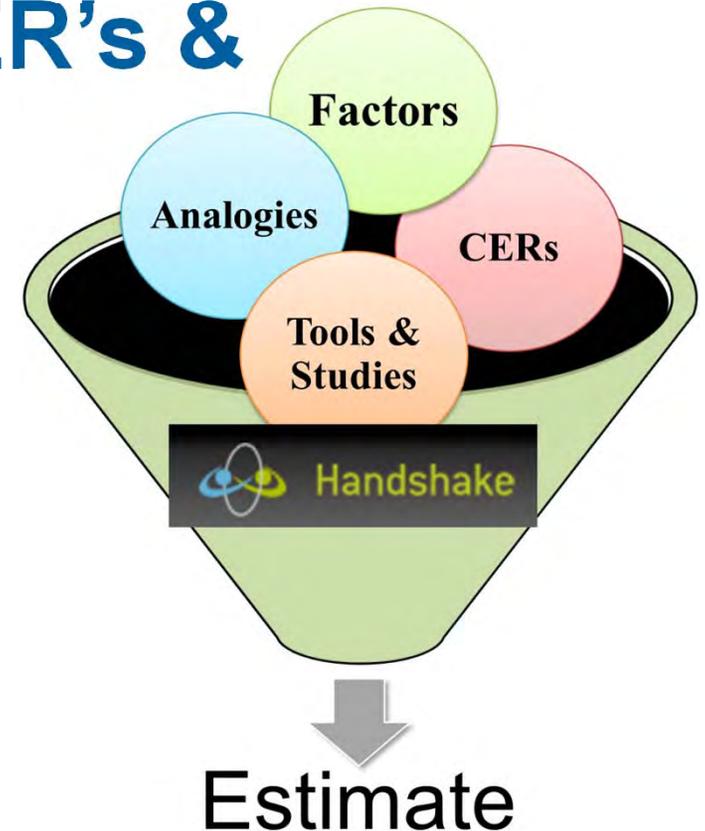


Getting (and Sharing!) the FACTS: Factors, Analogies, CER's & Tools/Studies

Presented to the International Cost
Estimating and Analysis Association, DC
Chapter

July 2013

Ruth Dorr and Daniel Harper

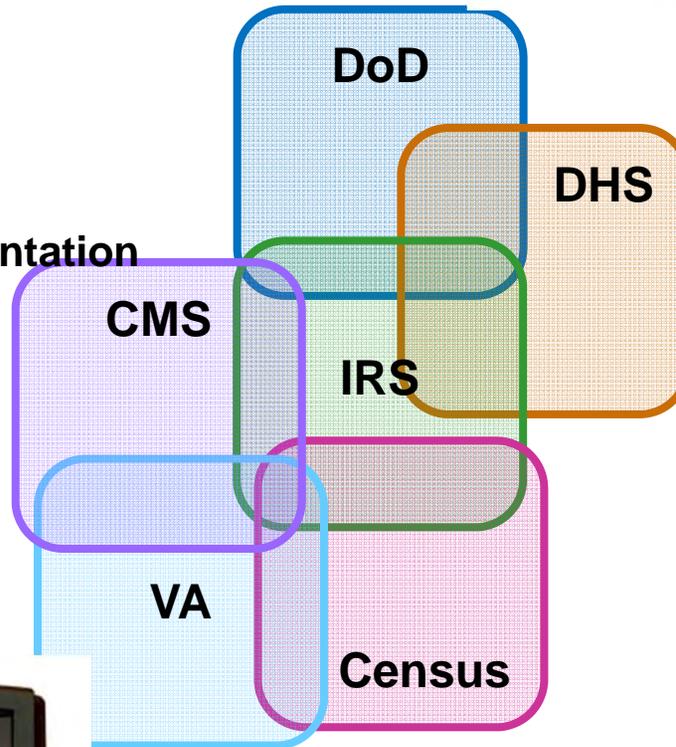


Many Government Agencies have Similar Elements in Cost Estimates

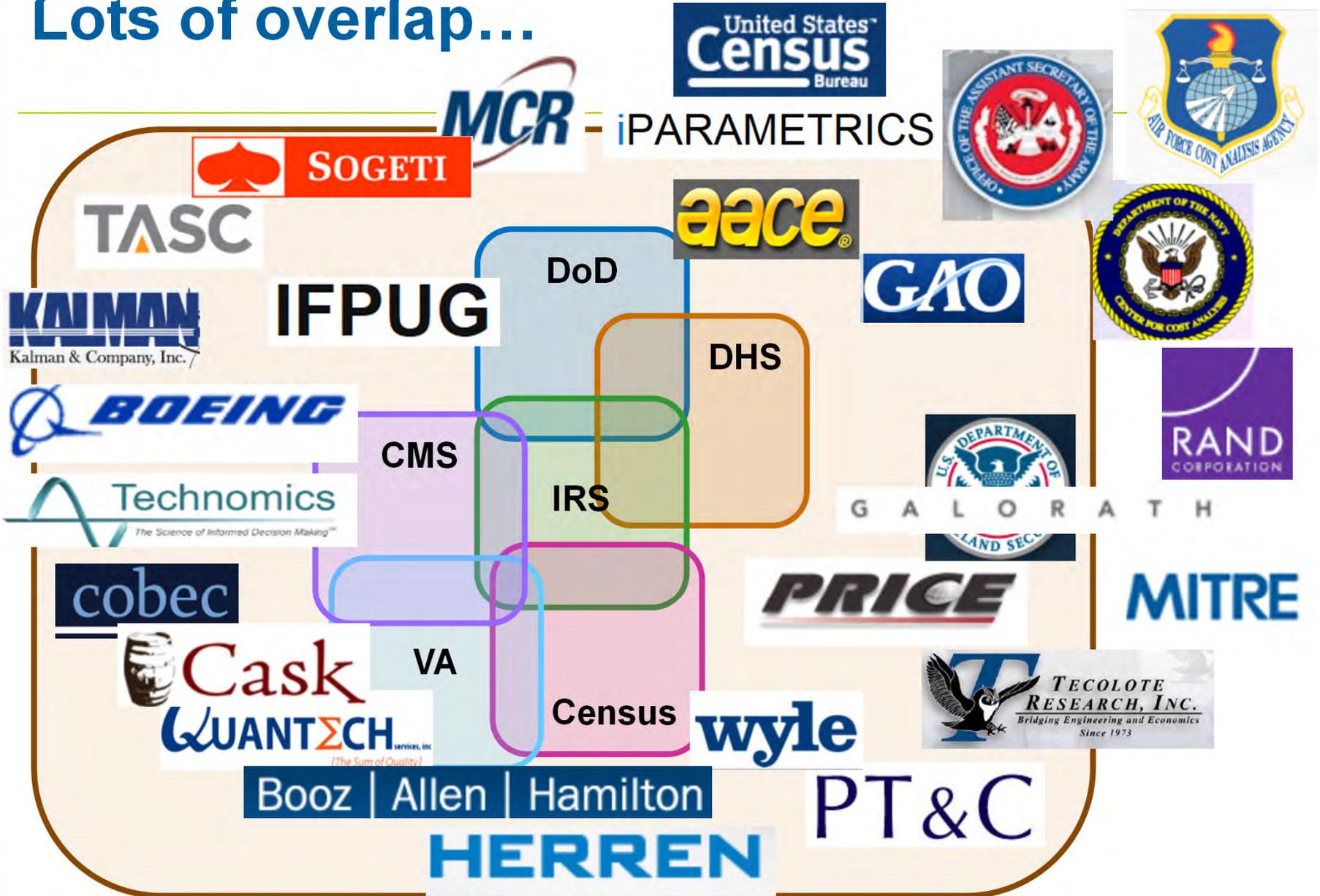
- Software Dev and licenses/ IT Hardware/
- Help Desk Support
- Facilities
- Cloud Computing
- Biometrics
- PIV/CAC Card Implementation



SPARC SERVERS



Lots of overlap...





