On-the-Spot Consensus Evaluation Report

Quoter: ABC Comp  
Date of Evaluation: 8/14/2019  
Evaluators: TBD

<table>
<thead>
<tr>
<th>Evaluation Factor</th>
<th>Confidence Rating</th>
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<tr>
<td>Demonstrated Prior Experience</td>
<td>Low [SOME] High</td>
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Technical Approach Rationale

**Raises Expectation of Success:**

Q1  
- Roadmap example demonstrates an understanding of supporting/contemplating existing teams (pg. 1).
- Understanding of the breadth of SMEs needed on the team (cyber, industrial control systems, electrical grid, etc.)
- Working familiarity w/ XXXX crisis action workflows, processes and analysis supporting priority initiatives.

Q2  
- Actual experience developing analytic tools for XXXX’s cloud environment
- Understands the gaps and challenges that DHS Component and XXXX faced creating a shared analytic environment. (pg. 4).
- Experience deploying on high side, data with various handling caveats (pg. 4)

Q3  
- Familiarity with SSA and NIPP construct (pg. 6).

**Lowers Expectation of Success:**

- Stated metrics/timelines, accuracy, periodicity, adoption, etc.) were generic and also more related to strategy not data science (pg. 2).
- While the response spoke to outcomes, it did not address the data science process to attain those outcomes and was overly reliant on preceding familiarity (IC, CATCH) (pg. 2/3)
- Examples of data sets discussed to inform/impact XXXX were not compelling (USCG, FDA data sets). (pg. 3).
- Chart on pg. 2 is qualitative to the point of not being useful, not well received when the company negatively presents “other teams” when proposing for work that requires strong partnerships/relationships to succeed.

Q2  
- Only offered 4 examples, 2 within XXXX, indicates potentially limited experience in this area
- Limited experience discussed navigating the federal ATO process or the DHS ATO process
- No discussion of user centric design/human centered design.
- Cloud migration experience appears lacking.

Q3
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<th><strong>Other Observations (if any)</strong></th>
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- Examples provided were not robust or complex, not at the scale of the paradigm shift. (PPD-8, PPD-21, NISAC Forum, Strategy and planning ESC (pg. 5)
- The response did not indicate an understanding of the scope of the XXXX. It presented underwhelming evidence of how the contract would support the nature of the XXXX partnerships cross-sector initiatives and paradigm shifts. (pg. 5/6)