



Digital Transformation of Federal IT

People, Process, Culture, Technology

JOHN WEILER, CO-FOUNDER/EXEC DIRECTOR

RAVINDRA GARG, CHIEF OPERATING OFFICER

BOB DIX, SVP POLICY & STRATEGY

GARY WANG, FORMER NAVY CTO, OUSD(I) CIO, ARMY DCIO

SUMMER 2020

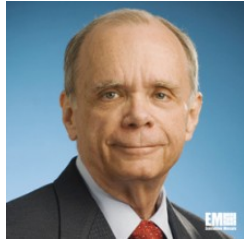


Who We Are...

Chartered in 2007, under direction of the House Oversight Committee, IT-AAC is an honest broker (Public Private Partnership, P3) of Commercial IT Innovations, Standards of Practice and Lessons learned being driven by Fortune500 and the \$4T Global IT market (Federal IT is less than 2%).



IT-AAC Board of Advisors & Leadership...



Honorable Duane Andrews
Former DOD CIO/ASD C4I



Honorable John G. Grimes
Former DOD CIO



Tony Scott
Former Federal CIO



Dr. Marv Langston
Former Navy/DoD CIO



Honorable Dov Zakheim
Former USD (Comptroller)



Kevin Green VADM (ret)
Vice Chair, IT-AAC
Former Deputy CNO



Steve Cooper,
Former CIO; DHS, FAA,
Commerce



Ken Deutsch, RADM, USN (ret)
Former EVP CSRS Defense
Group



John Weiler,
Co-Founder/Exec Director,
IT-AAC



Ravindra Garg
COO, IT-AAC
Former Oracle CTO



Bob Dix
SVP Policy & Strategy, IT-AAC
Former House Oversight Sub-
Committee Staff Director



Gary Wang
Advisor, IT-AAC
Former Navy CTO, OUSD (I)
CIO, Army DCIO



Our Capabilities...

IT-AAC offers decision makers a *Trusted Advisory* dedicated to ushering in real world expertise, Innovations, and IT management methods needed to accelerate and assure CMMC & Digital Transformation at the speed of need. Key enablers include -

- **Just-In-Time IT Expertise** critical to improving workforce competencies and skills. This model has been promoted by OMB and Congress.
- **Rapid Tech Assessment**, built on NIAP and AF Solution Assessment Process (ASAP).
- **Agile Acquisition Methods**, Design Patterns, and Digital frameworks with quantitative analysis and based on evidence. Our DOD/FFRDC approved approach is derived from commercial best practices and adapted to meet FITARA, IT MGT Act and White House policy directives.
- **SOA/Cloud Standards of Practice** - Service Level Management, Risk Assessment Tools, Governance Models developed by SDO partners and enhanced by Global 500 companies.
- **Innovation Research Coop** - a virtual innovation lab composed of Universities, Standards Bodies, Communities of Practice, Innovators and SMEs that are not vested in the status quo, reaching deep into a \$4Trillion global IT market.



What We Do...

Partnered with 23 NGO/SDOs, we provide Agency CxOs with direct access to our invaluable and already proven knowledge base, a *key transformational resource for guiding digital transformations & cyber resilience across the Federal systems landscape.*

Leveraging our virtual Innovation Lab comprising of hundreds of independent labs, NGO/SDOs, and over 108,000 high tech organizations representing Aerospace, Finance, Telcom, Silicon Valley, Health IT, and Manufacturing, Our Public Private Partnership (P3) affiliates share deep insights from their respective IT communities of practice and *repurpose advanced IT Acquisition and Management frameworks* already proven effective.

IT-AAC provides agencies with a *Suite of low cost, high impact, and FFP Transformation Roadmaps from our GSA schedule*, targeting both legacy IT & management processes and/or legacy IT systems.

Honest Broker for the Digital Ecosystem...

