

# 10 QUESTIONS TO ASK BEFORE SELECTING AN IT PARTNER

For government CIOs and procurement leaders seeking compliance, security, and operational certainty

Choosing the right IT partner for your agency isn't just about cost or credentials — it's about aligning with a provider who understands the mandates, risk tolerances, and mission-critical systems unique to government.

Use Anchor Bridge Innovation's scorecard to ensure your next partner is up to the challenge.

## Procurement Evaluation Checklist

- 1. Are they procurement-ready with current federal, state, or local contracting certifications?**  
*Look for partners familiar with FAR, DFARS, and cooperative purchasing vehicles.*
- 2. Do they demonstrate a clear understanding of government security and compliance standards?**  
*Ask about their experience with FedRAMP, FISMA, NIST, and CJIS frameworks.*
- 3. Can they provide evidence of secure supply chain practices?**  
*Evaluate risk mitigation strategies and third-party vendor transparency.*
- 4. Is their solution infrastructure scalable across departments or jurisdictions?**  
*Support for both centralized and federated IT models is essential.*
- 5. Do they support lifecycle management — from planning through post-deployment?**  
*Ensure their capabilities include documentation, user training, and long-term system maintenance.*
- 6. Can they integrate with your current systems without disruption?**  
*Look for providers who prioritize backward compatibility and downtime avoidance.*
- 7. Do they enable data-fit modernization — including storage, interoperability, and audit readiness?**  
*Modern agencies require flexible data architectures that evolve with compliance standards.*
- 8. Do they offer secure cloud-native or hybrid infrastructure options?**  
*In particular, Federal agencies should prioritize secure-by-design platforms.*
- 9. Can they support Zero Trust, endpoint resilience, and identity controls?**  
*Ask how their solutions align with the Executive Order on Improving the Nation's Cybersecurity.*
- 10. Do they offer transparent pricing, implementation timelines, and SLAs?**  
*Public sector accountability depends on predictability — verify clarity from day one.*