## On-the-Spot Consensus Evaluation Report

**Quoter:**         **123 LLC**
**Date of Evaluation:**  **8/14/2019**
**Evaluators:**      **TBD**

| Evaluation Factor | Confidence Rating | | |
|---|---|---|---|
| Demonstrated Prior Experience | Low | Some | **High** |

**Technical Approach Rationale**

| Raises Expectation of Success: | Lowers Expectation of Success: |
|---|---|
| Q1<br>• Articulated team composition. Right mix of people. (pg. 1)<br>• Discussed data analytics in classified realm (pg. 1)<br>• Collaborative partnerships with analysts (pg. 1).<br>• Discussed leaving the customer better than they found them. (pg. 2)<br>• Examples of leveraged private sector work they work with electric and gas utility (pg. 2)<br>• Discuss measures of success for data science and visualization, and the framework for measuring success is relevant to XXXX. Thoughtful approach with supporting the evidence of the framework, (pg. 2)<br>• Breadth of scope reflects wide range of analytic tool applications relevant to XXXX (pg. 2)<br>• Communications and risk factors discussion provides understanding of the complexity of mission space. (pg. 2)<br>Q2<br>• MCTE example, identifying the need to align MCTE with DHS Component and DHS cloud efforts, demonstration, experience (pg. 3)<br>• Working in A/B/CLAN environments.<br>• Variety of different cloud platforms, not a one-size fits all approach but an array of cloud applications (pg. 4) | • No discussion on user-centric design/human centered development.<br>• Tailored adoption header was not clear (pg. 3)<br>• Ability to anticipate example is not compelling. Very generic. (pg. 2). |

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|---|---|
| <ul><li>Cloud focused strategy and planning tools for full lifecycle of cloud services (pg. 4)</li><li>Multiple examples of deploying IT infrastructure, ATO, and appl. production in the federal workspace (pg. 4)</li><li>Iterative application development through sustainment experience</li></ul>Q3<ul><li>Clear understanding of DHS Component mission (top 5 initiatives) and tier 1 (pg. 4)</li><li>Leveraging cross-public/private relationships</li><li>Articulate balance of moving quickly with stakeholder buy-in (pg. 4)</li><li>Project management approach is tailored toward unique XXXX challenges, i.e., the voluntary nature of the work and reorganization (pg. 5)</li><li>Clearly understands (2 examples) of real, meaningful paradigm shifts (flood insurance and TSA screening) (pg. 5).</li><li>Demonstrates the company's support is results-focused, measurable/achievable outcomes. (pg. 5/6): i.e., new senior level strategic partnerships, nationally elevated XXXX brand.</li></ul> |  |
| Other Observations (*if any*) |  |