ISV-High Tech

Emerging Technology
 Secure Cloud
 Large Data
 SOA/Web Services
 Mobility/Virtual Client
 Server/Network Virtual.
 Legacy Mod Tools
 Cross Domain
 Link Analysis/ISR
 SQL/NoSQL
 Open Source

Solution/Service Providers

Solution Profiles + SLAs
 Shared Infrastructure
 ISR/C2
 IaaS/PaaS
 Mobility/Thin Client/SBC
 Portfolio Mgt/KM
 Digital Library/FOIA



Mission Users

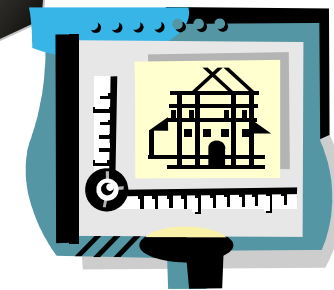
Influences:
 Capability Gaps
 Infrastructure Needs
 Business Drivers
 External Influences
 Policy Directives
 Strategic Plans
 Legacy Integration
 As-is EA

Drivers

Standards (SDOs)

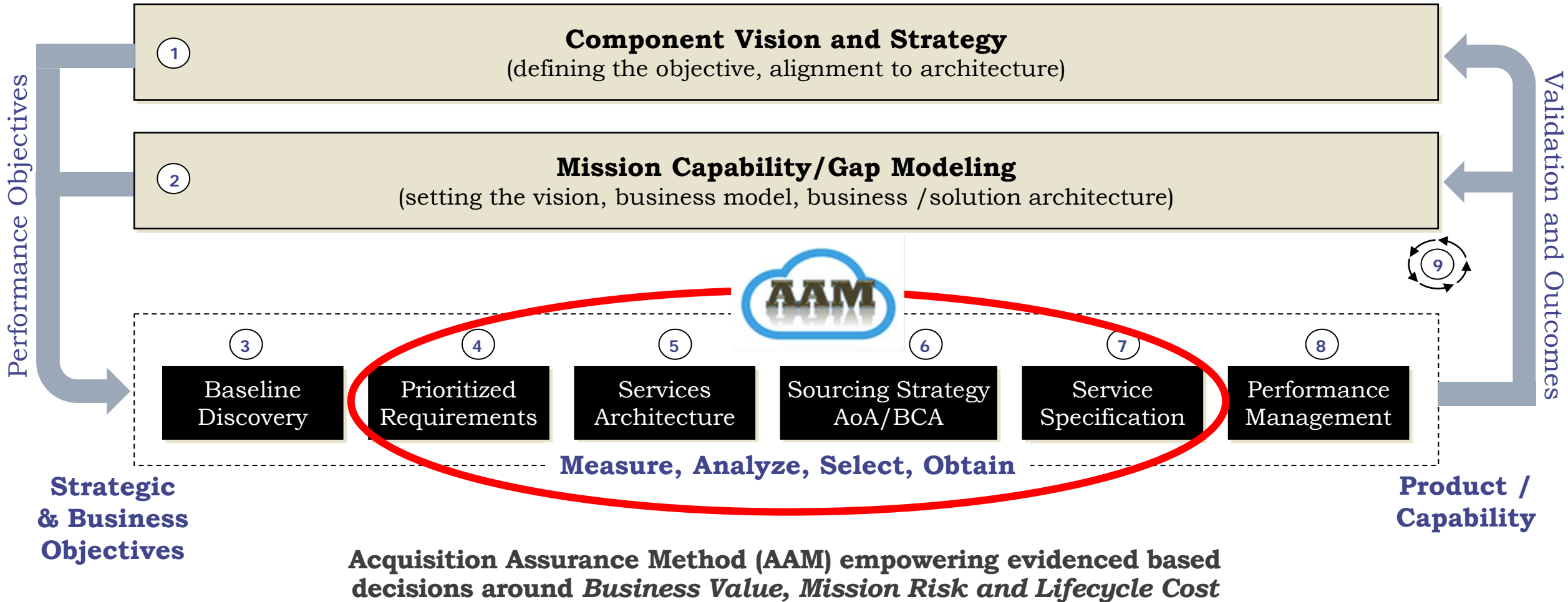
NIST FedRAMP
 Cloud Security
 SLA Management
 ITIL v3
 SW Assurance
 Large Data Management
 SW Defined Networks
 IEEE 1471/MDA/SOA
 Acquisition Assurance
 ISC2/ISSA Certs
 Mobile/BYOD

