

**2013**  
**Federal Mobile**  
**Collaborative**  
**Sessions**

July 8<sup>th</sup>

# **Acquisition Challenges for Acquiring Mobility**

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# Barriers in Acquisition in Mobility and other Service based models



Greater consistency with requirements & policies



Process

Slowness of Process



CONTRACT

Lack of SME

Channel(s)



Finance

Acquisition is Broken - Sequestration!



Policy

BYOD



UNREASONABLE REQUIREMENTS

Security Requirements Too long & costly

Right Security for Right Level of Risk

Less by Gov around Lessons learned

Outdated policies



BUDGET UNCERTAINTY

Inconsistent Proc. across Agencies  
DoD 34 mos. vs Civil 6 mos



Solution/Platform focus not a

It is not a desktop

Ecosystem

Title:

Lose Out Innovation

Stop Science Projects  
MVP

Acquisition  
Challenges for  
Acquiring Mobility

Technical

Mobile Math

Understanding Monetization  
Function/Market for Apps

[Yellow sticky note]

Politics

Inter-Agency  
Trust  
USAF

Mobility crosses  
domain boundaries

Location:

Title:

# Business Models

Repeatable

Predictable

Segment Size

No Surprises

No Line Item Budget

Federal Budget Process

REQUIREMENTS OVERKILL

Requirements meet 1st one binary - buy 2nd

Wast GOTS, but pay for COTS

Additional unintended Costs - It comes back

CLASS. VS UNCLASS. PROCESS/REQ'S

Acquisition Challenges for Acquiring Mobility

Potential Changes in equipment subsidy

80/20 rule

We live in a 3-device world

Central Planning vs Market Driven

Human Nature

Ring of Fire / Circle of Hell for device dev. cycle

CIV/ODD Process share/reconcile