The Case for Change in 3 Acts



Act 1: The Wisdom of Crowds



Metcalfe's Law

- Metcalfe's law states that the value of a network is proportional to the square of the number of connected users of the system

N²

**Obligatory ICCEA
Formula Slide**



Crowdsourcing*

- The crowdsourcing model [taps] the collective knowledge of the community to harness the crowd to directly produce goods and services.
- [...] the crowdsourcing model *actively involves the community in the process of online production activity.* [emp. mine]



*"Rules of Crowdsourcing: Models, Issues, and Systems of Control," Author: Gregory D. Saxton, Onook Oh, Rajiv Kishore, Source:

Information Systems Management 2011

Act 2: Open Government and Open Source



The Open Government Initiative and the Open Source Movement

- In 2009 President Obama's signed the Memorandum on Transparency and Open Government
 - Government should be transparent, participatory, Government should be collaborative
- Open Source:
 - “Open source refers to a program in which the source code is available to the general public for use and/or modification from its original design.”
 - “Open source code is typically created as a collaborative effort in which programmers improve upon the code and share the changes within the community. “ -*Wikipedia*



Act 3: Social Networking vs. Traditional Knowledge Management



1995 vs 2013 Technology

- E-mail lists: so 1995



- Social Networking and KM tools: so 2013!!!



The Handshake Solution



- Click [here](#) for a four-minute handshake primer (accessible to non-MITRE Partners)



[Home](#) > [Our Work](#) > [Information Technology](#) > [Social Software and Collaboration](#) >

Social Software and Collaboration

The federal government, more than ever, is embracing the concept of connection—government to constituents, agency to agency, civilian to military, and everything in between. This represents a culture shift that takes time, improved technology, and a willingness on the part of people to lower barriers to change. One of MITRE's crucial roles involves helping our sponsors use the power of improved communication and connection for improved outcomes. Researchers throughout the company are working to develop breakthrough technology, processes, and methods for enhancing connection.

Say "Hello" to "Handshake"



In many cases we use our own internal corporate network as a test bed for social software tools—examining how they are built, what features are most likely to be adopted, and what design, interface, or functionality elements have the largest

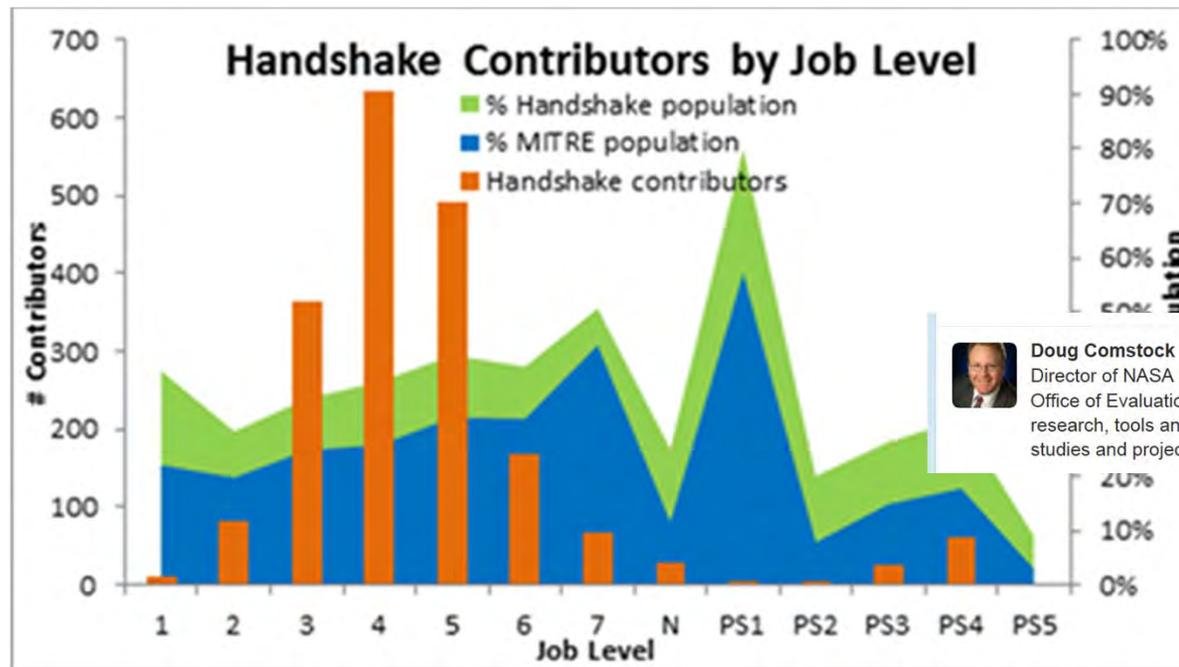
Enterprise Social Networking vs. Traditional KM

- Much simpler, 90% of functionality, minimal training
- Bottoms up, employing wisdom-of-crowds vs. top-down “single moderator” approach
- No license required-just a web browser
- “SharePoint lite” allowing for collaboration and file sharing *without the need for a SharePoint administrator!*
 - Ease of use: If you can upload or find a video on YouTube, you can use Handshake
- Provide feedback on artifacts via comment or simply “Like” it
- Limited networks to draw from: Many companies have fairly small cost groups of 40 or so estimators



Enterprise Social Networking: not just for “Gen Y”

- **Social networking is not only for the “under 40” set**
 - At MITRE, most handshake contributors (approximately 70%) are more senior (mid-level manager to principal)
 - Even on Facebook, nearly half of the user population is over 45.



Doug Comstock @Doug_Comstock

Director of NASA HQ Cost Analysis Division in Office of Evaluation. Cost estimating policy, research, tools and expert consulting to NASA studies and projects.



Following

*All Facebook: The Unofficial Facebook Blog http://allfacebook.com/facebook-demographics-pingdom_b97982

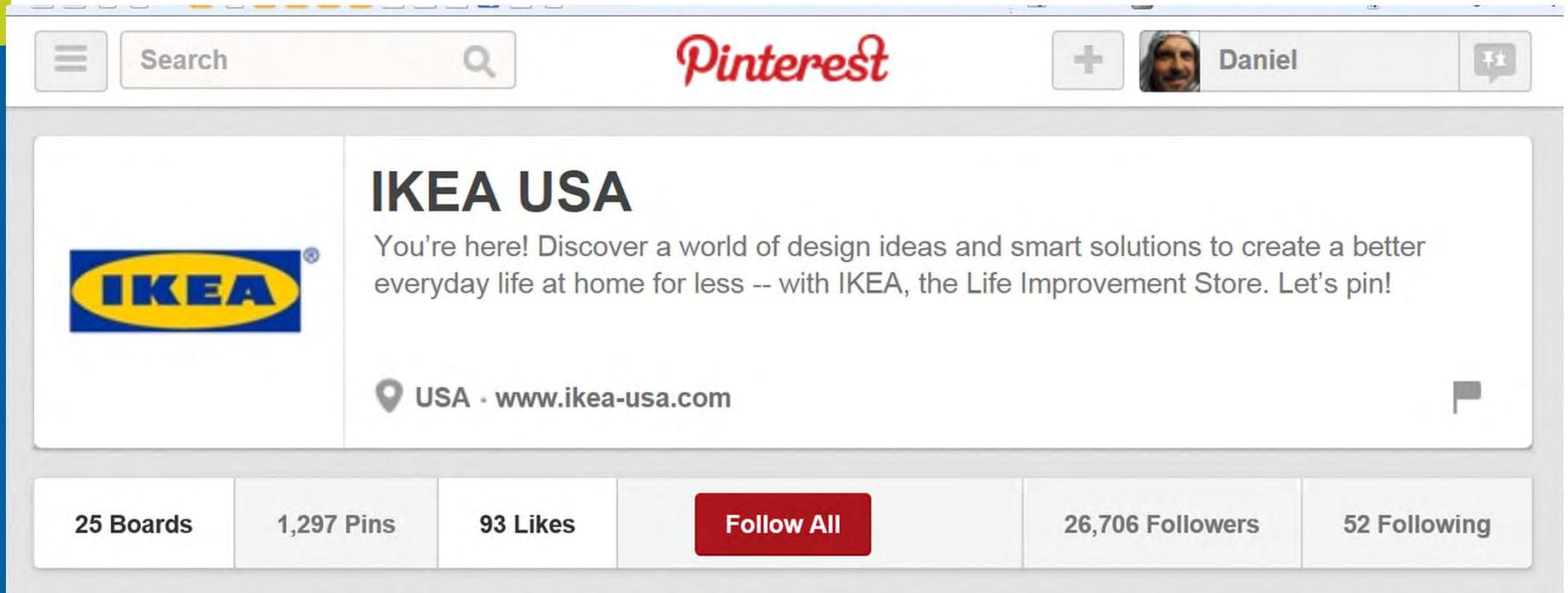
ICEAA: Trendsetter.

