WHAT IS 18F?

Jessie Posilkin
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18F is a civic consultancy *for* the U.S. government, *inside* the U.S. government.

We just turned 2, have 5 different business lines and 185 people.
We’re full feds comprised of
● Designers
● Developers
● Acquisitions Specialists
● Product Managers
● Change Strategists

We can help you build, buy, and share the best digital government services
185 people

45% DC
55% everywhere else
We are 18F!

Our Five Business Lines:

Products and Platforms
Transformation Services
Acquisition Services
Custom Partner Solutions
Learn
Put the needs of the public first.

Design-centric, agile, open, and data-driven.

Always be shipping.
Helping government buy better technology and make more effective procurement decisions.
Acquisition Services

Procurement
- Agile BPA
- Micro-purchasing
- CO collaboration

Consulting
- Discovery sprints
- RFP ghostwriting
- Product management
What is Agile?

Individuals and interactions over processes and tools
Working software over comprehensive documentation
Customer collaboration over contract negotiation
Responding to change over following a plan

That is, while there is value in the items on the right, we value the items on the left more.
Not like this....

1

2

3

4

Like this!

1

2

3

4

5

Henrik Kniberg
What’s an Agile Success Story?
207,324
people on government websites now

Visits Today

Visits in the Past 90 Days

There were 2 billion visits over the past 90 days.
College Scorecard

Find Schools
Compare schools now

- Programs/Degrees
- Location
- Size
- Name
- Advanced Search

FIND SCHOOLS

By The Numbers
Welcome!

The Micro-purchase Marketplace is the place to bid on open-source issues from the 18F team. [Learn more about this experiment »]

Be sure to [register your company](mailto:micropurchase@gsa.gov) before placing a bid. If you have any questions, please email us at micropurchase@gsa.gov.

Issues open for bid

⚠️ Please Login to Place Bid
To place a bid, you must first be a [registered bidder](mailto:micropurchase@gsa.gov).
Digital Acquisitions Accelerator Pilot
Procurement the 18F way

Agile BPA
Agile BPA

A full-stack, open source procurement vehicle for agile development.

- Open source code proposal
- 17 vendors
- Modular contracting methods
- Managed by 18F
- Now open for business
What if government contracting happened in public?
Github for Procurements

Manage the “code” of our procurement in public

Have access to online forums

Go to where the nerds are
Contracting in Public

Vendors asked >80 questions online

Changes made in response to comments

Over 500 unique visitors...to a government contract
Agile in Action

Don’t look for the perfect solution

Be willing to experiment

Take time to learn and to get things wrong
Let’s Talk!

How can an agency engage with 18F?
Q&A