



PROJECT MANAGEMENT CENTER FOR EXCELLENCE

A.J. CLARK SCHOOL OF ENGINEERING
Civil & Environmental Engineering Department



WHAT IS 18F?

Jessie Posilkin
Duane Rollins
Alla Goldman Seiffert

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18F is a civic consultancy *for* the U.S. government, *inside* the U.S. government.

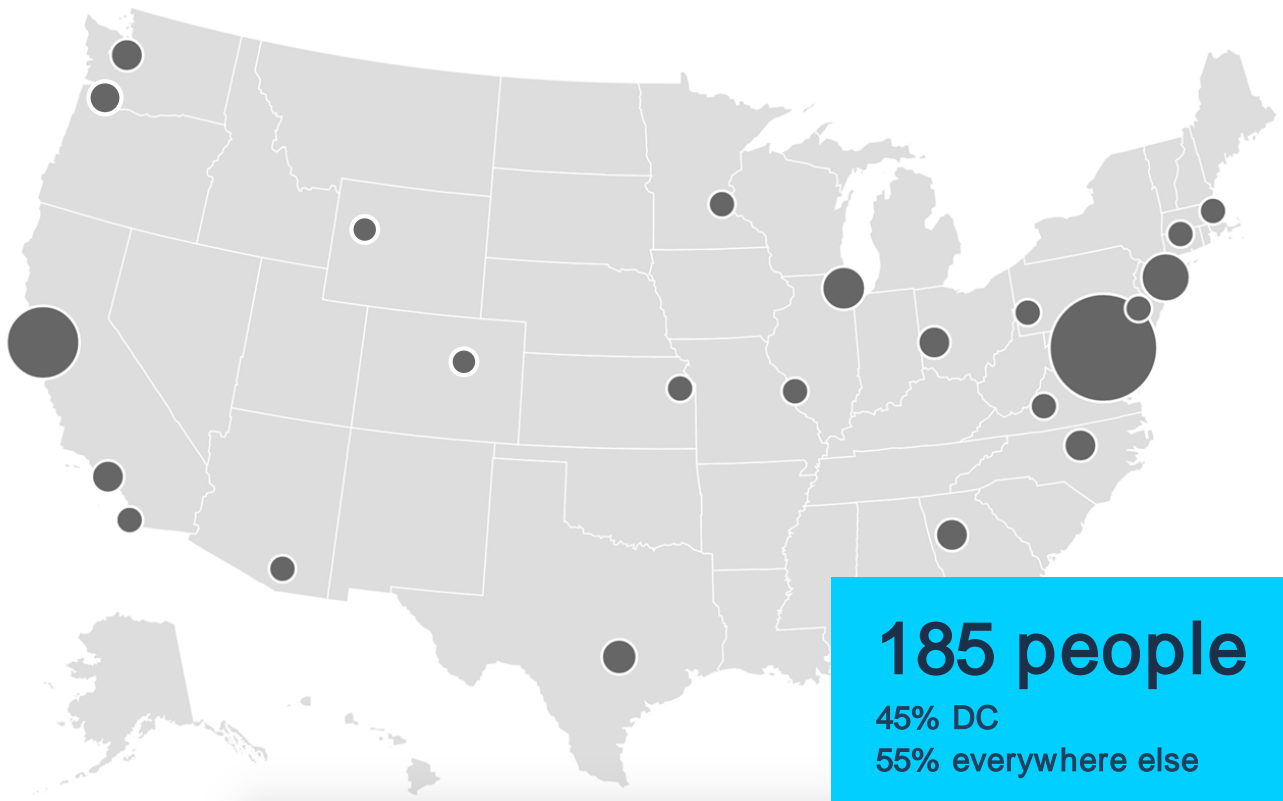
We just turned 2, have 5 different business lines and 185 people.

We're full feds comprised of

- Designers
- Developers
- Acquisitions Specialists
- Product Managers
- Change Strategists

**We can help you build, buy,
and share the best digital
government services**





185 people

45% DC

55% everywhere else



Our Five Business Lines:

Products and Platforms
Transformation Services
Acquisition Services
Custom Partner Solutions
Learn

Put the needs of the public first.

**Design-centric, agile, open, and
data-driven.**

Always be shipping.



Helping government **buy better**
technology and make more
effective procurement decisions.



Acquisition Services

Procurement

Agile BPA

Micro-purchasing

CO collaboration

Consulting

Discovery sprints

RFP ghostwriting

Product management

What is Agile?

Individuals and interactions over processes and tools
Working software over comprehensive documentation
Customer collaboration over contract negotiation
Responding to change over following a plan

That is, while there is value in the items on the right, we value the items on the left more.

Not like this....



1



2



3



4

Like this!



1



2



3



4



5

Henrik Kniberg

What's an Agile Success Story?



207,324

people on government websites now

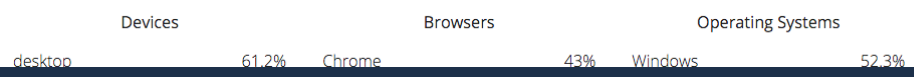
Visits Today

Eastern Time



Visits in the Past 90 Days

There were **2 billion** visits over the past 90 days.



Top Pages

- Now
- 7 Days
- 30 Days

People on a **single, specific page** now. We only count pages with at least 10 people on the page. [Download the full dataset.](#)

Welcome USPS	4,829
Where's My Refund? - It's Quick, Easy and Secure.	3,893
Internal Revenue Service	1,357
National Weather Service	1,252
USPS Tracking@	1,092
myUSCIS - Case Status	975
The United States Social Security Administration	942
USPS.com@ - Create Shipping Labels	723
U.S. Department of Agriculture	636
mySS - Home	619
USAJOBS - The Federal Government's Official Jobs Site	613
Application Manager	572
Forms & Pubs	531

College Scorecard



Find Schools

Compare schools now

Programs/Degrees



Location



Size



Name



Advanced Search



FIND SCHOOLS

By The Numbers



18F

Micropurchase

Login

Welcome!

The Micro-purchase Marketplace is the place to bid on open-source issues from the 18F team. [Learn more about this experiment](#) »

Be sure to [register your company](#) before placing a bid. If you have any questions, please email us at micropurchase@gsa.gov.

Issues open for bid



Please Login to Place Bid

To place a bid, you must first be a [registered bidder](#).

Digital Acquisitions Accelerator Pilot



Procurement the 18F way

Agile BPA

Agile BPA

A full-stack, **open source** procurement vehicle for **agile development**.

- Open source code proposal
- 17 vendors
- Modular contracting methods
- Managed by 18F
- Now open for business

**What if
government contracting
happened in public?**



Github for Procurements

Manage the “code” of our procurement in public

Have access to online forums

Go to where the nerds are



Contracting in Public

Vendors asked >80 questions online

Changes made in response to comments

Over 500 unique visitors...to a government contract

Agile in Action

Don't look for the perfect solution

Be willing to experiment

Take time to learn and to get things wrong



Let's Talk!

How can an agency engage with
18F?



Q&A