Predictable Outcomes

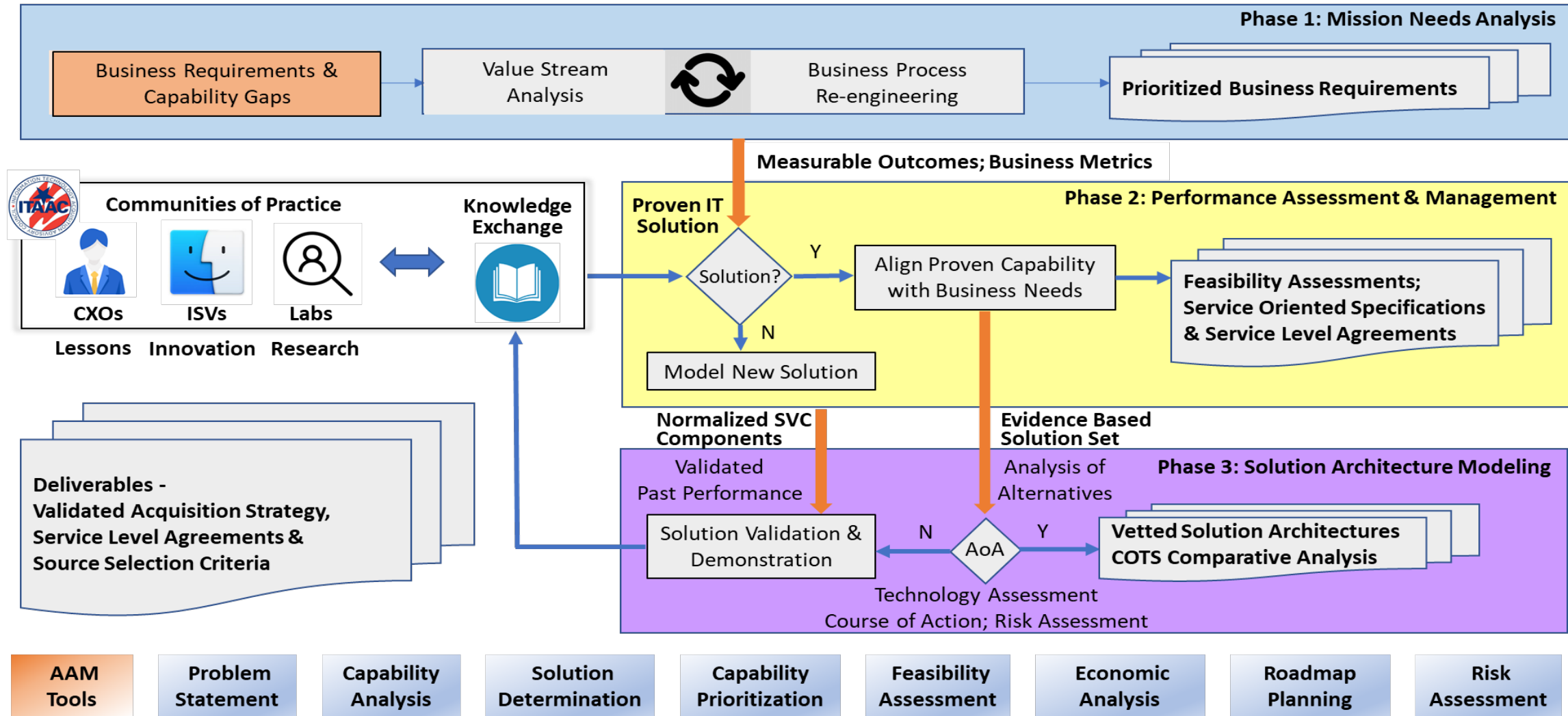


Acquisition Ready Blue Prints & Performance Metrics (SLAs)

Agile Acquisition for Digital Transformation...