The image displays two social media profiles for ICEAA. The top profile is a Twitter account for @ICEAAonline, featuring a blue header with the ICEAA logo, the name 'ICEAA', and the handle '@ICEAAonline'. The bio states: 'The International Cost Estimating and Analysis Association is dedicated to advancing, promoting and enhancing the profession of cost estimating and analysis. Vienna, VA · iceaaonline.org'. Below the bio are statistics: 131 TWEETS, 106 FOLLOWING, and 42 FOLLOWERS, along with a 'Follow' button.

The bottom profile is a Facebook page for 'International Cost Estimating and Analysis Association - ICEAA'. It features a cover photo of ICEAA logos and a profile picture with the ICEAA logo and full name. The page title is 'International Cost Estimating and Analysis Association - ICEAA' with 80 likes and 1 talking about this. Below the title is a description: 'Organization · Business Services · Add A Category ICEAA is an international non-profit organization dedicated to advancing, encouraging, promoting and enhancing the profession of cost estimating and analysis.' At the bottom, there are links for 'About - Fix a Problem', 'Photos', 'Training', and 'Certification', along with logos for 'CEBoK' and 'CCEA'.

ICEAA: Trendsetter.

- But I was a little bit surprised to find them on Pinterest....😊



The screenshot shows the Pinterest profile page for IKEA USA. At the top, there is a navigation bar with a search bar, the Pinterest logo, and a user profile for Daniel. The main content area features the IKEA logo, the text "IKEA USA", and a description: "You're here! Discover a world of design ideas and smart solutions to create a better everyday life at home for less -- with IKEA, the Life Improvement Store. Let's pin!". Below this, it shows the location "USA" and the website "www.ikea-usa.com". At the bottom, there is a row of statistics: 25 Boards, 1,297 Pins, 93 Likes, a red "Follow All" button, 26,706 Followers, and 52 Following.

25 Boards	1,297 Pins	93 Likes	Follow All	26,706 Followers	52 Following
-----------	------------	----------	-------------------	------------------	--------------

“Market” Survey of Cost KM sites

- **Defense Acquisition University Acquisition Community Connection Portal**
 - Registration is required
 - Restricted to members of the Department of Defense (DoD), Government, or those supporting the Defense Industry.
 - Site contains a lot of great administrator-posted content such as DoD Directives on all aspects of Acquisition, but there does not appear to be a lot of user-generated content.
- **Army Cost and Performance Portal** <https://cpp.army.mil>
 - CAC card required (or AKO e-mail account)
- **Many organizations struggle with Knowledge Management (KM) implementation**
- **Some vendor dialogue on LinkedIn via groups, mostly thinly-veiled marketing**



“Market” Survey of Cost KM sites

- Even ICEAA has made a valiant KM attempt (see below)
- These are valuable and worthwhile endeavors, but rely on a “top-down” model with dedicated administrators
- DAU Acquisition Community Connection useful, but cost section dormant since 2011

Tools & Applications (for ICEAA Members)

EVM Trend Tool

- [EVM Trend Tool Instructions Draft4](#) (docx)
- [EVM Tool Presentation](#) (pptx)
- [Roy Smoker Paper On EVM](#) (pdf)
- [EV Trend Analysis Tool 120522 Rev1](#) (xlsm)



ACC Practice Center

Practice Center

[Main View](#) [What's New](#) [Q & A](#) [Documents & Videos](#) [Blogs](#) [Favo](#)

Welcome to the ACC. Where do you want to go?

MENU

ALL COMMUNITIES

BY CATEGORY

GUIDEBOOKS & TOOLS

ACC NEWSLETTERS

[DAU SOCIAL SITES >>](#)

- [Acquisition Knowledge Management System](#)
- [Ammunition Forum \[login required\]](#)
- [Defense Acquisition University](#)
- [DoD Open Systems Architecture](#)

The Handshake Solution



- E-mail dialogue preserved for future members (vs. sitting in e-mail inboxes, inaccessible to new employees)
- Can easily be opened up to partners!
- Interface w/ variety of SMEs (vs. only cost SMEs sign up for cost-focused e-mail list serves, (i.e., e-mail discussion lists))
- Scalability: growth over 18 months from four to nearly 100 members across MITRE, 96 artifacts, ~600 discussions/comments (only administrators know SharePoint stats)
- Offers a simple Calendar feature
- See site [here](#) (MITRE Fast Jump “FACTS”) or contact djharper@mitre.org, rdorr@mitre.org

“Email is where knowledge goes to die” – Bill French.

Group metrics				
	TOTAL		PAST 7 DAYS	
Discussions	28	148	1	4
Files	87	432	-	1
Pages	9	100	-	5
Blog posts	-		-	
Albums	1		-	

What's in it For Me?

- Why should I “give it away” for free?
- It'll help you (you scratch my back...). The customer or colleague you help today could become your employer if you demonstrate value!
- Technology has changed many industries' business models. Think of these examples:
 - Developers gives away apps and charge for additional features
 - MP3s have changed the music industry-Some bands give away the album and charge for concerts
 - A cheeky upstart “*someecards.com*”
- **The Golden Rule (do unto others...)**
- **Customer recognition**
- For more see HBR: [article](#) “Get Your Team to Work Across Organizational Boundaries,” [“Bridging Software Communities through Social Networking”](#)



Still not convinced?



Look, Watson! I've invented the telephone!

People will be able to talk to one another whenever they like, without traveling!

People working on a project can speak directly to one another!

Information and decisions will be much easier to obtain!

Bozarth, *Social Media for Trainers*



TELEPHONE!!

People might give out company information!

People might say bad things about the company!

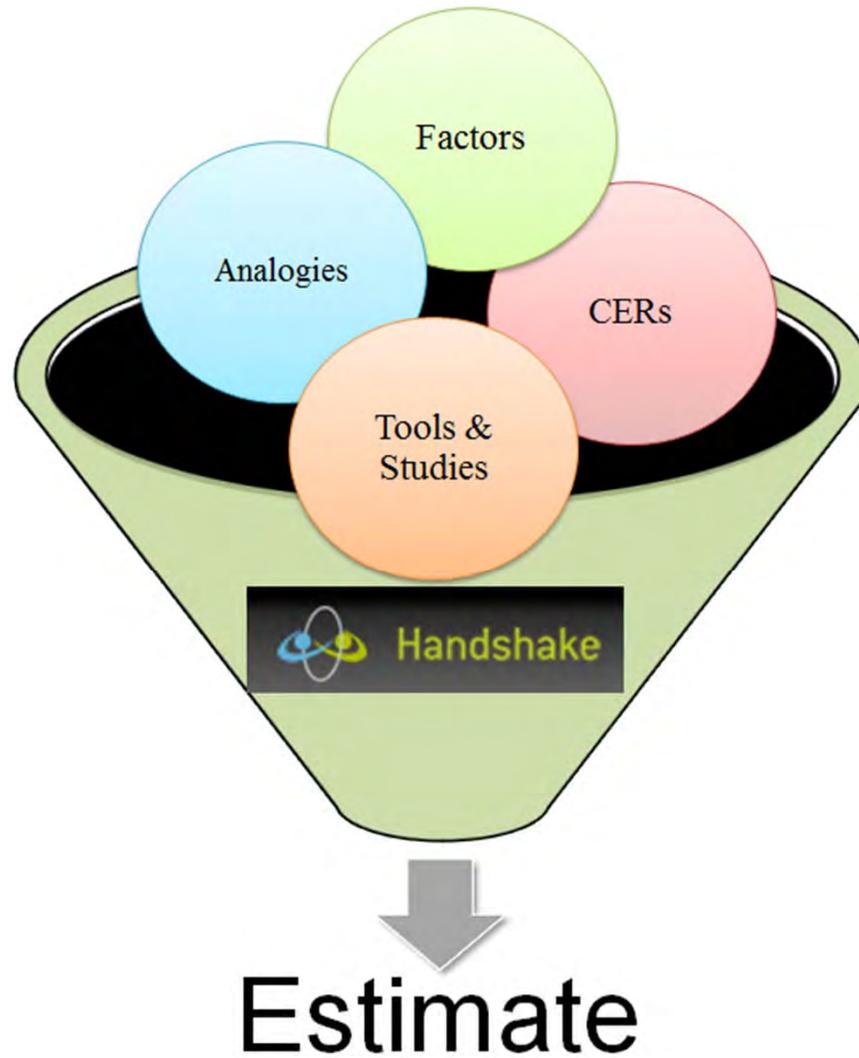
People will be wasting time!

