

# RE in Practice - Outsourcing

# Learning Objectives

- Examine one class of RE problems in practice - how outsourcing works
- Situate outsourcing in the wider context of RE practices.

# What Is Outsourcing

- Fig 23-1
- What Cynefin domain do these projects belong to?
- [DOD Acquisition lifecycle](#)
  - lots of [\\$\\$ in government outsourcing](#)! See [Paul Ramsey's posts](#).

# RFPs

- "requests for proposal" aka "request for comment" "solicitation of expressions of interest" etc.
- a list of business and high level requirements vendors can bid on
- typically highly constrained process: legal implications, restrictions on interactions, firm bid dates, multiple types of contracts (defining payment terms, overage possibilities, etc.)
- [example](#)

# Outsourcing Pain Points

- clashing cultures and usual challenges with distributed teams
  - See our course on "Global SW Dev"
- negotiation and agreement on definitions
- contractual and legal challenges
- "define in advance how you'll assess whether the contracted product is acceptable to you and your customers"