

# Getting Team Buy-In Low-Attribution Networks



Who will be using  
the capability?

Who will  
implement/admin?

Risk Assesment,  
Legal & Compliance

Who is  
responsible for  
procurement?

## Stakeholder

### For Contested Urban Comms:

- Warfighters and logistics teams.
- Cross branch collaboration and mission planning.

### For Disassociated Comms & Intelligence Gathering:

- OSINT/Threat Intel teams.
- Multi-government coalitions.
- 3rd party outsourced providers.

### For Secure Remote Access to HQ & Deployed Assets:

- Cyber Administrators.
- Training centers.
- 3rd party vendors/partners.

### For Everyone:

- Branch Cyber/IT.

### For Everyone:

- Compliance & Risk.
- Legal & Contracting.

### For Everyone:

- Procurement, Contracting Officer, Commanding Officer.

## How to get buy-in

*(Gap identification)*

- "Ideal World" feature list.
- Gather usability requirements.
- Clarify scope & create action scenarios.

*(5-10 Vendors)*

- Source vendors based on feature criteria.
- Eliminate proposals based on implementation, administration, and security.
- Obtain pricing → send to Procurement.

*(2-3 Vendors)*

- Validate vendor certifications.
- Weigh risk assessment against solution value, return to admin for consensus on additional security requirements.

**- Pilot with on-the-ground users.**

*(1-2 Vendors)*

- Finalize scope, quantity, and pricing.
- Weigh user, admin, and risk feedback to select the appropriate vendor.