We can't afford to give everyone their own telephones!

Our people are not tech-savvy. They won't be able to use such as thing as a telephone!

How will we control it!?! !

A Picture is Worth a Thousand FACTS



Handshake 101

- Click [here](#) for a four-minute handshake primer (accessible to non-MITRE Partners)
- Everything you need to know about Handshake you can learn watching [this video](#) during lunch (accessible to non-MITRE Partners, but you must be a Handshake member)



User Guide and Best Practices

- Don't simply think of it as a marketing channel
- Do not post anything marked FOUO (For Official Use Only), Proprietary or Sensitive
 - E.g., no Gartner Studies without permission (They frown on posting those to SharePoint OR Handshake)
- **Hyperlinks** to public proprietary sources okay (e.g. RAND studies)
- If you are unsure, simply ask
- If you make a mistake, it's okay, we'll fix it. No hand-slaps!
- Handshake User Guide [here](#)



I thought you loved me-How could you post proprietary data?

Epilogue

- This presentation has provided in detail the FACTS project, including challenges overcome and remaining hurdles
- Organization should engage enterprise social media as a platform to help lower our natural instinct to “close-hold” data
- Ultimately sharing across organizational boundaries will benefit everyone
- For additional info contact Daniel Harper (djharper@mitre.org) or Ruth Dorr (rdorr@mitre.org)



The Handshake Solution: Color Commentary

- Users can provide value-adding "color commentary"
 - Discussion is available for others (vs. traditional e-mail discussion)

[Download this file](#)



Software Cost Estimating Relationships
By Daniel Harper Oct 12, 2012 Comments (2)
932 KB

Software Cost Estimating, CERs, SLOC

[Edit](#) [X](#) [Like](#)

Software cost overruns are a common problem for the majority of software development projects. With the ever increasing amount of software present in current Department of Defense (DOD) programs, it is extremely important to generate an accurate software cost estimates. There are many complex models that estimate software development productivity and costs. This paper builds upon the principles of these models to look for a simple regression model that can be used to generate accurate and defensible cost estimates for software development programs.

Comments



Gareth Embrey Oct 12, 2012

[X](#)

Unfortunately, this paper does little to alleviate any challenges inherent in the development of software cost estimates. Even the CERs that show potential utility are discounted by additional analysis. The paper does state that the use of any CERs developed in this model (and as a rule, all other non-parametric models) should be limited to the development of ROM estimates. A good software cost estimate that is not built upon a direct analogy (which is always preferable, if available!) is heavily reliant upon a good size estimate, the use of a justified and applicable factor to estimate code growth, and a reasonably good understanding of the most impactful environmental/complexity factors that will determine the productivity of the development team.

It seems like most of the current research being done is on more effective ways to estimate size using better sizing measures rather than how better to churn out estimates using a given software size. This paper focuses exclusively on ESLOC, which is not always (and some would argue rarely) the best metric to use in measuring size given the current state of software development techniques. Today's parametric models allow for the input of many different metrics because of this, even though SLOC (or ESLOC) is still the predominant choice because of its ease of understanding.

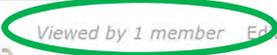
Gareth Embrey, CCE/A

The Handshake Solution: Track Views

- Users can even see how many members viewed a given document or discussion
 - Typically when something is posted to SharePoint other users have no idea how useful the item is or what other users think of the artifact



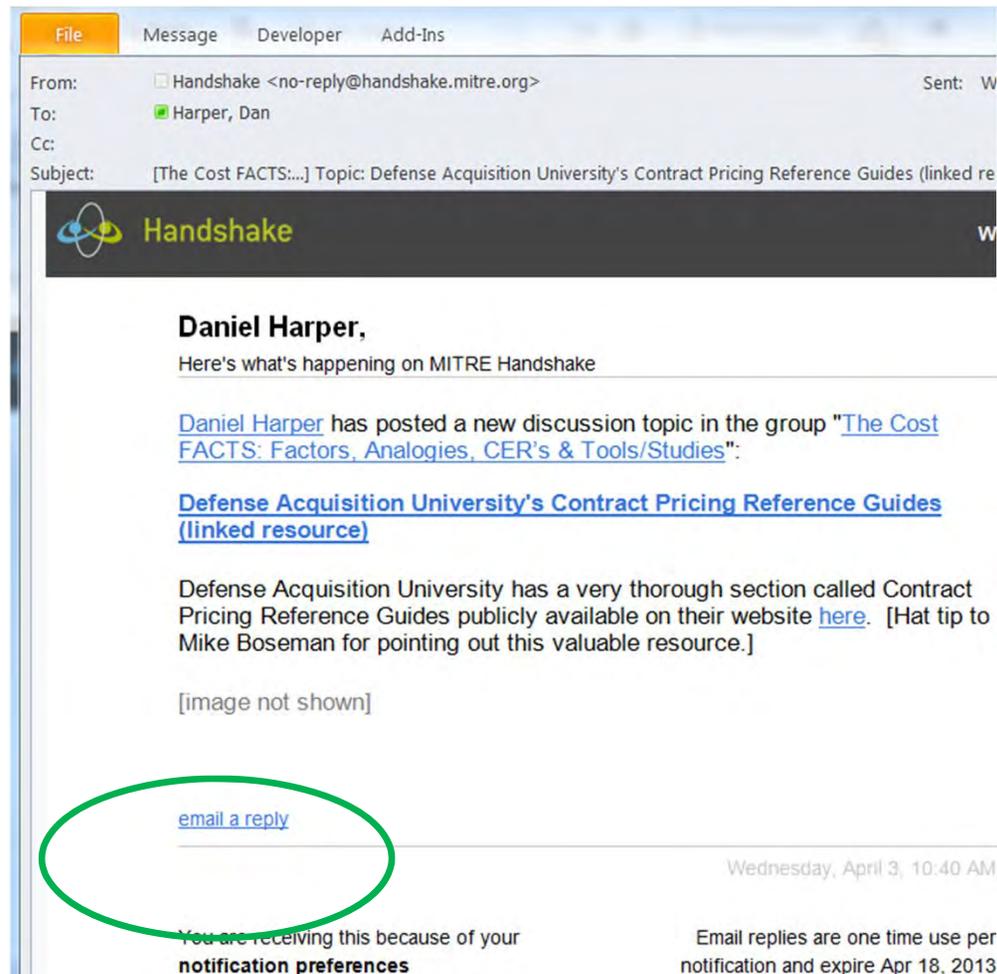
« Previous 1 2 3 4 5 6 ... End Next » 76 total

 **DISA Defense Working Capital Fund (DWCF) Telecommunications Services Billing Prices For FY 2013**    
By Daniel Harper 22 hours ago
Telecommunications cost, DISA, Catalogue, DISN Subscription Services
[Hat tip: Laurette Sullivan]. She recommends "checking internally with Joe Young. He is the ADH for Networking, Video and Telecom and is a real genius when it comes to this stuff. "DISA Defense Working Capital Fund (DWCF)..."

 **Excel Travel Calculator**    
By Daniel Harper Mar 19, 2013
Travel cost, travel calculator
Use this handy Excel travel calculator to build up a travel estimate.

The Handshake Solution

- Integrates with Outlook e-mail for those w/firewall issues
 - dialogue synchronously posted to the group site for others to view



The Handshake Solution: "Snowball Effect"

Sent: Wednesday, March 13, 2013 11:19 AM

To: Harper, Dan

Subject: Commercial cloud vs internal VA hosting

Dan,

I noticed you posted some cloud cost estimating info (IBM in particular) on handshake.

