

On-the-Spot Consensus Evaluation Report

Quoter: XYZ Inc.
Date of Evaluation: 08/15/2019
Evaluators: TBD

Evaluation Factor	Confidence Rating		
Demonstrated Prior Experience	Low	Some	High

Technical Approach Rationale Question 1

<p>Raises Expectation of Success:</p> <ul style="list-style-type: none"> Breadth of Analysis applications are noted (pg. 3) Investment in strategic innovation center, possibility of being leveraged (pg. 3) Examples show breath data management preventing smuggling and trafficking (pg. 3) Breadth of data analytics applications (pg. 3-4) <p>Q2</p> <ul style="list-style-type: none"> Discussion of 63 partners, breadth of experience (pg. 5). Low and high side development (pg. 6) Development of cloud and on-demand allocation demonstrates developing in a flexible way (pg. 7) 	<p>Lowers Expectation of Success:</p> <ul style="list-style-type: none"> They are engineering focused. Focused on DOD applications overall, and focused on hardware in and testing equipment, simulators. Bad fit for XXXX. Oriented on IT infrastructure instead of data analytics. Poor quality of the submissions (typos, errors, etc.) Measuring success was incredibly general (pg. 4) They were focused on tools, not the data or the analysis work (pg. 4) USCIS Kanban analytics, not relevant (pg. 4) Limited their response to cyber threat, which was not appropriate for XXXX context of all hazards (pg. 5) Expertise listed was not particularly relevant and narrow to XXXX mission. (pg. 5) Did not address how they would work with various data sets, collect or use data <p>Q2</p> <ul style="list-style-type: none"> They are engineering focused. Heavily focused on DOD applications overall and focused more on hardware (such as testing equipment and using simulators. Heavy use of jargon. Bad fit for XXXX.
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	<ul style="list-style-type: none">• Did not discuss any human centered design.• Limited examples of relevance to XXXX, not in scope of XXXX <p>Q3</p> <ul style="list-style-type: none">• Stakeholder engagement geared towards technical support services and focus, and not XXXX scope (pg. 7)• Did not outline project management approach. No explanation (pg. 8)• Stakeholders supported and location, no XXXX focus and nor relevant to XXXX (pg. 7)• Paradigm shifts examples focused on software and systems instead of societal and political strategic shifts.
<p>Other Observations (<i>if any</i>)</p> <ul style="list-style-type: none">•	