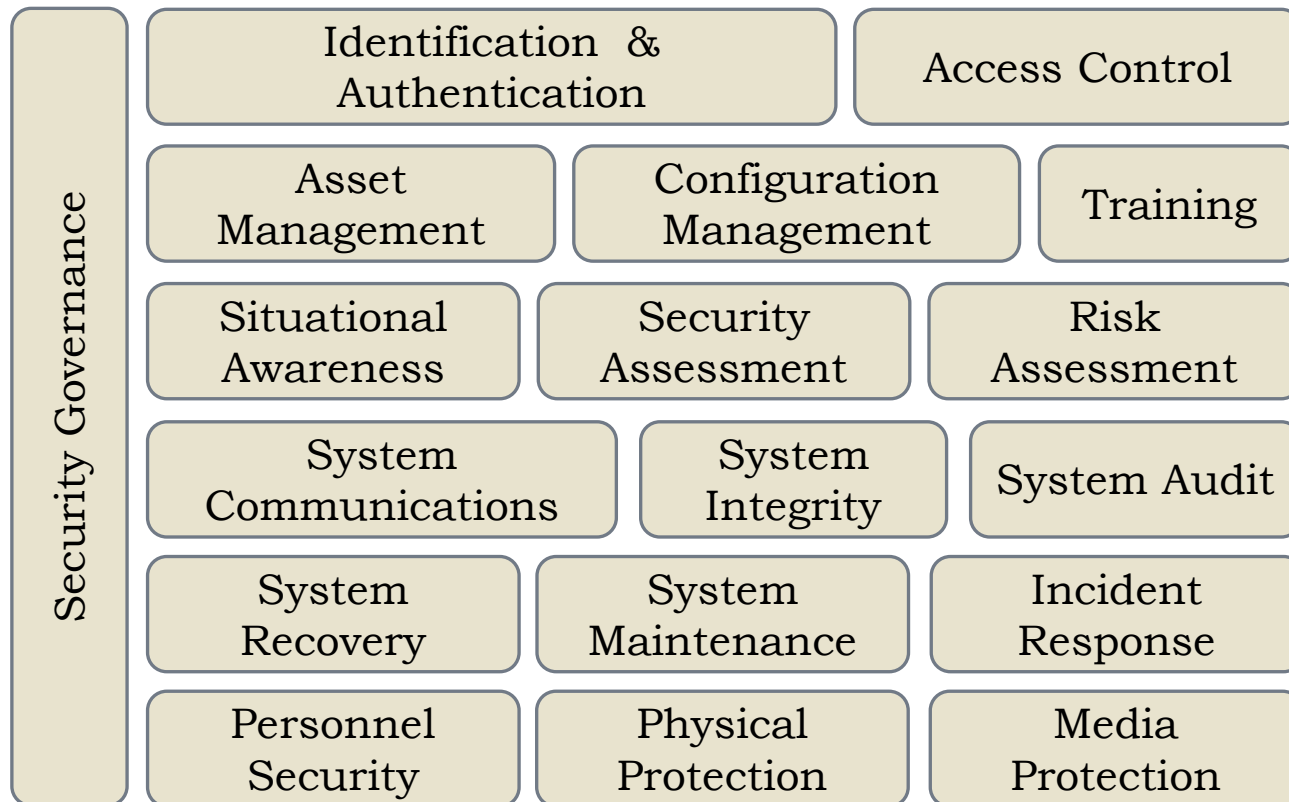


Acquisition Assurance Method...

