



10x is the Office of Investments in GSA's Office of Products and Programs (OPP).

We fund **ideas from public servants** for products and services that solve problems affecting the experience people have with the government.



10x **invests in products and services that possess groundbreaking ideas or technology** with the potential for significant return on investment. We're aiming for 10 times the value of the initial investment to the federal government or the American public, measured through cost savings, improved efficiencies, or scale of impact.

10x funds internally developed products and services that can scale widely or affect a significant portion of the U.S. population, whether or not the projects are cost-recoverable. Our approach is based on **modern venture capital practices** and is designed to **spend fewer taxpayer dollars** while also ensuring that the **best products and services** get funded.

We look for ideas with evidence of the following:



Your project is aligned with the priorities of TTS.



Your idea directly impacts other government agencies or the American public.



Your project is in a big or rapidly growing market within the government.



Your team is prepared for the unique challenges of developing a new product or service within the government.



Your project supports not just the government but also the contracting ecosystem.

HOW DOES 10x WORK?

10x is the management vehicle for the Digital Services Fund, a portion of the Federal Citizen Services Fund designated for new, good-for-government products and services. 10x invests these appropriated funds into new ideas with the potential for significant impact across the government. OPP manages these products and services until they are placed in a permanent location, in GSA or elsewhere.

10x is an incremental investment fund inside the federal government, which is a fancy way of saying that we start by giving you a smaller amount of money, with an expectation about what the output of spending that money should be. We use your results from that investment to determine whether or not to give you an additional, larger amount of funding for the next phase of work.

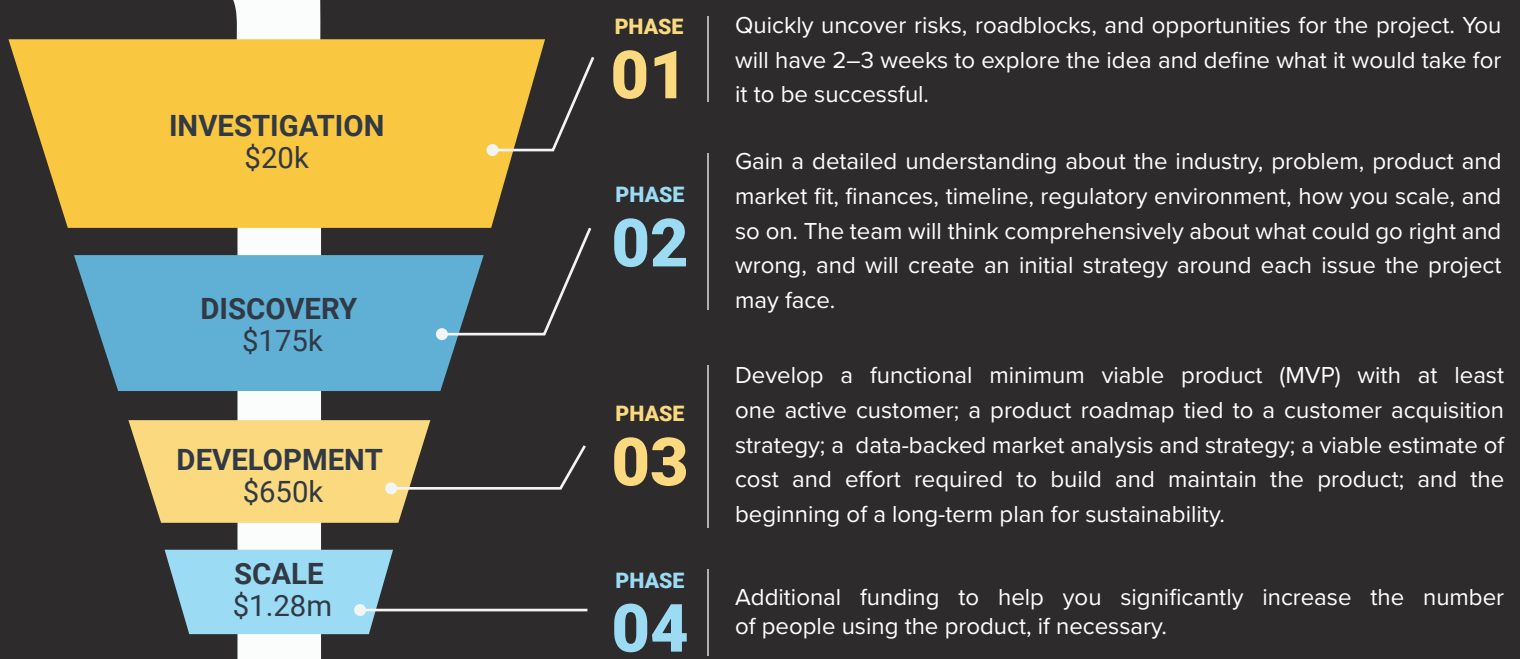
HOW IS 10x DIFFERENT?

The traditional way the government budgets for new technology is to specify a lump sum of money for a project to be spent over a period of months or years. This approach sometimes results in continuing to spend money even after an agency or project lead determines that the project should not continue, simply because the budget already exists.

In contrast, 10x attempts to spend the smallest amount of funding necessary at each stage of a project to determine whether or not it's worth pursuing. Only one or two of every ten projects selected for funding will make their way into design and development work. This iterative approach to investing allows us to save money while ensuring that the products and services we fund meet a real, verifiable need in the federal marketplace.

FUNDING PHASES:

Are you interested in pitching an idea for 10x? Here's what you need to know about each phase of funding.



WHAT DO I NEED TO DO TO GET STARTED?

To get started with any new idea, we ask that you answer one simple question in 2–3 sentences: “What problem are you trying to solve?” 10x and the TTS Director will vet ideas to determine which projects best fit the priorities of TTS. If your project is selected, it will enter Phase 1 of the investment process.

Making it through the funding and development process requires a significant investment of time. We need to do our due diligence to make sure we’re good stewards of taxpayer dollars, so you’ll need to justify the investment and fully develop your idea through each phase of funding.