

FY21 Category Success Stories
Civilian Services Acquisition Workshop (CSAW) for NASA

Category: Professional Services

Agency and/or contracting solution: NASA

KPI(s) addressed:

- Spend Under Management
- Contract Reduction
- Cost Avoidance
- SB Participation

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Overview

- The Professional Services Category facilitated a five-day Civilian Services Acquisition Workshop in support of a major acquisition in partnership with NASA in December 2020.
- A SAW is a facilitated workshop built around a specific acquisition and its multi-functional integrated project team. The workshop walks the core team through the performance-based acquisition (PBA) process from beginning to end.
- SAWs have been used by the Department of Defense (DoD) components to mentor and guide teams in developing their acquisition planning, market research, performance requirements, request for proposal, source selection, contractor performance assessment planning and execution documents.

The objective

- To support NASA through the entire PBA process, expedite deliverable outputs, and accelerate team performance. The objectives were for the team to:
 - Understand and apply the performance-based acquisition (PBA) process and the Steps to PBA
 - Explore and use tools, resources, techniques, innovations and best practices to successfully execute the requirement
 - Collaborate as a team through facilitated activities to develop draft documentation for this requirement
 - Develop a high-level roadmap for successfully implementing this performance-based acquisition
 - Gain consensus on a path forward

The work

- The 25 member Requirements Development Team (RDT) worked together on developing requirements and a performance-based strategy for a large, agency-wide communications solution.
- The CSAW was led by the Professional Services Category Civilian SAW Program Lead & Category Product Manager Jonathan Evans
- Over the course of the CSAW, the NASA team:
 - Collaborated to develop the mission, vision, high-level objectives, and team success factors
 - Worked together to identify market research needs, high-level risks, key stakeholders, and a high-level communications strategy
 - Identified and refined performance requirements with associated performance standards, AQLs, and quality assurance approach
 - Discussed source selection strategies and evaluation factors
 - Came to consensus on their next steps and the path forward to accomplish their requirement

The Result

- The facilitated process helped the integrated team make progress towards a high quality acquisition package that:
 - Will reduce acquisition lead time, result in better performance outcomes
 - Promoted CM principles, acquisition innovations, and market research tools
 - Met the Frictionless Acquisition Cross Agency Priority Goal