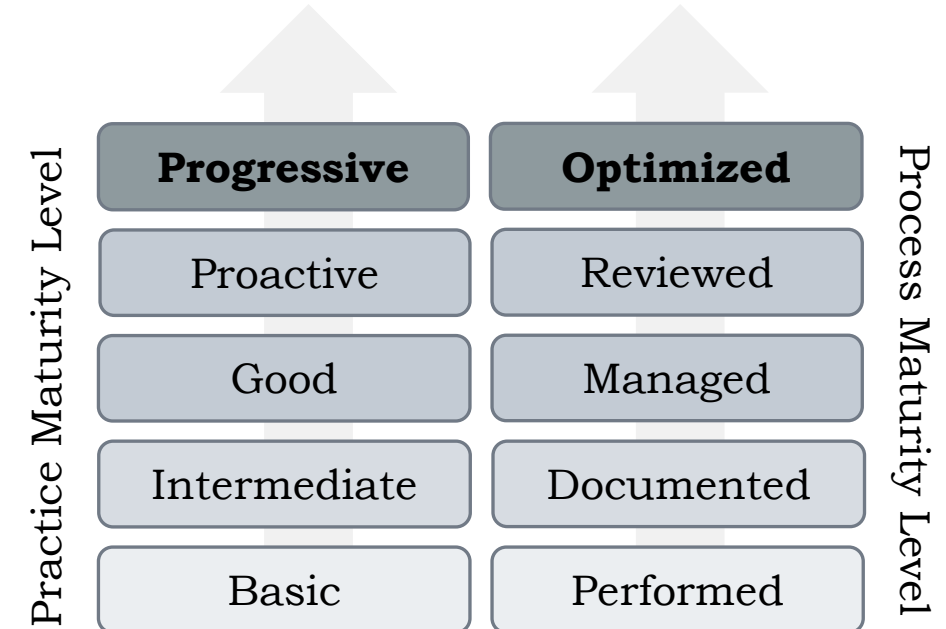


Cyber Security Advisory...

Security Domains



Capabilities Assessment for Practice and Process Maturity



Trusted Advisor for Sustainable IT Reforms...

The collage features the following documents:

- Interoperability Clearinghouse NRO Infrastructure Service Provider (NISP) Gap Analysis Study**: Published by the IT Acquisition Advisory Council.
- DHS Agile IT Acquisition Implementation Road Map 2016**: Published by the Interoperability Clearinghouse, ANSER, and ITAAC on February 24, 2016.
- Agile Acquisition Process Guide Clinger-Cohen Act Roles, Responsibilities and Procedures**: Version 2.0, published by the Business Transformation Agency, Department of Defense on January 26, 2009.
- DBSAE (Defense Business Systems Acquisition Executive)**: A process that is Repeatable, Measureable, and Executable. Version 4.0, February 12, 2010, published by the Business Transformation Agency.
- Cloud Computing Assessment Capability Assurance and Alignment Process CAAP**: Final Copy, Dated October 24, 2011, published by the Defense Information Systems Agency, Department of Defense.
- Practical Guide to Cloud Service Agreements**: Version 2.0, External Draft, published by the Cloud Standards Customer Council on March 9, 2015.
- A Roadmap for Sustainable IT Acquisition Reform**: A Transformational Guide for the 48th President and our IT Leadership. Draft Congressional Summary, Volume 1, published by the ITAAC.

IT-AAC Digital Capability Broker...

Commercial IT Best Practices



Cyber Wellness Metrics and Incentives

- ✓ Measure what matters; risk, cost, outcomes.
- ✓ You can only manage what you measure, build controls into contracts that measure risk/value/cost of all delivered and managed systems
- ✓ Establish Secure Solution Architecture Assessment Framework



Transform IT/Cyber Workforce, Policy & Culture

- ✓ Adopt Agile Acquisition processes that enable continuous measurements of risk/value/cost
- ✓ Clarify stake holder roles that enable Mission Focused, Evidenced Based, Data Driven decisions
- ✓ Reward decision making, risk taking and outcome based approaches
- ✓ Incentives Suppliers to embrace Cyber/IT standards driven by Fortune5000



Service Level and Risk Management

- ✓ SLAs that treat software enhancements and maintenance as a service; track levels, penalties, credits
- ✓ Align SLAs with Mission Outcomes and Incentives
- ✓ Cloud, SDN, PaaS, Cyber are performance driven
- ✓ Cyber Resilience must be architecturally driven



Agile, Risk Based Decision Analytics

- ✓ Start with Capability Based, Mission focused outcomes (Sec809/804)
- ✓ Align requirements with commercial standards and market capabilities (MOSA)
- ✓ Remove “make bias”, leverage 80% COTS solution that are service oriented and open
- ✓ Buy proven, measurable outcome based on evidenced based research

Honest Broker and Change Agent...

In partnership with our Standards and NGO partners, IT-AAC is THE authoritative source for emerging Digital Transformation enablers.

- Agile Acquisition Method (AAM), now part of FITARA, NDAA Sec804 and PMA.
- Technology Business Management (TBM) Framework, mandated in EO13800 and PMA - Replaces Old style CPIC processes.
- Data Management/Quality Methods/Strategies - Enhance Security & Eliminate Stove Pipes and Bad Data.
- Agile Development Methods & COTS/Tech Assessment Framework (Formally endorsed by multiple agencies, standards bodies and FFRDCs.)
- Reusable Dashboards, Metrics, and Decision Analytics for enhanced governance.



IT-AAC Communities of Interest...

