

Industry Perspective on Government Contracting Process

Improving R&D Outcomes and Achieving Transition to Operations



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■ Requirements Process Change

- Technological requirements can become out of sync with latest operational needs
- Incorporation of direct user feedback is a challenge
- Turnover of the participants during the requirements process presents challenges
- Sometimes requirements are not achievable or cost effective from the start (how to best manage that within the process)
- Clearer traceability between operational applicability of stated requirement and verification testing expectations

■ We need “Velocity” of Innovation

- Why do we need velocity?
- We need effort across all participants: client, program office, end users, T&E, SETA/A&AS, performer
- Reduce administrative burdens on all participants
- Need to improve speed of government testing and reporting from tests

■ Mutually Beneficial Actions — What Has Worked (for Us)

- Industry days and procurement forecasts
- Draft RFPs and SOWs (and PSpec when possible)
- Pre RFP events with end user communities (i.e., RDAX, rodeo events)
- Direct unfiltered interaction with end users early and throughout program
- Working directly with your contracts office (not another agency)
- Use of other transactions authorities
- Field incremental solutions