SBA Case Study documents. The point of this exercise is to look at digital services acquisition from both a technical and Acquisition/Contracting perspective and critically think about how the two fit together. The SBA Case study is a good example of using new digital services acquisition concepts. How did this work for the SBA? Were there successes/failures/lessons learned? What might those be? As you review these documents, think about how they supported innovation in both the acquisition process and in the successful completion of contract performance in support of the SBA mission and digital services needs.

* What were some deviations from what you normally see in such documents?
* How do these documents support innovation in acquiring the SBAs digital services solution?
* How do you think they affected the entire range of acquisition processes from planning to post-award management and provision for future digital services needs at SBA and throughout the government?

This discussion is key to establishing the foundation what you will learn in this program and how to apply it in your role as digital services acquisition professionals. Your perspective on this will also help make the most effective use of the SBA Panel discussion by informing your questions for the SBA acquisition IPT.

**SBA Discovery Sprint Report:**

-What specific items in this report will impact the ability to acquire capable vendors and competition now and in the future? (OSS/Govt technical data rights/Licensing)

-What is the value in describing the digital services as they currently exist at SBA vs the desired end state?

**Instructions to offerors:**

-3 phase source selection:

1. Phase 1:Opt-in

2. Phase 2: Submittal of partial proposals (technical approach/past performance) and further culling the field

3. Phase 3: Final written proposals (PWS/ADMP/QASP/Pricing:-> Technical and Price Volumes) and Oral Presentations

-What does this do for you?

* Streamline source selection process. How?
* Oral presentations: Give and take during session- better understanding of proposed solution
* Validate or contradict market research?
* Is OSS capable, secure, well supported for the need?
* Is past performance restricted to government contract performance information? No: private sector performance can be relevant and informative

**Oral presentations:**

-Does this give us a look under the hood vice “take my word for it.”? What value in the “how” of proposed performance: User stories, testing, technical solutions, govt/ctr coordination and cooperation, etc.

-Is it appropriate for the government to ask probing questions and take notes during an oral presentation? Yes: Govt needs complete understanding of the proposed solution.

**SOO:**

-Does SOO provide flexibility while adequately defining the need IAW FAR Part 11? How?

-How is the government’s need communicated to potential vendors?

**Appendix to SOO: Initial backlog and other requirements/background:**

-Look at bolded text in 1.1.1. What does this mean to you?

What are the implications for: performance risk/contract admin/FAR part 11 (describing agency needs): Backlog is not fixed at award!

-How do the requirements and back ground (history/desired state) describe agency needs but still allow for innovation and flexibility?

-Does the document provide for complete understanding of the SBA’s needs/functionality, or will further understanding of specific functionality need to be provided during contract performance? (Could the contractor code a solution based exclusively on these documents?)Is this intrinsically good or bad?