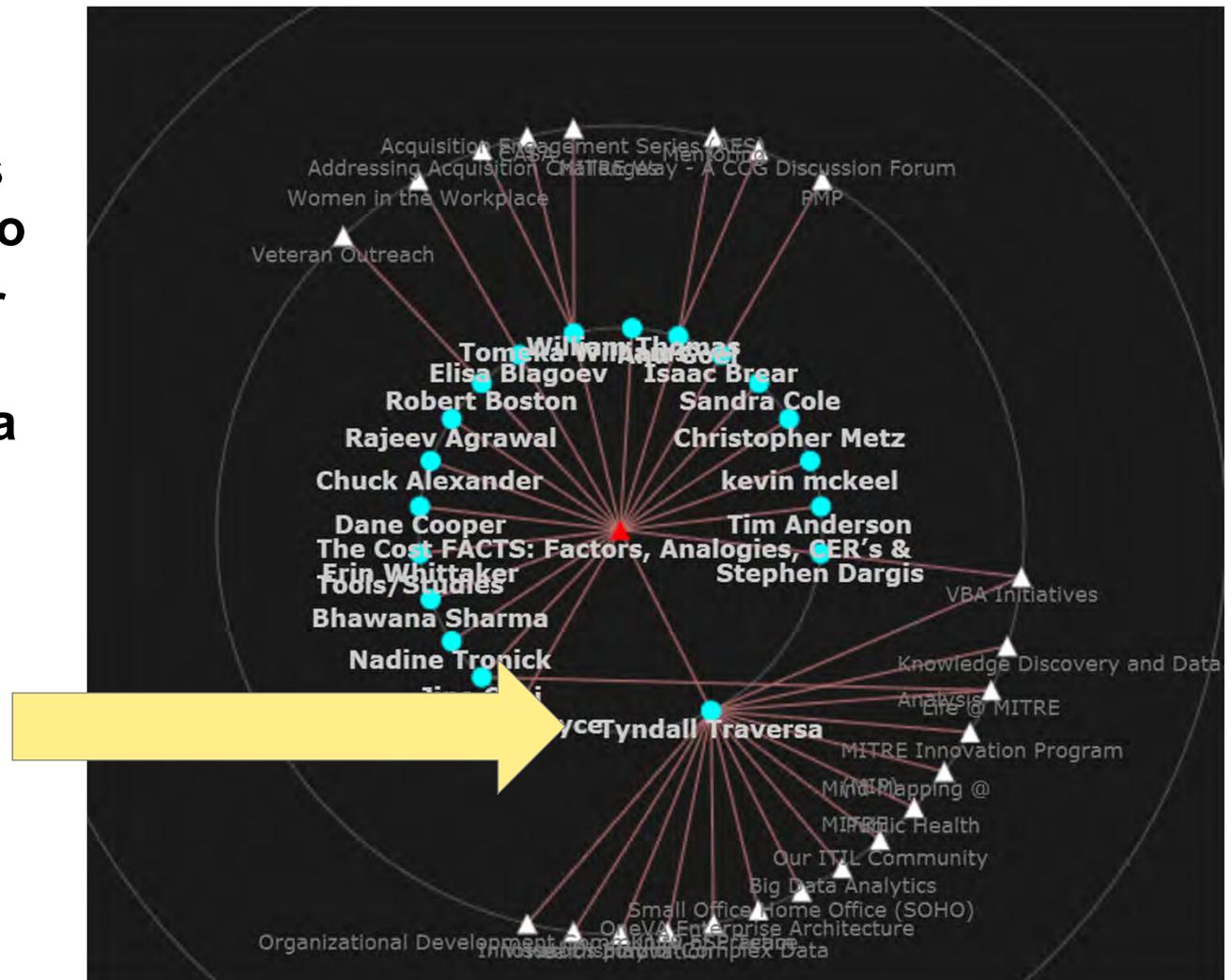
I am wondering if you have come across any formalized criteria for sponsors deciding whether to host an application within their infrastructure versus with a commercial cloud service provider.

VA sponsored an operations cost estimating tool, and it includes an internal cloud hosting cost estimate of sorts . The tool is publically available at <https://t4.systemsmadesimple.com/preAswEstimate.do#>



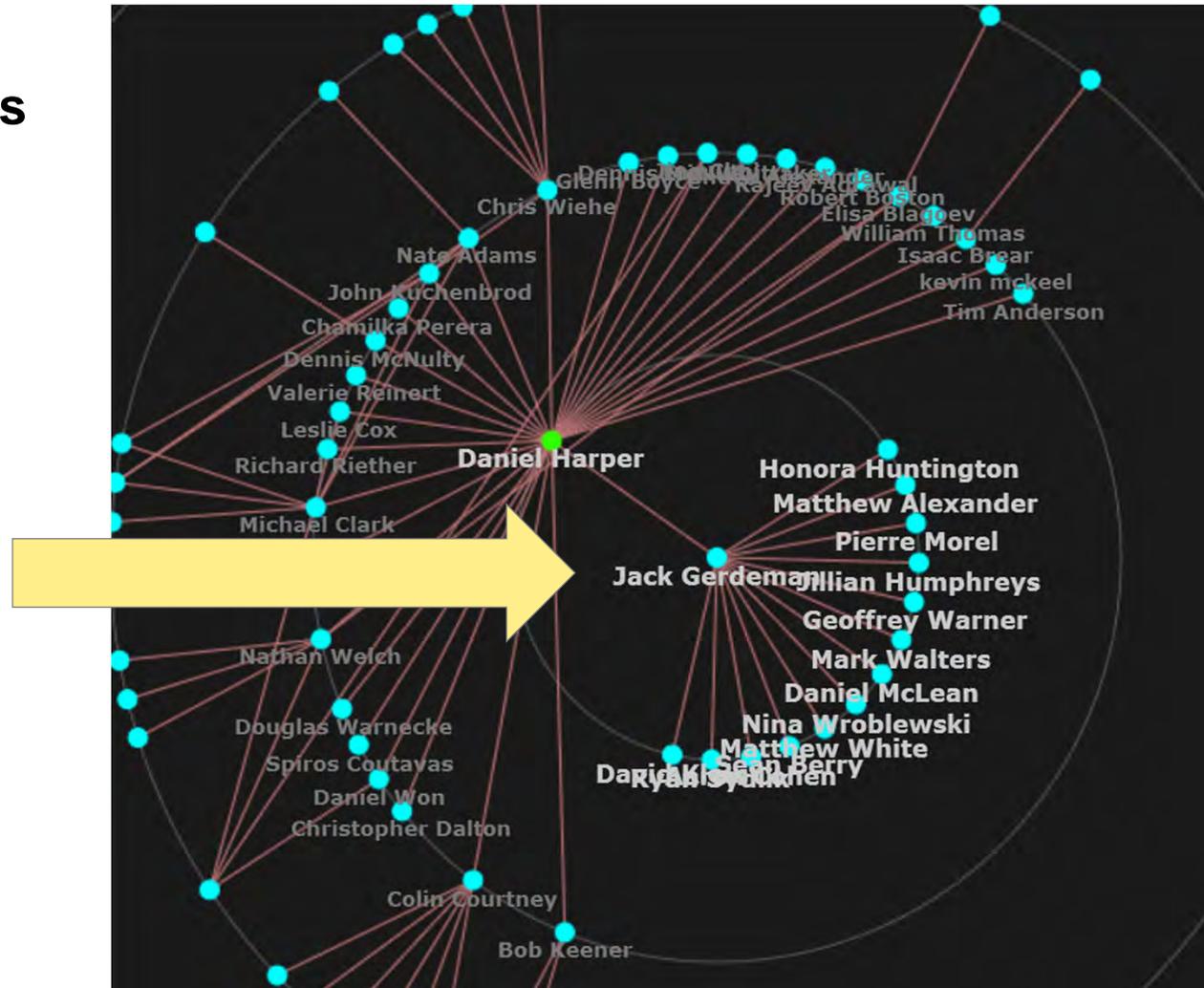
Visualization Tools-Explore Group Membership

- See what other groups your group members are connected to
- Find “nodes” or “hubs”, e.g., Tyndall Traversa connected to multiple groups of interest



Visualization Tools-Explore Relationships

- See to whom group members are connected



Recruitment Strategies: Getting Others Engaged (intra-corporate)

- **Internal promotion:**
 - In Top 100 of over 800 groups on Handshake
 - Promotion via MITRE Monday corporate e-mail, “Wake Up Call” be-weekly “newsletter” e-mail to Center for Connected Government
- **Publicly unveiled to MITRE cost community via June Cost newsletter, “brownbag” brief**
- **Pointing others to the site (vs. e-mailing files to them) and soliciting comments**
- **Created Fast Jump (MITRE Internet keyword search term)-”FACTS”**
- **Virtually attended June 2013 Cross Agency Technical Exchange Meeting**
- **Added to the Homeland Security Center Connect and Collaborate [page](#)**



