Release 3: How Do You Buy?

Effectively use techniques for acquiring digital service solutions in your solicitation or acquisition strategy.

# Iteration 3.B: Acquiring Digital Services

In this iteration, you will learn how to develop your solicitation package. This builds upon the acquisition strategy you already developed in Iteration 3.A. You will want to apply those strategies in developing your SOW or SOO, your evaluation criteria, special technical and security considerations, and all other elements that will be provided to vendors with your RFP/RFQ.

| PO # | Performance Objective | Learning Activity | New/ Reuse | Seat Time |
| --- | --- | --- | --- | --- |
| N/A | N/A – ALL | * **Iteration Pre-Assessment (formerly release scenario staging)**   https://dsat.gsa.gov/courses/course-v1:OMBChallengeX+DAP01+2015\_T1/courseware/cc2f78a334f24c17940c2164df6740a6/2adbd6c6cb9341b1b41accbdef51308e/ | New | 30 minutes |
| 3.5 | Identify the role that security plays in digital service contracts. | * **BRONZE: Webinar: Digital Services: More Secure than You Think They Are**   + Guest speaker: Evan Cook, former CEO of Twilio   + Date: Nov. 8   + Topics/questions to cover: ATOs, cloud, FedRAMP – how are the systems that we’re buying more secure than the traditional way, the on premise solutions? Resources that participants can use moving forward.   + **Traci/Brent to coordinate Evan’s participation (**1pm or later on the 10th works for him.) * **SILVER:**   + **Activity:** Apps.gov – Conduct research to find three products that have a full ATO package completed; share results of research on the discussion board and note observations about each one. * **GOLD:**   + **Activity:** FedRAMP review: What it is & what it isn’t – review & reference to resources on FedRAMP website. Discuss requirements for systems to be ATO-ed prior to data going live. Leverage security-focused information from pilot 3.A Online Learning: Preparing to Buy, the last tab for some content on security. Questions to answer on the discussion board:     - Can acquisitions require that companies be FedRAMP compliant?     - If you are requiring FedRAMP compliance, how does that impact vendors given associated costs? Do we have to have it/do we need it? What factors influence that decision? | New | BRONZE: 1 hour  SILVER: 30 mins per activity |
| 3.6 | Develop your acquisition package for procuring digital services, including proposal and source selection methods. | * **BRONZE: Case Study: Developing an RFQ** (original content in Pilot materials from release 3.b): <https://dsat.gsa.gov/courses/course-v1:OMBChallengeX+DAP01+2015_T1/courseware/ee98b671d8674d4eb6f551369522c32d/c7512a41684342e2bd9805ebd01e75fe/>   + In Iteration 3.B, you completed a lean acquisition canvas for the MAP case study. Now, here is a selection of SOOs that have been drafted to support agencies at various levels of maturity and to procure various types of technology. Select the SOO that will allow you to achieve your desired outcomes. Consider the following questions:     - Do you need to train your team on using agile?     - Should you select your technology first?     - Should you start creating an MVP?     - Should you put all three together as one big task order?   + You will be asked to share your rationale for your selection in the classroom and to complete associated activities.   + **Brent/Traci to send draft SOOs Thursday** * **BRONZE: Online Learning: Compliance & Other Legal Issues** (original content in Pilot materials from release 3.b): <https://dsat.gsa.gov/courses/course-v1:OMBChallengeX+DAP01+2015_T1/courseware/ee98b671d8674d4eb6f551369522c32d/9dbb8e3614854310a9a5a2ee8f16a1f6/> * **SILVER:**   + ASI publications for reading * **GOLD:**   + SBA/Salesforce/VA Appeals acquisition packages– analyze/compare/contrast these acquisition packages and share insights on the discussion board.     - VA Appeals located here on SharePoint: https://projectspace.icfi.com/tms/OMB\_Challenge/Shared%20Documents/Forms/AllItems.aspx?RootFolder=%2Ftms%2FOMB%5FChallenge%2FShared%20Documents%2F3%5FRelease%202%2F4%5FR2%20Classroom%2FVA%20Appeals%20Acq%20Materials%20%28Day%204%20afternoon%29&FolderCTID=0x012000D4840565995C63469B279DE435FD58CC&View={7D2D5D2E-150E-486F-A848-91C4DAC3D855} | New | BRONZE: 1 hour  SILVER: 30 mins per activity |
| 3.7 | Define evaluation criteria, given evaluation strategy discussed in your acquisition strategy. | * **BRONZE:** T**op Eval Criteria! Activity:** Using the Salesforce and SBA acquisitions, select the top 2 evaluation criteria, including instructions for evaluation and method of evaluation, and explain your rationale for the selection. Use the Wiki to build this list of eval criteria – introduce to the Wiki (leverage instructions for doing so from pilot Release 2 classroom) * **SILVER:** Using the VA Appeals acquisitions, select the top 2 evaluation criteria, including instructions for evaluation and method of evaluation, and explain your rationale for the selection. Use the Wiki to build this list of eval criteria, as instructed for Bronze of Release 3.7. * **GOLD:** Conduct additional research to select two additional examples of effective evaluation criteria (e.g., review goodgovUX results on TechFAR hub) and explain rationale for selection. | New | BRONZE: 1 hour  SILVER: 30 mins |
|  |  | 3.8 and 3.9 moved to 4.A |  |  |