



Solution
Acquisition
Planning



Federal Student Aid

Solution Acquisition Planning Awareness Presentation



- **Solution Acquisition in the Solution Life Cycle (SLC)**
- **SA-CMM in the SLC**
- **Solution Acquisition Planning (SAP) Analogy**
- **SAP Definition**
- **Benefits of SAP**
- **SAP Objectives**
- **SAP in the SLC**
- **SAP Tools**
- **Review and Summary**

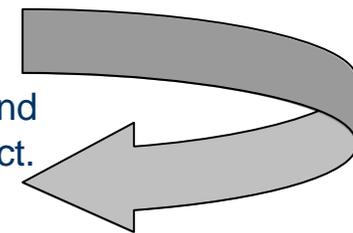


The SLC is a framework to guide a successful solution acquisition from business case to deployment and support. The outline for the SLC is illustrated below.

This framework provides FSA with repeatable processes that allow project management to cut down on time, effort, and unnecessary steps by providing an outline to follow throughout the project.

Planning/ Managing	Acquisition Planning and Managing				
	Vision	Definition	Construction	Deployment	Support & Retirement
Phases	Problem Assessment	System Requirements	Detailed Design	Deployed Solution	Production Services
	Solution Recommendation	Preliminary Design	Accepted Solution		
Results					

The Solution Acquisition Plan manages the processes used and deliverables produced throughout the life of the project.





Vision

Definition

Construction

Deployment

Support &
Retirement



We begin with a Vision.

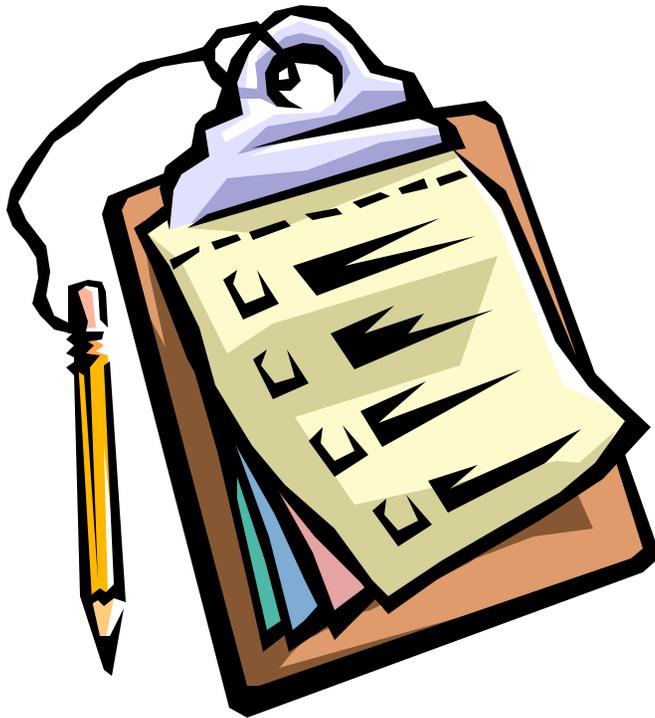
A business need has been identified that requires an assessment and solution recommendation.

A member of the FSA Management team is identified to oversee the Vision Phase processes and manage the solution effort from Vision to Support & Retirement.

This FSA employee is the Executive Sponsor of the project.



The Software Acquisition Maturity Model (SA-CMM) is a Capability Maturity Model for organizational improvement.



