Measure
Feedback

Build
Experiments

Learn
Adapt

These Things Are Bad

1. Detailed requirements document about the exact functionality that will be required.
2. A vendor spending months or years developing software, only delivering value when the project is done.
3. Building a monolith.
4. Contracts for more than a couple of million dollars, or with a PoP longer than a year.
5. Spending more than $10 million in total.

PUBLIC
MARKET

CITY
FISH MARKET

LARGE GOVERNMENT PROJECTS

- **Successful 13%**
- **Challenged 58%**
- **Failed 29%**
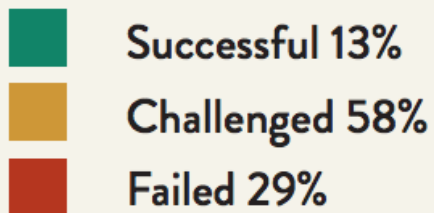
The resolution of large government software projects from fiscal 2010 to 2014 within The Standish Group's CHAOS database. In this case large is defined as labor cost over 5 million euros or 6 million dollars. Classic CHAOS metrics define successful projects as on time, on budget, and are on target. Challenged projects are over budget, late, and/or have an unsatisfactory target. Failed projects are projects that were either canceled prior to completion or not used after implementation.

SMALL GOVERNMENT PROJECTS

- 🟩 Successful 57%
- 🟨 Challenged 29%
- 🟥 Failed 14%
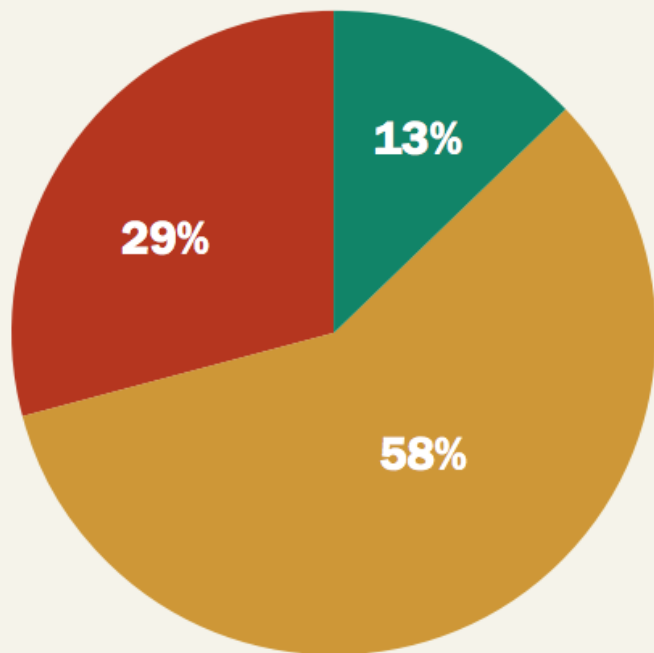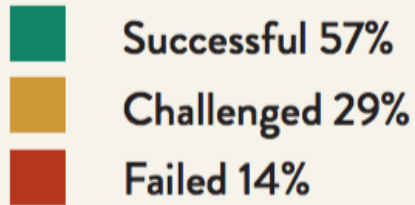
The resolution of small government software projects from fiscal 2010 to 2014 within the CHAOS database. Small is defined as labor cost less than one million euros or dollars. Classic CHAOS metrics define successful projects as on time, on budget, and are on target. Challenged projects are over budget, late, and/or have an unsatisfactory target. Failed projects are projects that were either canceled prior to completion or not used after implementation.
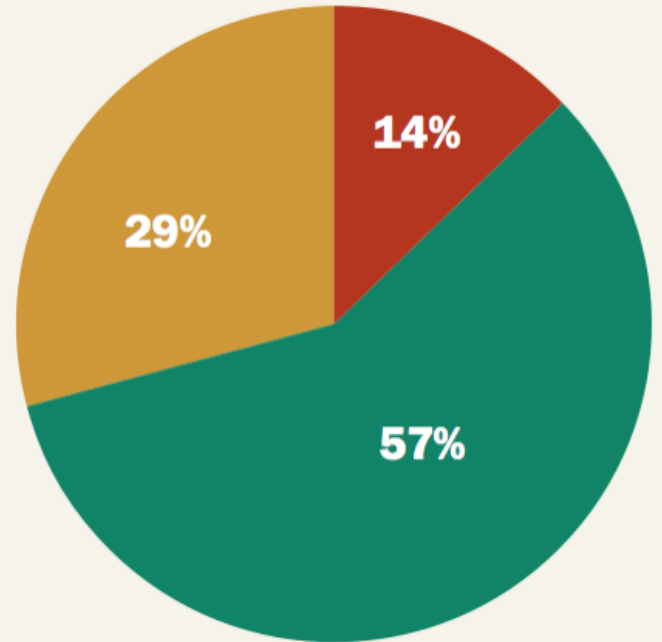
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4. Expand your vendor pool.
5. Hire tech talent and have them at the table from the start.
6. Leadership should lead.

Robin Carnahan
robin.carnahan@gsa.gov

Waldo Jaquith
waldo.jaquith@gsa.gov