**Disclaimer:** This is a sample document. Agencies are encouraged to tailor the contents to fit their individual needs.

**Purpose:** This document is meant to be an internal document to help the government understand the marketplace for these services. It may be part of the government’s Market Research Report and Acquisition Plan.

Cloud Migration Services Characteristics of an Ideal Vendor

* Demonstrated prior experience (size/scope/risk evaluation) managing cloud environments for Federal agencies.
* Demonstrated experience provisioning enterprise level applications in Federal cloud environments.
* Demonstrated experience achieving and operationalizing Federal Authorization to Operate (ATO) with enterprise level applications in Federal cloud environments.
* Demonstrated experience with DevSecOps automation pipelines for application development and cloud infrastructure.
* Demonstrated experience managing DevSecOps networking teams.
* Demonstrated experience managing DevSecOps security teams.
* Demonstrated experience in collaborating with other teams such as the project/program management teams and change management teams.
* Demonstrated experience with six phases of the authorization roadmap - Diagnostic Assessment, Boundary and Architecture Review, Documentation, Technical Remediation, Testing Preparation & Residual Risk, and Final Authorization to Operate.
* Demonstrated experience managing multi-cloud, single-cloud, hybrid, and on-

premises environments.

* Demonstrated experience establishing or contributing to a Cloud Center of Excellence[[1]](#footnote-1)[[2]](#footnote-2) for core roles, including governance.
* Demonstrated experience developing or contributing to guidance and collateral

for user enablement, training, roll-out comms, and other elements of a change

management effort.

1. The Cloud Center of Excellence (CCoE) is the amalgamation of several sub-teams or roles. The CCoE is responsible for setting the direction and policies for the cloud environment. It is responsible for the decision making processes, criteria, and policies involved in the planning, architecture, acquisition, deployment, operation, and management of an organization's cloud environment. [↑](#footnote-ref-1)
2. [Washington State’s Cloud Readiness Assessment](https://ocio.wa.gov/sites/default/files/public/Reports/Unisys%20Deliverable%203%20Statewide%20Cloud%20Computing%20Readiness%20Assessment-FINAL-103020.pdf#page=219) [↑](#footnote-ref-2)