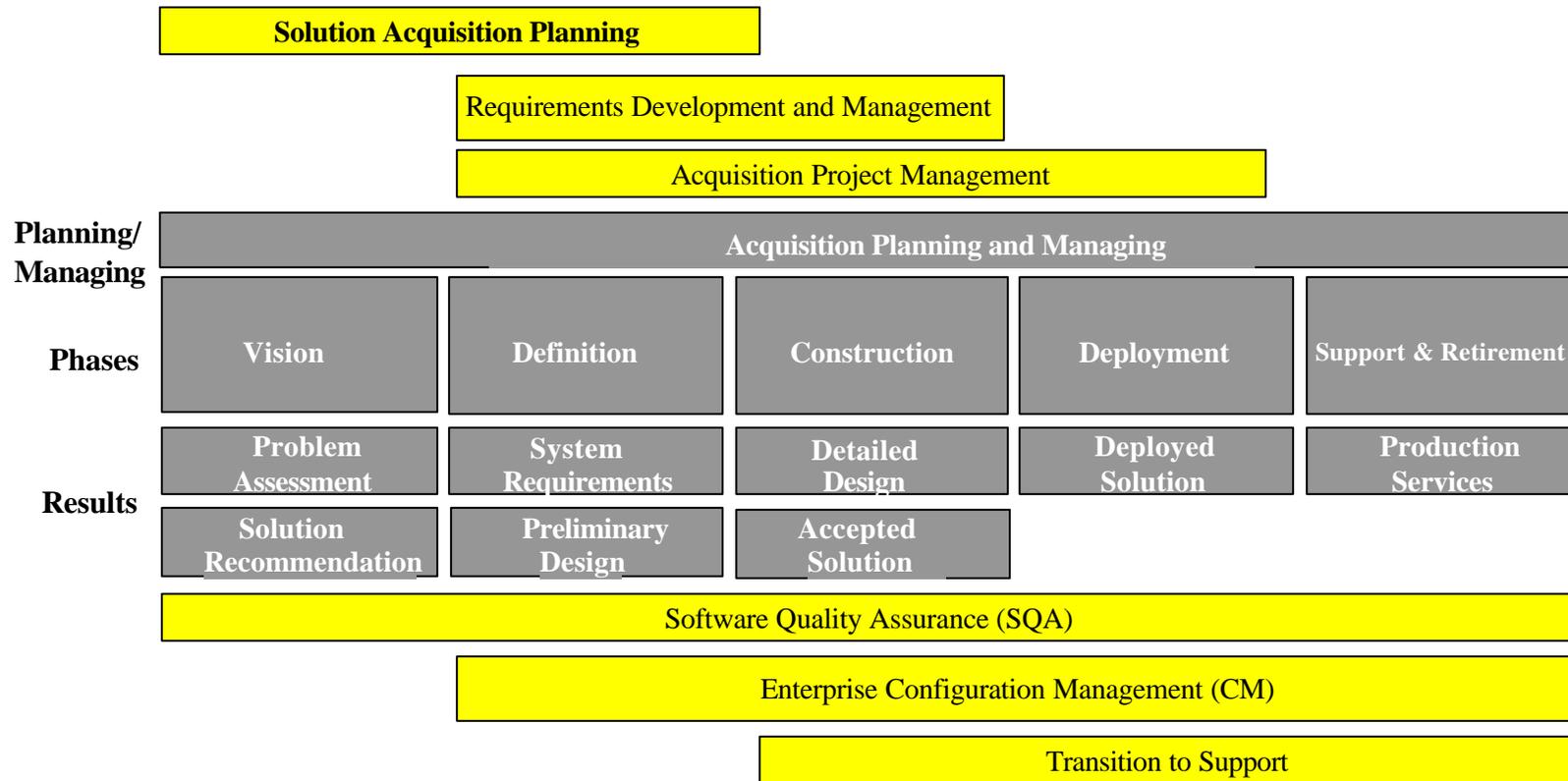
The SLC is further enhanced by the SA-CMM.

SA-CMM identifies Key Process Area (KPAs) that organizations should focus their efforts on to ensure their systems acquisitions projects are run efficiently.

These KPAs align with different phases of the SLC. Defining and developing repeatable processes and procedures within each KPA will help FSA increase the efficiency of the SLC.



For the FY01 release of the SLC, FSA is focused its effort on six Key Process Areas (KPA) from the SA-CMM.



This presentation will focus on the **Solution Acquisition Planning KPA** and how it fits into the SLC.



What is SAP?

SAP is similar to hiring an architect to build your home.....



You would never let an architect begin building without approving a detailed plan that stated:

- Who would do the work.
- How long the work would take.
- How much the work would cost.
- Etc



Solution Acquisition Planning (SAP) is to plan, account, manage and measure a solution acquisition life cycle cost to improve solution acquisition estimation capability and provide repeatable processes.

SAP Involves:

- Estimating Acquisition Time
- Estimating Acquisition Costs
- Recording Actual Time
- Recording Actual Cost





SAP provides information that allows for better solution acquisition planning, enabling more projects to come in on-time and within budget.

