

Jessica Green

Market Researcher/Procurement

AGE: 51

OCCUPATION: Contracting Officer’s Representative (COR)

EMPLOYER: United States Department of Agriculture (USDA)

LOCATION: Washington, DC

BIO

Jessica is charged with doing the market research when goods or services are needed. Her aim is to save the government time and money by avoiding duplication and while she works within regulations, she tries to be innovative. Her job requires her to work across various projects procuring a multitude of goods and services, so she often needs technical support when crafting procurement language or reviewing proposals.

GOALS/TASKS

- To balance the government and agency goals on awarding contracts to small businesses, and businesses owned by women and veterans
- Save the government time and money by avoiding duplication; believes it’s more efficient when federal agencies use common tools, which is why open source appeals to her
- Ultimately, wants to select a technically competent vendor, agree upon a fair price, and for the program office to be satisfied with the vendor
- Focuses on functionality or features over brand names as she can’t show preference for one brand over another

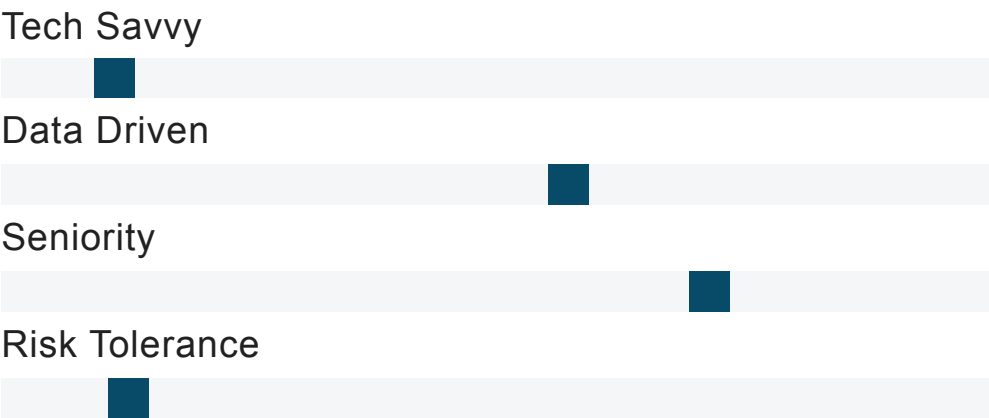
BEHAVIORS/HABITS

- Not particularly tech savvy, but is open to new ideas and is good at conducting research, analyzing data, and staying within regulations
- While price is a factor, her main aim is to secure quality goods and services for the program office and the least expensive is not always the best option
- Aware of a movement around open source, but is unclear of the requirements from the Federal Source Code Policy and unaware of Code.gov
- Visits the Acquisition Gateway to find shared documentation and to collaborate with other COs and CORs

NEEDS/FRUSTRATIONS

- Being risk-averse, she would like agency leaders to provide established procurement language related to open source software to be used in RFIs, RFPs, and RFQs
- Doesn’t know what vendors are leaders in open source, so would like to require that they address their experience in open source in their proposals; also, needs technical advice when reviewing proposals
- Procurement leaders at her agency are not knowledgeable about open source and she has not received guidance from her CIO
- If there is a searchable database, she would like to find code with simple and non-technical search terms - e.g., “online learning platform” or “video conferencing tools”

TRAITS



CHANNELS

