

	Novice	Intermediate	Expert
This table represents a quick reference for developing an appropriate acquisition strategy based on the level of maturity in adopting digital service techniques within your agency or office. As every acquisition is unique, this is a guide not a directive.			
Best Example on TechFAR Hub	Initiatives: 8(a) Learn the Process SOO	Samples: Agile Development RFQ Sample	Case Study: VA Claims Appeals System
What Requirements Document to use	Statement of Objective	Statement of Objective or Performance Work Statement	Statement of Objective /Performance Work Statement/ Statement of Work
Trust Factor between Gov + Contractors	Build Together through baselining/delivery	Established at contract kickoff meeting	Inherent from first communications throughout the solicitation + acquisition
Team Composition: Gov't to Contractor blend	High contractor blend for majority of work: Government provides these roles: COR, Product Owner, and stakeholders	Moderate to high level of contractors providing majority of work: Government provides: COR, PO, Stakeholders, UX, UI, some Dev	Blended team environment with potentially equal blend of Government and contractor with equal skill sets.
Implementation Pace	Slow/Methodical to get baseline velocity established	Ramps up quickly to full optimization	Hits the Ground Running
Initial POP Recommendation	Minimum 3 months – max 1 year	6 months- 1 year	1 year + options
How success is determined	End Users of system happy with outcomes; program team understands how/why success was achieved	End users happy; program team and stakeholders see demonstrated value delivered	End users happy; program team & stakeholders see demonstrated value delivered; Gov't Designers/Product Owners/Devs/Engs have confidence in delivery practices/process
How to validate vendor's proposals in solicitation	Past success in delivering product in bureaucratic environment (commercial or federal). Solution provides the "HOW" the implementation.	Past success, describe How, and some measure of validation (Orals, scenario based response, due diligence)	Past Success, body of work (github repos, portfolio), coding challenges
General Pace of Delivery	Slower delivery, best practices forming	Continual release of working product, optimization occurring with teams and program	Rapid + continuous development and implementation
Contract Type	T&M/Labor Hour for baselining with plan to convert and define FFP for future tasks	FFP per Iteration	T&M if government/contractor team is blended. FFP per iteration
Key Personnel	Not Recommended	Certain Roles potentially	Certain roles potentially
Incentives	None, Award Term, past performance	Award Term, past performance, Incentive or Award Fee	Past performance, Award Term