Getting things done in Government

a.k.a Modular Contracting

v1.0

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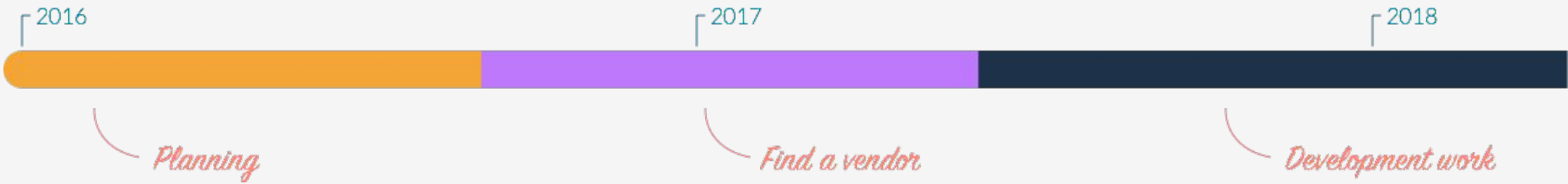
The Federal Government spends over **$86 billion dollars** each year on contracted IT projects.

And subsidizes over
$70 billion dollars each year on
state-contracted IT projects.



Most of these projects cost hundreds of millions of dollars – *way more than it should ever cost* – and take **5–10 years** to build.

2019 2020 2021

More development work

Still going...

What year are we in?

And by the time the majority of these contracts are done,

the projects are either many years late, tied up in costly legal protests or scrapped altogether because the technology is obsolete by the time it is completed.

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It is because they attempt to **build the project all at once**.

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This is a very common trap to get caught up in!

you're not alone!

Starting a new project can be exciting and terrifying at the same time, because it is your job to get this right.

No pressure, It's cool!

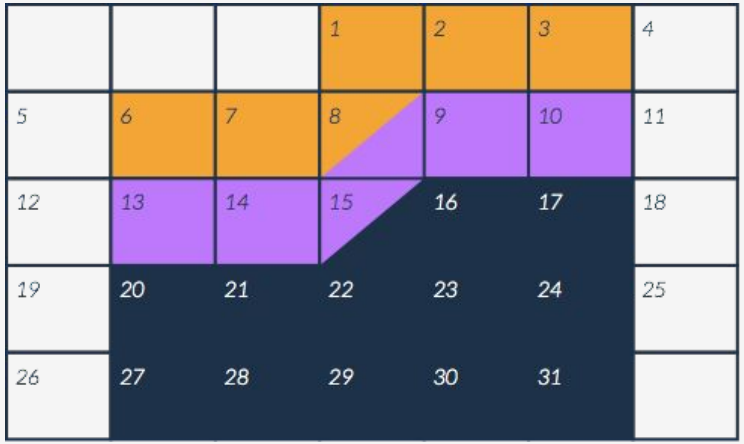
Let’s change how we work

We are going to work in a way that is

Faster — quicker time to market
Cheaper — build less over time
Better — higher quality, fewer bugs
Safer — lower risk of failure
and **more responsive** to human needs

We are going to take everything we know about getting things done in government…

...and break it up into smaller modules that are **faster**, **cheaper**, **better**, and have a **lower risk of failure**.