From:  Sullivan, Laurette M. <lsullivan@MITRE.ORG>
 To:  cost-analysis-list Cost Analysis Tech Team
 Cc:
 Subject: Cost FACTS Handshake Group

Sent: Sat 4/6/2013 9:10

CATT~

If you are not yet a member of the Cost FACTS Handshake Group, I encourage you to join (Become a member of the [Cost FACTS \(Factors, Analogies, CER's & Tools/Studies\) Handshake Group](#)). While I don't mind compiling and sharing, by joining Handshake, you can be sure not to miss these posts such as these from just last week alone:

[GAO Report: IT Cost Estimation Agencies Need to Address Significant Weaknesses](#)

***Leveraging Social Science to Boost Adoption of SMAC Technologies - Higgins and Clark, The Journal of Information Technology Management, Feb 2013

[Hat tip; Anu Goel]

Recruitment Strategies: Getting Others Engaged (extra-corporate)

- Shared with Katherine Miller of IRS EPO
- Created personal intro e-mail, short orientation brief sent to new members; calling new employees to encourage them to join
- Inviting influential internal colleagues **WHO ALREADY CONTRIBUTE ELSEWHERE!**
 - Joyce, a contractor supporting Dept of Ed who contributed to GAO Minutes

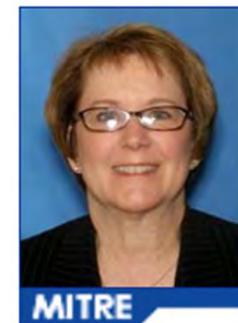


Joyce,

Because you took the time to provide some input it strikes me that you are probably what I would call a "contributor." Therefore you might be interested in a sneak peek of our upcoming presentation to the International Cost Estimating and Analysis Association annual conference on the Cost FACTS: (Factors, Analogies, CER's & Tools/Studies) Handshake Group. It's a Web 2.0, "bottoms-up" MITRE prototype designed to bring the advantages of social networking to the enterprise.

Cost FACTS Kudos

- **Wow, Dan. I just scanned your presentation. It's very impressive.** I managed the KM program for IRS criminal Investigation. We had 4000 employees using it. It was built on Sharepoint 2010. We found 'smaller' communities of practice seemed to work really well.
- For example, all of our criminal investigations worked on either tax or money laundering investigations so that was too general. We had specific communities for "bankruptcy fraud" and "refund fraud" and 'illegal income' – this way agents could chat about what they were finding or ask questions about particular processes.
- We also assigned a 'host' for each community of practice. Of course some communities needed frequent reminders to respond to questions or energize discussion – but many were very active. I'd be glad to chat – handshake is a great platform and I have joined two communities already.
- –Patti Reid, System Engineering, Principal, K152



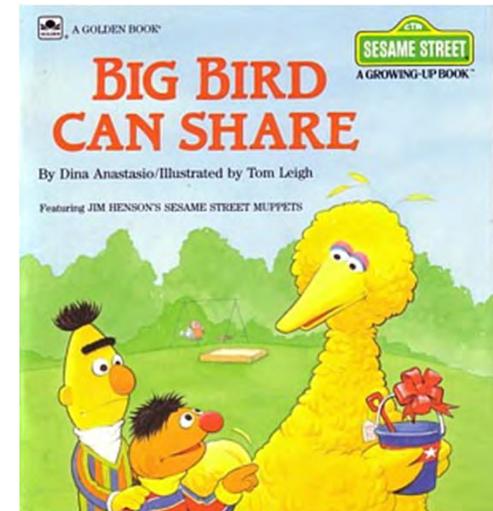
Cost FACTS Kudos

- Dan – wow! I must say, you’ve a better case for Handshake than I ever could 😊
- Yes, you picked up on many of the benefits of crowd-sourcing... one thing that you may remember me mentioning in the webinar is that we found that open online collaboration is a much easier tool for reaching consensus (with email, it’s easy to lose track of threads – and hard to join in the conversation if you weren’t present in the beginning).
- Social media tools bring another factor that we call “conversation stickiness” – you can connect to people and see what their contributions are in areas that you may not even be originally aware of (i.e., digital artifacts “stick” to your profile, making it easier for people to connect the dots).
- -Stan Drozdetski, R500, Knowledge Info&Collab Solution (Handshake Administrator)



Cost FACTS Kudos

- Prince of colorful presentations! The only thing missing was a picture of Big Bird preaching the merits of Sharing! The first time I scanned it, I was left exhausted and bewildered. But it fell into place as I recalled many instances of reluctance to reveal or share information that could have made my life much easier....so Godspeed to you and social networking. –Spike Coutavas



FYI...cross-post from the FACTS Handshake site to the CATT. Check out the note below and Dan's briefing (attached if you are not a Handshake member...you should be! Easy to do and lots of great info!).

Pope, Sarah H.

11:59 AM

Very nice brief. I'm joining the handshake group now! To overcome the hurdle of people not willing to share their information, you could add a couple of more examples of content that has been shared and the value. Just a thought. Also, I think people will assume it's all in an Excel spreadsheet, but really that's not true. Also, we should make another big push with the K461 -- all the Department should be encouraged to be members! My 2 cents... Thanks for the leadership you both are showing.

_____| Dan, This was an amazing read. I love it. Very informative.

Thanks.....I finally am reading through the abstract in detail. I think we can leverage this as educational info the customer....as well as MITRE staff

Doug Warnecke

Associate Department Head
Investment Planning and Management
Center for Connected Government

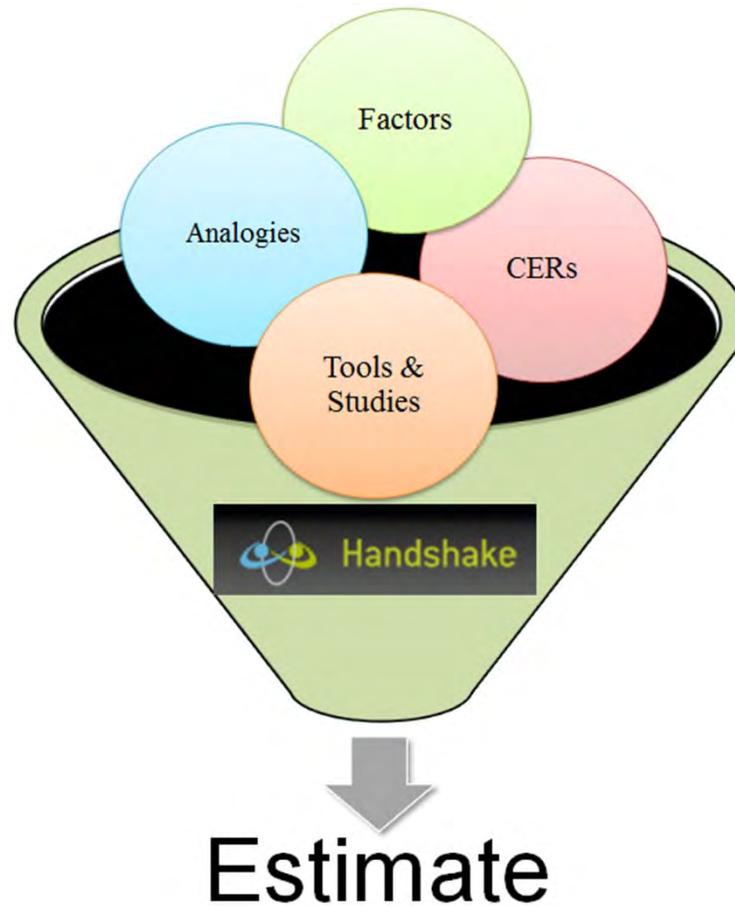
MITRE

Cost FACTS Kudos

- Dan
- I saw the email below about your upcoming presentation **and I would like to extend you an opportunity to speak at an upcoming session of the C2 Center's Joint Lecture Series (JLS)**. The JLS is a bi-weekly forum (every other Tuesday from 8:30 to 9:30AM) for presentations on projects and other activities that are of interest to the corporation. I think your work on delivering costing tools and capabilities would be of great interest to our MITRE staff and if allowed sponsors.
- Thanks, Martin L. Edwards
- C2C Joint Lecture Series Coordinator
- you can watch it [here](#)



Appendices



Challenges/Next Steps-Structure

- One of the nice features about Handshake is its ease of use and lack of structure. However, this can also become a shortfall.
- It would be nice to have a way to view items hierarchically or view them organizationally in a way other than by tagging.
 - E.g., by customer, e.g., Department of Energy or DOD.
 - One workaround is to use “subgroups” but this is less than ideal, and migration of existing data would be a challenge.
- E-mail notifications can become burdensome. To mitigate, click on *notification options* at the bottom of any handshake e-mail (or within handshake, click on *settings* on the upper right screen. and then choose *notification settings*). From there you can choose to receive an e-mail digest.
- Alternatively, use folder rules in Outlook.