Represents Fortune500, Silicon Valley and Drivers of the \$4T Global IT Market

IT-AAC Partners	Agile Methods	IT/Cloud Standards	Innovation Access	IT Risk Mgmt	Industry Best Practices	Pilots & Contracts	IT Policy & Governance	#Companies (SMEs)
Aerospace Industry Association (AIA)			√		√		√	325+
Open Network Foundation (ONF)					√		√	150+
Cloud Security Alliance (CSA)		√	√		√	√		48,000
Cloud Standards Customer Council (CSCC)	√	√			√		√	750+
Interoperability Clearinghouse (ICH)	√		√	√	√			360
International Info Systems Security Certification Consortium (ISC2)		√			√			80,000+
Info Systems & Security Group (ISSA)		√			√		√	10,000+
Object Mgmt Group Industrial Internet Consortia	√	√	√	√	√		√	800+ 250+
AFCEA Ft. Belvoir Chapter			√	√	√	√	√	1,600+
IDC/IDG					√		√	1,100
Consortium for IT SW Quality (CISQ)			√	√	√	√		600+
Telecommunication Industry Association (TIA)		√	√		√		√	290+
Financial Services Roundtable (FS Round + FSTC)	√		√	√	√	√	√	100+

SAIL...defining the realm of the possible...



Solution Architecture Innovation Lab

An OT virtual “innovation lab” that leverages IT ecosystem *Innovations, Best Practices and Standards* from the \$4T Global IT market (of which Fed IT is less than 2%). We are leveraging the tens of billions spend by Fortune500 on testing and valuation of commercial IT

Office of the Secretary of Defense, CIO *“Since the value of the ICH to our programs increases rapidly through results sharing, we encourage the defense community and IT industry to participate directly in the public service initiative in terms of sponsorship and lessons learned”*



How IT-AAC compares with other Advisories..

Partner Type	FFRDC	User Groups, Communities of Practice	Standards development Orgs, Trade Associations	IT-AAC Public Private Partnership	Consultants, IV&V, A&AS Firms	Innovators, Tech Mfg, Open Source	System Integrators
Federal IT Lifecycle							
Requirement, Gap Analysis, Innovation Research	Lacks access to commercial innovations or best practices	OMB Lines of Business offers Critical Role	SDOs = Primary driver for open systems. Conflict free structures	Provide Conflict free structure and economies of scale	Limited access to industry lessons learned.	Great source for customer use cases, lessons learned.	FAR OCI Rules limit participation
Open Architecture Planning	Only when no other company can support	Agency CXO provides critical guidance	Provide standards of practice, not support	Principle source of expertise. Organic access to standards	Primary source of expertise, but requires access to Standards	FAR OCI rules limit participation	FAR OCI rules prohibit direct support
PMO & IV&V Support	Only when no other company can support	Not inherently Governmental	Access to standards of practice of suppliers	Optimized for this area	Key role	FAR OCI rules prohibit participation	FAR OCI rules prohibit participation
Solution Engineering	Forbidden if available from other sources	Not inherently Governmental	Access to potential suppliers already in market	Support role, provide process standards, lessons learned	Support role	Provide developmental	Primary partnership area
Solution Development & Integration	Forbidden, may not develop material solutions	Not inherently Governmental	Potential OCI, objectivity	IT-AAC does not develop, sell, or integrate any IT	Internal IV&V for Prime contract reduces risk.	Provider of key technologies	Primary partnership area



IT-AAC is a Force Multiplier...

IT-AAC, specifically fills a huge knowledge and expertise gap of Public Sector IT that cannot be filled by organizations dedicated to the public sector (FFRDC, DIB Contractors, Beltway Bandits).

We don't sell magic quadrants, or buy/sell any technology. With deeper experiences/lessons learned of Fortune500 and Silicon Valley, IT-AAC is a true honest broker, free of rice bowls or conflicted interests working in the Public interest.

100% of our Recommendations and Transformation Roadmaps are based on Evidence Based Research coming from early adopters, testers and large implementations.

Our Suite of FFP IT Modernization and Transformation Packages within the Simplified Acquisition Method on our GSA Schedule is available at a fraction of the cost/time than any other source.