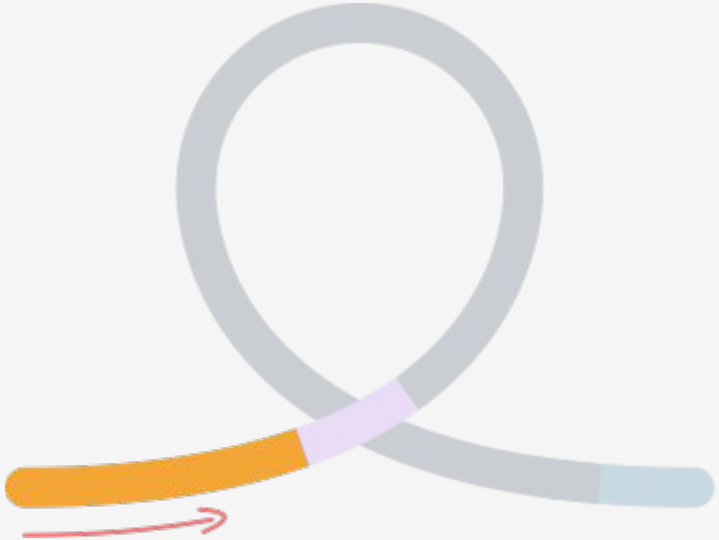


Each module would take as little as a few months*

as opposed to a few years

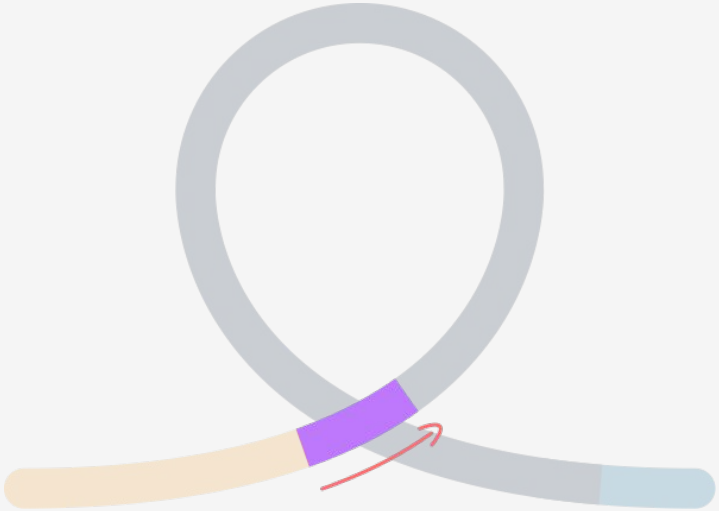
*more or less

So why is working on many, smaller projects **faster**, **cheaper**, **better** and and **less likely to fail**?

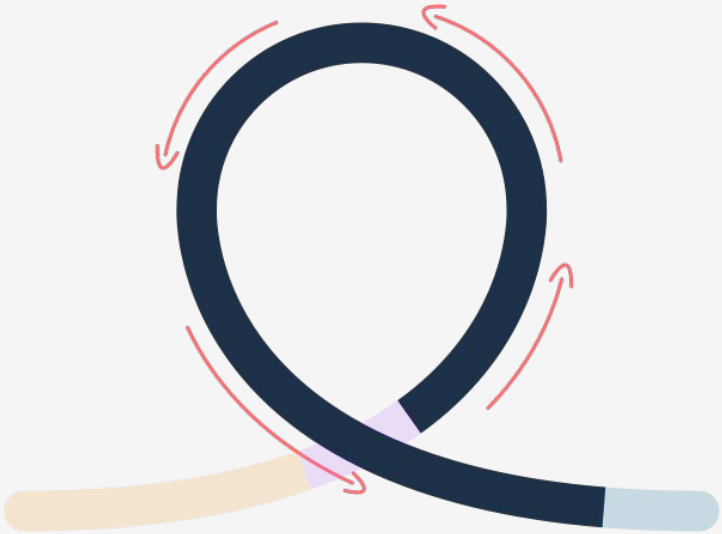


Defining Requirements takes less time because we are building smaller, with fewer features.

It enhances likelihood of a workable system and lowers risk of failure.

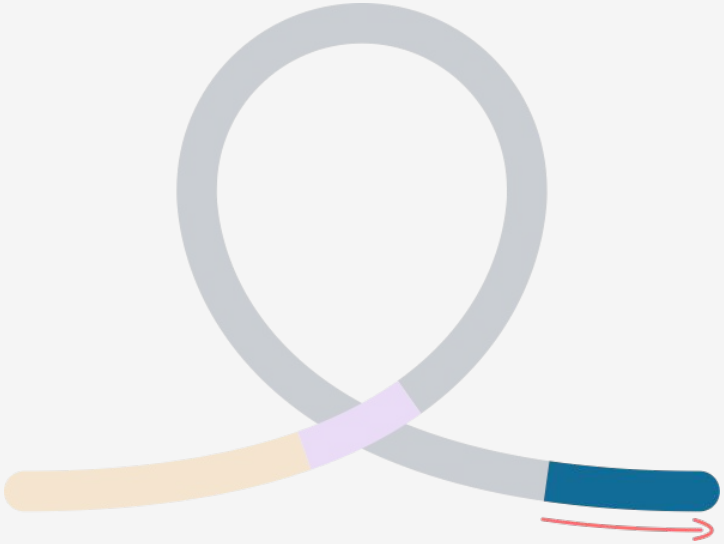


Procurement can happen a lot faster because each RFP will be a lot shorter and we will be able to reuse the terms and conditions from previous RFPs.



Development is likely to be of a higher quality because

- managing smaller projects is easier
- we get to address complex technology in an incremental process
- allows for testing to occur earlier in the development cycle
- we can leverage a vendor's core competency



Launch — We'll be able to measure our impact and adapt to any changes in the environment, because we are getting our work in front of real users more often and in a shorter amount of time!

The *smaller* we **deliver**,
the *faster* we can **measure** our impact and
adapt to any changes in the environment

and less time and money is spent working on ineffective, risky, costly and difficult technology.