SAP provides streamlined, predictable, repeatable, measurable processes that help FSA meet Performance Objectives:

- Increased Customer Satisfaction
- Increased Employee Satisfaction
- Reduce Unit Costs

Results:

- Using the appropriate processes means higher quality work (Increased Employee and Customer Satisfaction)
- Repeatable processes means lower cost (Lower Unit Costs)

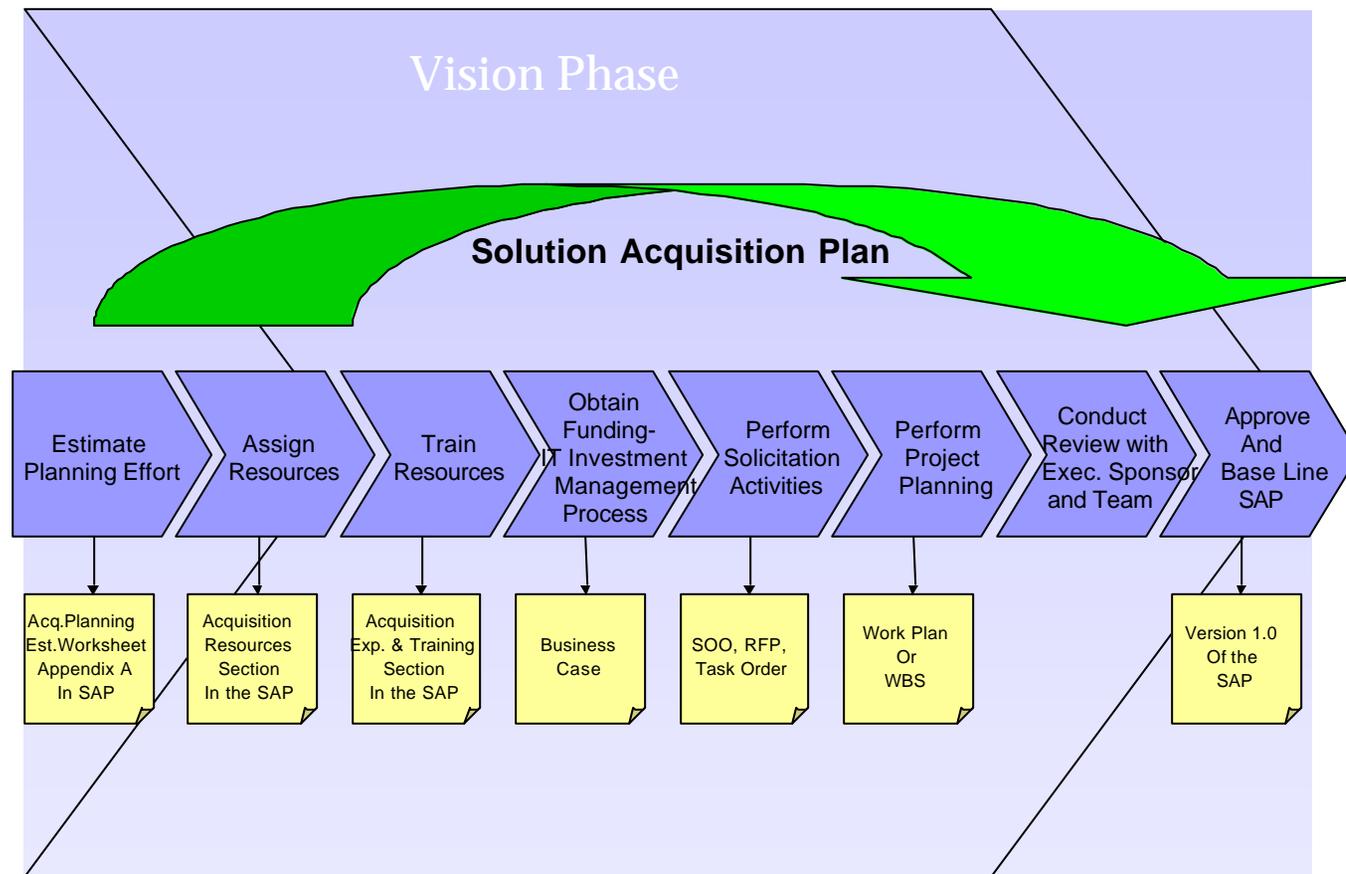


As described in the Vision phase of the SLC, SAP begins when it is determined that systems will be acquired.

