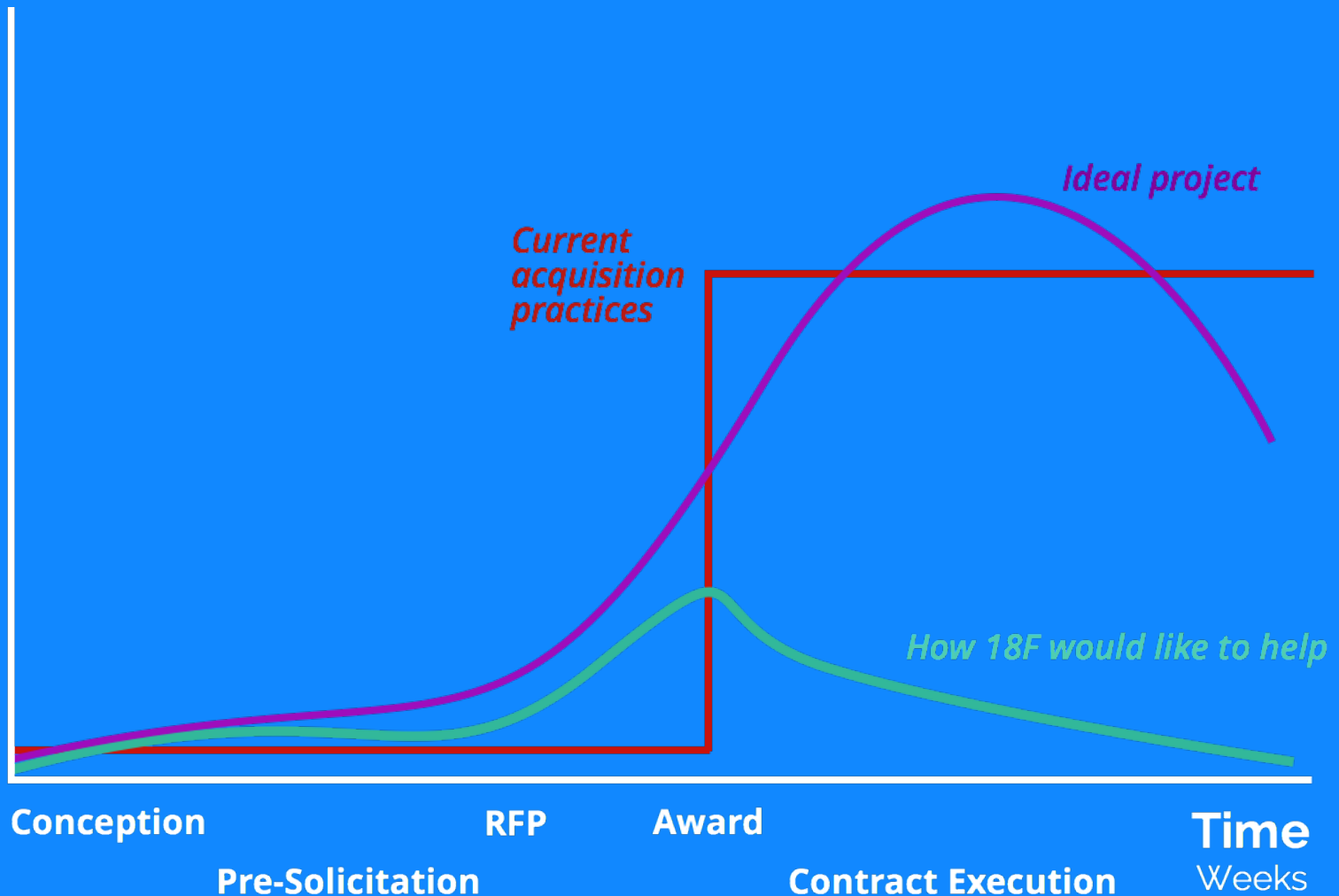
# Current acquisition challenges:

1. How do you **start design research/brainstorming** right at the beginning of projects, where it is most effective?
2. How do you **understand and iterate on the technical considerations** before a vendor is contracted?
3. How do you **assess the agile competency of vendors** you are considering?
4. How do you **redefine the definition of “done”** so it is instead about “continuous improvement”?
5. How do you **rewrite traditional contracts** to support Agile methodologies?

# The Acquisition Technology Expertise Cliff

**Technical Expertise**

Labor hours per week



**18F Consulting Services  
offers services to help  
you at any stage of your  
project**

# Contracting Lifecycle

## Pre-Award

### Acquisition Pre-Planning

**Brainstorm** product ideas

Run agile product idea  
**workshops**

Quickly **prototype** and test  
ideas

**User** experience  
considerations

**Design thinking**

### Acquisition Planning

Scope a **product vision**  
that can grow iteratively.

