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**I want an IT system!**

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# Technology – Big Changes

- Transportation of Food 1933
- Going to the Moon 1969
- Netflix – home movies 1999
- Autonomous vehicles - 2015



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# Technology – Fun Stuff

- Touch screen
- Smartphones
  - Connected world wide
  - Wi-Fi
  - Entertainment
- Paperless billing, banking, airline tickets
- Fit bits



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# Technology - Work

- Communications
- Customer Service
- Analyze data
- Crunch numbers
- Imaging
- And more.....



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# Technology – Headlines

- 25% fail outright
- 20% to 25% don't show return on investment
- 50% needed massive rework by the time they were finished



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# Technology – Limits

- Politics
- Money
- Change
- Policies & RCW's
- Disruptive Technologies
- Clear & compelling solution to a problem



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# I Want A New IT System

- Who will use the system, and who will this system impact? Who will pay for the new system and ongoing maintenance?
- What benefits and return on investment will be achieved?
- Where will the system be used, internally, externally and what considerations need to be accommodated for network and security?
- When is the system needed?
- Why? Describe the problem you are trying to solve.
- How does this new system align with the mission, vision and goals of the organization?

# Technology – Influencers

- Politics
- Money
- Change
- Policies & RCW's
- Disruptive Technologies



# Preparation

- Define the Outcomes
- Research
- IT & Procurement Partnership
- Change
- Other Collaborative Partnerships



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# Leadership & Accountability

- Sponsorship
- Project Quality Oversight
- Culture & Alignment
- Project Manager
- Dedicated Team

# Plans That Get You Places

- Skilled Project Manager
- Project Plans
- Timelines
- Scope Creep
- Appropriate Change



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# Communication

- Organization
- Change Management
- Stakeholders
- Integration Partners
- Agency Contracts



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# Why are those End-users & Stakeholders so Important?

- System Fit
- Experiences
- Feedback
- Evangelize Success



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# Questions to Consider

- Was a competitive procurement process used?
- Were procedures sufficient to obtain an adequate number of responses?
- How broadly was the solicitation?
- Were OMWBE firms afforded the maximum practical opportunity in the specific procurement?



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# Small Business Tips

- Register a business
  - <http://des.wa.gov/services/contracting-purchasing/webs-government-and-non-profits>
  - <http://www.dnb.com/duns-number.html>
- Serve as a subcontractor
- Use a competitive edge – Register with OMWBE
  - <http://omwbe.wa.gov/resources-for-small-businesses/>
- Network

- Start with the proposal delivery date and work backward.
- Always keep the objective in mind.
- Proposal section should be able to stand on its own.
- Prepare a quality proposal.
- Be clear and concise.





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# Resources

- <http://des.wa.gov/services/contracting-purchasing/it-contracts-purchasing>
- <http://www.aptac-us.org/government-contract-proposals-tips-and-best-practices-part-2/>
- <http://www.aptac-us.org/government-contract-proposals-tips-and-best-practices-part-3/>
- <http://www.purchasing.tas.gov.au/buyingforgovernment/tips.jsp>

# Questions?



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Thank you



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