Tagging 101



- A tag is user-defined metadata; that is, it is a term you can add to any object you create within Handshake.
- Use the Tags field when you create blog posts, discussion topics, pages (and subpages), files, bookmarks, albums, and pictures
- This use of user-defined tags is common in social media. It has the advantage that people can use terms that are familiar to them.
- It also means the tags that individual users assign to objects might not always match up. For example, one user might tag topics related to Enterprise 2.0 as “E20” and another might use the tag “E2.0.”
- A search on one of these strings will not find content that is tagged with the other.

Tag cloud

cost estimating, LCCE, DHS, software cost, cost estimate, Cost Element Structure, Labor rates, template, K461, CES, software cost estimating, GAO, AoA, SCEA, Agile Cost Estimating, excel, CEBD, WBS, Data center, soa, Cost, IGCE, lessons learned, ERP Cost, Analysis of Alternatives, healthcare IT, ICE CHEST, CERs, SLOC, DMSMS

Tagging 101



- A rule of thumb in tagging is to tag anything that you want to be able to find again quickly and that you want other people to discover.
- Tags are a great way to build a collective knowledge base and share an ongoing conversation about a topic that is interesting to you and others.
- Tags ensure that when a person in Handshake is looking for material in a particular area, they will be able to find materials which have already been created or shared on the topic.
- When tagging use both acronyms and the actual word, e.g., “IGCE” and “Independent Government Cost Estimate” (note searchers are not case sensitive)
- Note that a search for anything tagged “cost estimate” would also return results for anything tagged “Independent Government Cost Estimate”

Tagging 101



- Recommend using between four and ten tags. The more the merrier.
- Good tagging likely means that more site visitors will see your content, and the contributor herself will find the content more readily in the future

Tag cloud

cost estimating, LCCE, DHS, software cost, cost estimate, Cost Element Structure, Labor rates, template, K461, CES, software cost estimating, GAO, AoA, SCEA, Agile Cost Estimating, excel, CEBD, WBS, Data center, soa, Cost, IGCE, lessons learned, ERP Cost, Analysis of Alternatives, healthcare IT, ICE CHEST, CERs, SLOC, DMSMS

FACTS in Action

Users can provide value-adding "color commentary"

Software Cost Estimating Relationships

[Download this file](#)

Software Cost Estimating Relationships

By Daniel Harper Oct 12, 2012 Comments (2)

932 KB

Software Cost Estimating, CERs, SLOC

Edit X

Software Cost Estimating Relationships

By: Jennifer Leotta, Navy Engineering Logistics Office (NELO)

Software cost overruns are a common problem for the majority of software development projects. With the ever increasing amount of software present in current Department of Defense (DOD) programs, it is extremely important to generate an accurate software cost estimates. There are many complex models that estimate software development productivity and costs. This paper builds upon the principles of these models to look for a simple regression model that can be used to generate accurate and defensible cost estimates for software development programs.

Comments



Gareth Embrey Oct 12, 2012

Unfortunately, this paper does little to alleviate any challenges inherent in the development of software cost estimates. Even the CERs that show potential utility are discounted by additional analysis. The paper does state that the use of any CERs developed in this model (and as a rule, all other non-parametric models) should be limited to the development of ROM estimates. A good software cost estimate that is not built upon a direct analogy (which is always preferable, if available!) is heavily reliant upon a good size estimate, the use of a justified and applicable factor to estimate code growth, and a reasonably good understanding of the most impactful environmental/complexity factors that will determine the productivity of the development team.

It seems like most of the current research being done is on more effective ways to estimate size using better sizing measures rather than how better to churn out estimates using a given software size. This paper focuses exclusively on ESLOC, which is not always (and some would argue rarely) the best metric to use in measuring size given the current state of software development techniques. Today's parametric models allow for the input of many different metrics because of this, even though SLOC (or ESLOC) is still the predominant choice because of its ease of understanding.

Gareth Embrey, CCE/A

FACTS in Action

■ Obsolescence/DMSMS example

Estimating the cost of Obsolescence

[Download this file](#)



Estimating the cost of Obsolescence 
By Daniel Harper Jan 10, 2013
3 MB

 [Obsolescence cost](#), [Diminishing Manufacturing Sources and Materials Shortages](#), [DMSMS](#)

1 views Edit  

From: Embrey, Gareth E. [mailto:gembrey@MITRE.ORG] Sent:
Wednesday, January 09, 2013 12:45 PM To: cost-analysis-list Cost Analysis Tech
Team Subject: Costs associated with licensing of hardware designs to vendors

My project is working on a COTS hardware system, the design of which incorporates a specific COTS product which holds many key advantages over other solutions, but unfortunately, the vendor has decided to stop selling it. The vendor is the only licensor of the technology which is held by another company. Another member of our team has gotten a POC with the licensee in an attempt to find out if they would be willing to offer the license to another vendor and what knowledge they may have regarding what it would take a new vendor to get up to speed and be able to manufacturer the hardware (NRE engineering, tooling, identification of vendors for any unique raw materials, etc.). My estimating partner and I have been asked to provide questions to ask the POC and neither of us have experience in this area. Do any of you?

FACTS in Action

- **Consolidating responses received on *two separate listserves (Cost and Contracting)* in regards to lessons learned Transitioning Sustainment Contractors**

From: owner-e520-contracting-tech-team-list@lists.mitre.org [<mailto:owner-e520-contracting-tech-team-list@lists.mitre.org>] **On Behalf Of** Taub, Audrey E.

Sent: Wednesday, May 08, 2013 5:01 PM

To: e520-contracting-tech-team-list E520 Contracting Tech Team; acquisition-cell-list Acquisition Cell; cost-analysis-list Cost Analysis Tech Team; bia-techteam-list Develop & Share Business & Investment Analysis

Cc: Taub, Audrey E.; Giallombardo, Bob; Zaharee, Marcie E.; Martin, Vivian L.

Subject: Transitioning Sustainment Contractors

Folks,

A sponsor is looking to transition from their current sustainment contractor to a new contractor to introduce competition. We are looking for programs that have lessons learned and experiences to share with this type of transition. In particular, we are looking for:

- Success factors and best practices
- Measures of a good transition
- Pitfalls experienced during the transition
- Examples of transition plans
- Risk reduction activities that might have improved the transition

FACTS in Action-Capturing Free Training Resources

Free online training-math, statistics, cost, pretty much anything!

Create a sub-page



Free online training-math, statistics, cost, pretty much anything!

Viewed by 1 member History Edit  

Last updated just now by Daniel Harper

 MOOC, Massive Open Online Courseware, training, online training, cost training, statistics training, math training

[Hat tip: Daniela Silatra and Doug Warnecke]

There were some e-mails flying around as well as an article on the Mitre Intranet providing links to free MOOC resources including math, statistics and financial courses from leading universities (MOOC stands for Massive Open Online Courseware).

Here's the article below as well as the links. f FI free to add links you think are useful:

FACTS in Action

Behalf Of Semanchik, Theodore

Sent: Wednesday, September 19, 2012 2:15 AM

To: g050-cross-command-exchange-list G050 Cross Command Exchange

Subject: Cloud Computing Request

We have been tasked to write a SOW for global commercial-based, non-classified cloud computing services (i.e., PaaS, IaaS, SaaS). There is a quick turnaround time on this task. Does anyone know of an existing SOW, requesting similar services, that I can tailor?

In addition, **we need to provide a ROM cost estimate** for this capability to get pre-POM dollars in FY13. **Does anyone know of any cost estimates/IGCEs that have been performed for these types of services?** Finally, we are also interested in identifying any existing contracts/efforts that could be leveraged by SOCOM. I appreciate any help/leads that you can provide.