Engaging a Non-Profit Research Institute

IT-AAC was THE primary industry advocate of FITARA and a Significant Contributor to IT MGT Act, Cloud First Policy, Cloud Smart Policy, DOD Cloud Strategy, and EO13800. Below are a variety of engagement options...

- Membership Services include Studies, Hill Activity, Workshop discounts etc.
- Workshops, Summits & Webinars
- Specific engineering tasks through Interop. Clearinghouse (ICH), consortia management firm for IT-AAC, leveraging its Small Business, GSA Schedule 70, use the Simplified Acquisition Method (up to \$7.5m per newish NDAA Guidance for Agile Acquisition Improvements).
- Directed sub on any existing contract, authorizing them to use ICH's Schedule 70.
- IT-AAC is delighted to join Other Transaction Authority (OTA) contract.
- FAR 6-302 - Other than full and open competition; Unique and salient capabilities not available from any other source; Essential Services from a non-profit research institute, FFRDC or UARC.



Assuring Outcomes; Our References...

<p>Navy: Assessment of AFLOAT Program – CANES SOA & Security Strategy Contact Value: \$350k Eliminated hi-risk Requirements by 23%, \$100Ms in potential savings</p>	<p>USAF: Streamlined COTS Acquisition Process. Applied to Server Virtualization. Contract Value: \$500k Established optimal arch with ROI of 450% & \$458 million savings</p>	<p>AFISRA: Applied AAM to conduct ISR Portfolio Risk Assessment (PRA) Contract Value: \$500K Guiding reorganization and restructure of ISR Portfolio</p>
<p>DISA CAE: DISN GSM-O Re-compete Restructured performance metrics, acquisition strategy and SLAs to enable 30% savings on existing DISN Mgt. Greatly Exceeded Forecasted Saving in both analysis and acquisition</p>	<p>GSA CFO: Financial Mgt. System consolidation using AAM. Contract Value: \$500k Moved GSA FMS from OMB “red” to “green”. Eliminated duplicative investments that saved \$200M</p>	<p>BTA DBSAE: Transformed DOD’s Requirements and Agile process, with 2 successful pilots Contract Value: \$800k \$300 million in potential savings with minimal investment</p>
<p>Discovery Channel: Apply AAM to complete AoA and BCA for Enterprise Web Services/Tactical Cloud Contract Value: \$330k Provided actionable roadmap for world wide multi-media web services</p>	<p>GPO: Developed Acquisition Strategy for Future Digital System FDSys Contract Value: \$150k Led to successful acquisition and implementation on time, on budget and 80% cheaper than NARA RMS</p>	<p>DHS CIO: Agile Acquisition Roadmap Applying AAM to comply with NDAA/FITARA IT Reform Directives Partnered with DHS FFRDC to shift DHS away from failed weapon systems approach to IT acquisition</p>

Office of the Secretary of Defense, DCIO (2001) *“Since the value of the ICH to our programs increases rapidly through results sharing, we encourage the defense community and IT industry to participate directly in the public service initiative in terms of sponsorship and lessons learned”*



Assuring Outcomes; Our References...

<p>USMC: Solution Architecture, AoA and BBA for Cross Domain, Thin Client Contract Value: \$300k Greatly Exceeded Forecasted Saving in both analysis and acquisition</p>		<p>USAF: Full application of AAM Modules For eFOIA (KM) Contract Value: \$150K Completed AoA, BCA, AQ Selection in just 4 months.</p>
<p>BTA: Apply AAM to complete AoA and BCA for DoD SOA Project Contract Value: \$250k Reduced pre-acquisition cycle time and cost of Analysis by 80% (4 months vs 18)</p>		<p>JFCOM: MNIS Evaluation of Alternatives for Cross Domain Solutions Contract Value: \$350k Evaluated 100's of Options in 90 days, enabling stake holder buy in and source selection.</p>

“We believe it is necessary to develop a comprehensive set of metrics to give transparency to program execution, avoid subjective judgment, and avoid wasting time in both executing commands and in oversight offices. This is consistent with the fundamental recommendations of the Packard Commission and Secretary Robert Gates’s initiative to eliminate inefficiency and waste.”
PARCA-RAND Root Cause Analysis of Nunn-McCurdy Breaches

Accelerating Digital Transformation
People, Process, Technology

- JOHN WEILER