- A well developed Acquisition Strategy is documented
 - Templates and defined procedures have been developed for use.
 - All work product templates have been approved by executives and will facilitate the process.
- A reasonable, documented planning effort takes place
 - Executive are aware of what your project will deliver.
 - Executives are aware of what your project will not deliver.
 - Expectations are managed.
- Plan, account manage, and measure Acquisition costs and support
 - A firm foundation is established to build your work breakdown structure.
- Clearly define FSA personnel responsibilities
- Quality process = Quality product

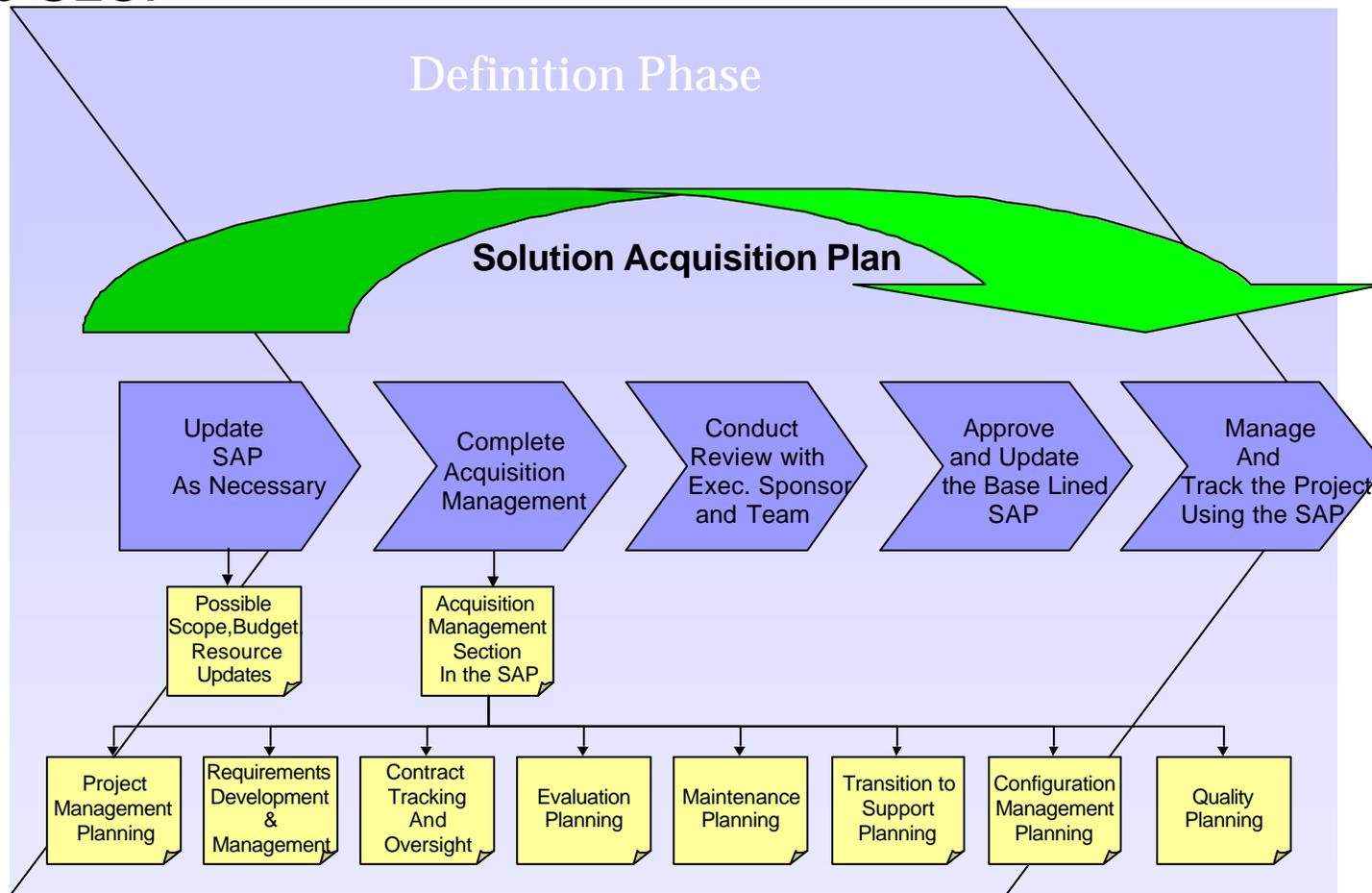


The Solution Life Cycle provides the processes and procedures for Solution Acquisition. SAP begins during the Vision phase of the SLC.





SAP planning activities are continued during the Definition Phase of the SLC.





- SAP High Level Process Flow
- SAP Template
- SAP Process Guide
- Acquisition Planning Estimating Worksheet
- Acquisition Planning Estimating Procedures
- Planning Policy





SAP Knowledge

- SLC and SA-CMM
- SAP Definition
- SAP in the SLC
- Benefits of SAP

- Questions?