Audrey,

IT Dashboard potentially to the rescue. Below is a data point I pulled recently for some research I'm doing on a side project. If this is useful let me know and I will look for some others.

System or Element	Agency	Value (TY\$K)	Unit	Year of Data	Definition & Comments	Source	Sensitivity
Email as a Service (EaaS)-planning and implementation of a cloud email services	Labor	\$ 4,350.000	TY\$M	FY12	The planning and implementation of a cloud email services throughout DOL. Effort lasted 16 months from 5/1/2011 to 9/30/2012	IT Dashboard: DOL - IT Infrastructure Modernization (DITIM)	Public

FACTS in Action

- Capture of Supply Chain Risk Management Cost discussion conducted via e-Mail list serve (and available ONLY to members of the list), converted to a “page” artifact with searchable “tags” as well as important POC/SME info for SCRM questions.

Supply Chain Risk Management Cost Create a sub-page



Supply Chain Risk Management Cost

Last updated yesterday by Daniel Harper

[History](#) [Edit](#)  

Supply chain risk management, SCRM Cost

I thought it worth capturing this recent dialogue re: Supply Chain Risk Management Cost:

From: owner-e520-risk-management-list@lists.mitre.org
 [mailto:owner-e520-risk-management-list@lists.mitre.org] On Behalf Of Granata, Steve

Sent: Thursday, November 08, 2012 12:04 PM

To: Rosa, Linda M.; acquisition-cell-list Acquisition Cell; e520-risk-management-list Risk Management & Analysis Tech Team L; supply-chain-risk-management-list Multi-Disciplinary Forum for S

Subject: RE: FYI - a New DoD Instruction on the street: Protection of Mission Critical Functions to Achieve Trusted Systems and Networks (TSN)

Linda:

You articulated the common refrain of most DoD PMs and PEOs when they become aware of SCRM policies and procedures. Understandably cost is a major concern and in the final analysis a PM or PEO must trade-off cost against mitigating cyber threats posed by the global supply chain vector.

Regarding cost itself, I have a rough approximation of SCRM costs from my engagement in a Navy ACAT II program implementing SCRM in a tactical messaging system. I worked on-and-off for several months with a

searchable
“tags” & POC

FACTS in Action

▪ Capture of e-Mail list discussion in regards to cost to develop a training course

From: Manring, Jennifer E. [<mailto:jmanring@MITRE.ORG>]

Sent: Wednesday, December 12, 2012 10:01 AM

To: cost-analysis-list Cost Analysis Tech Team

Subject: cost per day of onsite training

CATT –

Does anyone have any cost per day info for an onsite training course (~12-16 students) – would be training on a specialized COTS product (e.g., Rational suite)?

Thanks!

Jen

Here is the link to IBM's Rational Software training courses. It provides a per course price and some courses say it can be publicly or privately held onsite, while others say public only. Since there is no distinction in price for those that can be publicly or privately held, you'd likely have to call to inquire or make an assumption that the price is the same. Also the number of days of the course vary by course – so to find a per day cost you'd probably have to divide the total cost by number of days. Finally, I would assume the prices listed are per student. It's also possible an agency or contractor could negotiate a price discount, dependent on the number of courses and students they are paying for. So I'd assume the listed prices are conservative.

http://www-304.ibm.com/jct03001c/services/learning/ites.wss/us/en?pageType=course_list&subChapter=374&subChapterInd=C&subChapterName=Rational+Software&chapter=374&chapterName=Rational+Software

Joy

Good morning,

Dr. Trudeau of the MITRE Institute put together a quick analysis that went into some depth on a similar question which you can find in my transfer folder in the tools subfolder:

Cost of Developing Training 10-2012 v1.docx

He was answering a quick turnaround question for us but I think it has a lot of good information.

v/r

Stu

Stuart Leslev

FACTS in Action

- 1. Went
- 2. Exam
- 3. Poste

Cost of Developing Training

Philip Trudeau – MITRE Institute

October 17, 2012

Did you mean [Stratman](#), [Street](#), [Stuart](#), [Stewart](#), [Stroud](#), [Strouth](#), [Satterthwaite](#)?

Cost of Developing Training

Download this file



Cost of Developing Training

By Daniel Harper 9 hours ago

29 KB

Training, Training Cost

Edit



11 12

Employee S

Location

Room | |

Mail Stop

[Add Other](#)

[Additional](#)

[Tech Support](#)

Good morning,

Dr. Trudeau of the MITRE Institute put together a quick analysis that went into some depth on a similar question which you can find in my transfer folder in the tools subfolder:

arch

Job Info

Emp #:

20804

[NTIA FSMS COST MODEL 11...xlsm](#)

[NTIA FSMS COST MODEL 11...xlsm](#)

[Site Collaboration Meeti...pdf](#)

II. Second part of this question (question shown at bottom): What is the cost of training on a per hour or per day basis? We will use per hour, and we estimate 6.5 hours of training content/delivery in an 8 hour day – with one hour off for lunch and a 15-minute break in both the morning and afternoon.

FACTS in Action-Labor Rates

Rich collection of WRS



Alliant Government Wide Acquisition Contract (GWAC) labor rates

A Governmentwide Acquisition Contract (GWAC) is a pre-competed, multiple-award, indefinite delivery, indefinite quantity (IDIQ) contract that agencies can use to buy total IT solutions.

Tags: Labor rates, cost estimate, cost estimating,

Apr 9, 2012



GSA Schedule ANSWER IT Labor Rates

The General Services Administration (GSA) Federal Technology Service (FTS), Federal Information Systems Support program (FISSP), develops, competes, awards, and administers a variety of Information Technology (IT) services contracts for use by Federal Government agencies. This solicitation will p...

Tags: labor rates

Jul 18, 2012



Reserve Forces Policy Board: Eliminating: Eliminating Major Gaps in DoD Data on the Fully-Burdened and Life-Cycle Cost of Military Personnel

It is increasingly apparent and documented by and to senior Department of Defense (DoD) and Congressional leaders, outside think tanks and subject matter experts, that the fully-burdened and life-cycle cost growth trends supporting the All-Volunteer force have reached unsustainable levels. Althou...

Tags: Reserve Forces Policy Board, personnel cost, Military Personnel, fully-burdened cost, labor cost, overhead cost, labor rates

Jan 30, 2013



CIO-SP3 IT and healthcare-oriented labor categories tool

Hat Tip: Mary-Kathryn Fout and Joy Chappell In the past there was an NIH IDIQ that had published rates from all offerors but its contract life ended awhile ago. I just discovered that they have re-issued something similar in June 2012 called CIO-SP3 (formerly CIO-SP2i). I thi...

Tags: healthcare cost, labor rates,

Feb 21, 2013



2013 Alliant GWAC labor rates

All~ I just queried these rates for a task I'm working on and see that they've been updated as of 4/4/13 (previous versions were from August 2011)...thought they'd be good to share! Attachments are for contractor labor rates at a contractor site and at a government-provided site Here is the

FACTS Accomplishments

- Internal development funding awarded FY 12-13
- Listed on [Tools@MITRE](#) (corporate-wide “yellow pages” for tools) and CCG Groups and Communities [Site](#)
- [Abstract](#) & Paper accepted for June 2013 AACE conference
- Abstract & Paper accepted for June 2013 ICEAA (*nee* SCEA) conference
- Article for July 2013 ICEAA Newsletter
- Abstract submitted for Oct 2013 KM conference
- Contribution from EDAC members, non-MITRE partners
- Created Fast Jump (MITRE Internet keyword search term)-
”FACTS”



Group metrics

	TOTAL		PAST 7 DAYS	
Discussions	23	121	-	4
Files	87	374	-	4
Pages	7	56	1	28
Blog posts	-		-	
Albums	1		-	

2013 ICEAA PROFESSIONAL DEVELOPMENT
AND TRAINING WORKSHOP
BEST PAPER AWARD -- "METHODS & MODELS I TRACK"



Dan Harper
K46



Ruth Dorr
K461



FACTS is an internal research project designed to overcome the challenge of sharing or finding useful cost Factors, Analogies, CER's & Techniques/Studies (FACTS) across the government and vendor community

2013 ICEAA Professional Development & Training Workshop

Best Paper:
Methods & Models I Track

Getting (and Sharing!) the FACTS: Factors, Analogies, CERs & Tools/Studies

Dan Harper & Ruth Dorr

June 20, 2013
New Orleans, LA