

Acquisition Process Map

Walk the buying cycle stage by stage with government and industry at the same table. Sticky notes go straight on the map. The goal is not consensus, it is an honest picture of where the process actually costs everyone time.



STAGE	NEED IDENTIFIED	MARKET RESEARCH	REQUIREMENTS AND SOW	SOLICITATION RELEASED	INDUSTRY RESPONDS	EVALUATION AND REVIEW	AWARD AND KICKOFF	MANAGE AND MEASURE
WHAT WORKS TODAY Keep it. Name the parts of this stage that already serve the mission.								
WHERE IT BREAKS Delay, rework, confusion, cost. Be specific about the stage it happens in.								
FIX IT HERE One concrete change, and who would have to make it.								