



***NORTHROP GRUMMAN***

DEFINING THE FUTURE



# Lessons Learned from Government Appraisals

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- **The organizational Process Management staff assists projects with responding to any RFPs identifying CMMI appraisals**
  - Understand the requirements, especially supplier inclusion
  - Bid an appropriate level of support for evidence gathering, interviews
- **Pre-appraisal preparation is similar to a SCAMPI A**
  - The project is given an overview briefing explaining the SCAMPI process, roles and responsibilities, and plans/schedules
  - Evidence is gathered in the NGC electronic evidence tool and reviewed by internal appraisers
  - The project develops an process overview briefing describing organizational/project terminology, project processes, and project scope

# Challenges & Solutions - 1

- **Difficulty understanding the local terminology, process structure, etc.**
  - Pay extra attention to explaining why specific pieces of evidence are provided
  - Provide “threads” for the appraiser to follow
- **Recursive and periodic activities (e.g., trade studies, monthly meetings)**
  - Provide links to directories containing multiple examples
- **Diversity on how generic practices are implemented, interpreted by appraisers**
  - Explain how we implement each generic practice
  - Be prepared for questions, alternative viewpoints

- **Suppliers lack appraisal experience (especially by a government team)**
  - Explain process and logistics for preparation, evidence review, interviews, findings -- especially to executives
  - Track preparation more carefully
- **Different appraisal team may vary in their styles**
  - Understand what will be evaluated – especially “organizational” vs. “project”
  - Understand role of site coordinator
  - Understand logistics of draft findings