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One highly-effective way of identifying a super-star vendor

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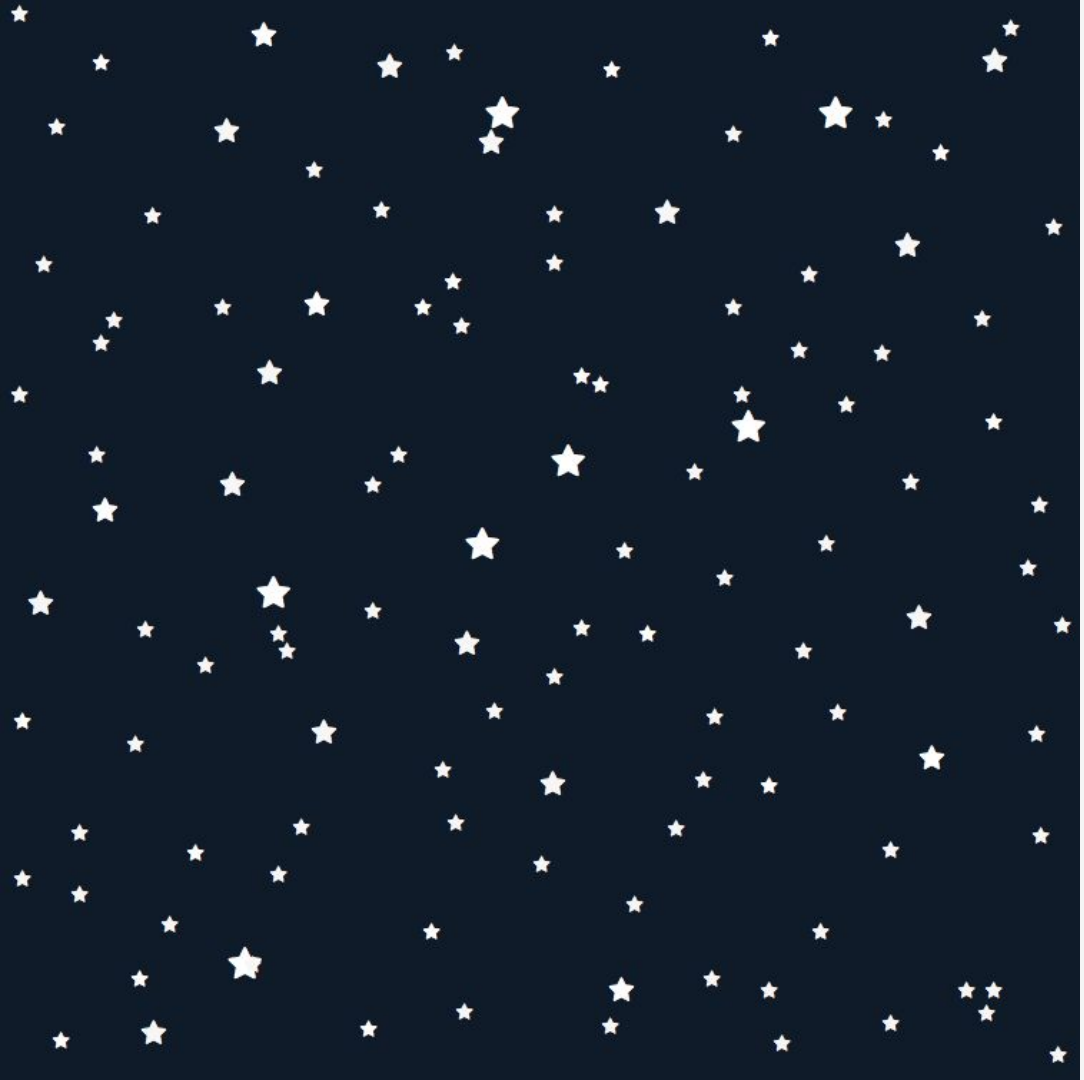

The process of finding and awarding the best contractor for a particular job is daunting.

There are thousands of companies out there. Even if you do have a smaller group to work with, you may not know who is *the best*.

So how do we choose?

One of the best ways is to create a **Qualified Vendor Pool**.

A **Qualified Vendor Pool** is a pre-approved group of vendors that we can use to help us tackle the wide array of tasks we might need during the life of a project.

By creating this QVP, we are

- Speeding up the RFP process
- Reducing cost
- Getting high quality work
- Lowering risk of failure

Qualified Vendor Pool

1) We start by identifying potential vendors who are adept with agile development methodologies.

2) Then we test them with a practical demonstration of those skills as a pass/fail culling. *“Show us, not just tell us!”*

3) Now that we know the who, we can use traditional means of evaluation like past performance, management, and pricing.