DITAP Training

Instructor Led Facilitator Guide

Maturity-Based Acquisition Strategy

January 5, 2026

Start at 8:00am

Facilitator(s):

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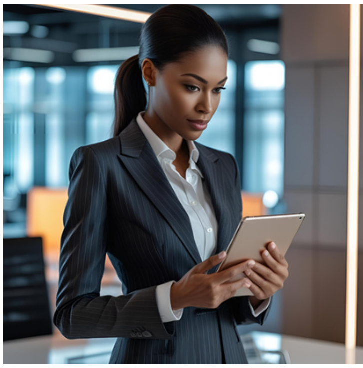
Facilitation Instructions for Maturity-Based Acquisition Strategy

Audience



Cross-functional government teams involved in procurement, including program managers, acquisition professionals, IT, compliance, and legal stakeholders.

Objectives

- Understand how organizational maturity impacts acquisition strategy risk
- Recognize key risks unique to digital service procurements
- Apply maturity-aligned acquisition strategy approaches to reduce procurement failure
- Foster cross-functional team collaboration in strategy development

Session Overview

Purpose:

Enable participants to understand how organizational maturity impacts acquisition strategy, identify risks unique to digital procurements, and apply maturity-aligned approaches.

Duration: 90–120 minutes

Materials Needed:

- Printed or digital copies of the document
- Whiteboard or virtual collaboration board (e.g., Miro, MURAL)
- Maturity Model handout (e.g., TechFAR Hub Maturity Model)
- Sticky notes or digital equivalent

Facilitation Instructions for Maturity-Based Acquisition Strategy cont'd

Session Agenda

Time	Segment	Objectives
0-10 min	Welcome & Framing	Align session goals to participants' roles
10-30 min	Why Maturity Matters	Introduce concept of maturity and associated risks
30-60 min	Risk Axioms + Whole-Systems View	Identify systemic constraints and actionable solutions
60-90 min	Maturity Model & Strategy Matrix	Apply tools to align strategy with real-world readiness
90–120 min (Optional)	Case Walkthrough or ADEPT Example	Cement learning through peer discussion or real-world reflection

Facilitation Steps

1 Welcome & Learning Objectives

- Share the four learning objectives.
- Icebreaker: "On a scale of 1-5, how mature do you think your agency is in digital service delivery--and why?
- Connect the document to current procurement challenges in the group.

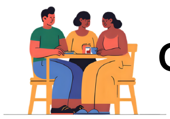
2 Why Maturity Matters (10–15 min)

- Walk through the section "Why Maturity Matters in Acquisition Strategy."
- Discussion prompt: "What are the consequences of overestimating organizational maturity in digital projects?"
- Emphasize: Maturity ≠ agency size.

3 Foundational Risk Axioms (20 min)

Introduce each axiom using a mini-scenario:

- **Axiom 1:** Long contract stuck with underperforming vendor.
- **Axiom 2:** Proprietary system, can't pivot vendors.
- **Axiom 3:** Misused fixed price in an unclear scope.
- **Axiom 4:** Frustration in agile adoption curve.



Group exercise: Match each axiom to a past challenge your team has experienced.

Facilitation Steps (cont'd)

4 Whole-system Strategy Perspective (15-20 min)

- Use the "Problem with One-Off Strategies" section.
- Facilitate a discussion: "Which non-technical constraint—budget, staffing, culture, policy—has been the biggest barrier in your past procurements?"

Tip: Use a fishbone diagram to map failures to root causes.

5 Maturity Assessment & Strategy Matrix (20-30 min)

- Provide an overview of digital maturity models.
- Interactive activity:
  - Distribute or project the TechFAR Hub or DSC maturity matrix.
  - Have teams self-rate their current maturity.
  - Discuss: "What types of acquisition approaches match where we are today—not where we wish we were?"

Key Message: Matching strategy to current maturity reduces risk and improves outcomes.

6 Optional Deep Dive

- Walk through Maryland ADEPT case or a fictional scenario.
- Prompt: "How would your strategy change if your maturity level was lower/higher?"
- Use breakout groups if virtual or table teams if in person.

Facilitation Tips

- Encourage honesty: maturity self-assessment only works if teams are candid.
- Use real-life failures and successes to anchor the material.
- Normalize that maturity-building is a journey, not a flaw.
- Keep discussions time-boxed to ensure momentum.