Research which  
regulations allow **agile**  
**contract construction.**

Recommend which  
**metrics measure**  
**success.**

Provide **technical**  
**expertise** at the early  
phases of a project

Contract **modularization**

### Solicitation Development

**API Design** for RFP

**Test writing** for RFP

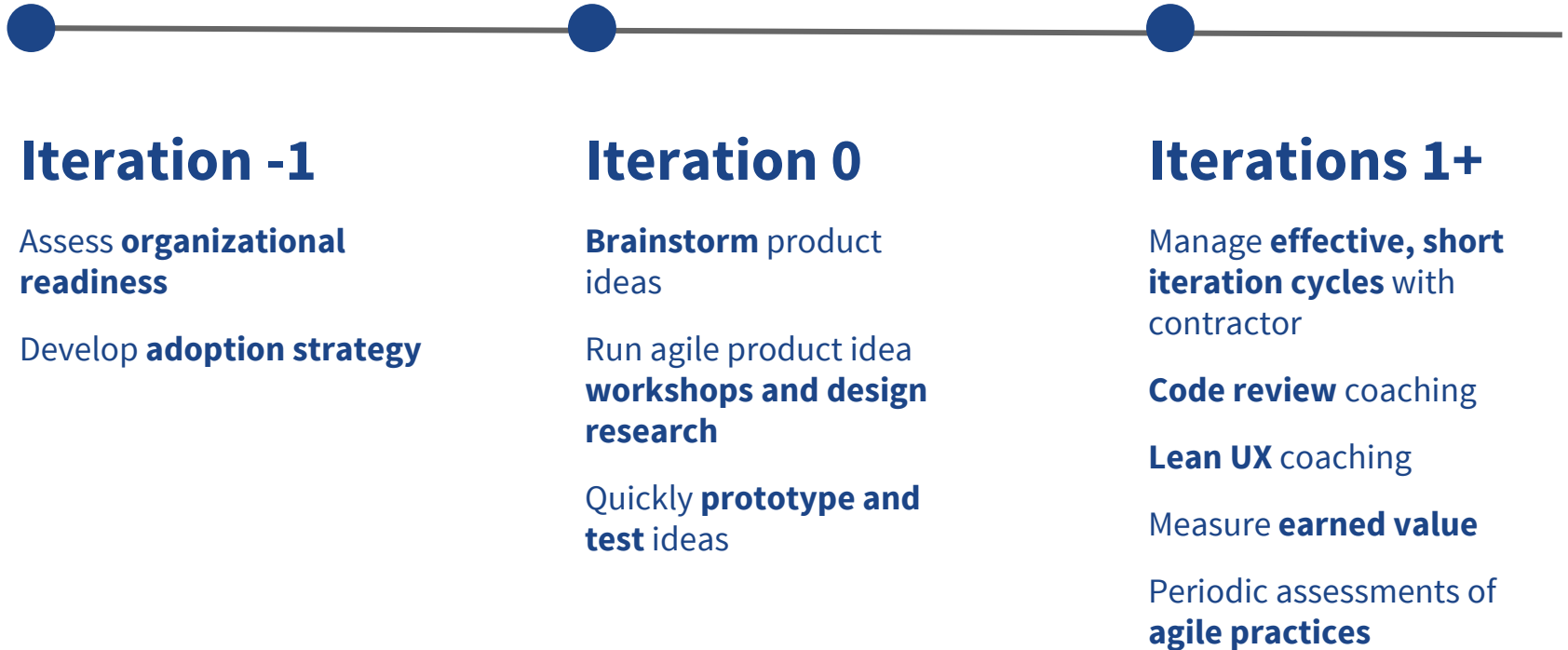
RFP Ghostwriting and  
**review**

### Source Selection

**Evaluate technical**  
**abilities** of vendor  
prospect(s)

# Project Delivery Lifecycle

Post-Award



**Pleased to announce six-  
figure deal with the  
Department of Labor  
Wage and Hour Division.**



# The 18F Consulting Services Team

## Leadership

### **Chris Cairns, Business Lead**

*Acquisition management and agile development expertise*

### **Robert L. Read, PhD, Technical Lead**

*Technical architecture, agile development, and software team management expertise*

### **Hillary Hartley, Deputy Director of 18F**

*User research and experience design expertise*

### **Other 18F Resources:**

*Over 50 designers, developers, and product strategists currently working inside the GSA at 18F*

## About us

*18F Consulting Services is project of 18F, the Federal government's first in-house digital services agency.*

*We formed in response to the need to help agencies improve the success rate of their IT projects.*

## Let's talk

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<http://18f.github.io/consulting>



**We leave you better  
prepared for your next  
project.**