

PROCURING IT SOLUTIONS

Did you get
what you **NEED**

...or...



only what you **ASKED FOR?**



Presented by:
Jake Hoffman &
John Zimmerman

FAST
ENTERPRISES

AGENDA

- Introduction
- Background
- "Top 10" Best Practices
- Helpful Hints (The Sermon)
- Conclusion



INTRODUCTION

The Presenters

- Jake Hoffman
- John Zimmerman



INTRODUCTION

The Topic:

What you **NEED**

vs.

What you **ASKED FOR.....**

Is there a difference?



INTRODUCTION

The Theme:

Whitewater Adventure Trip

- » Equipment
- » Planning
- » Savvy
- » People
- » Risk



Is this is what you **Wanted?**



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Is this what you **ended up with**?



SOURCES

- Experience with implementations
- Feedback from clients
- Government procurement professionals (NASPO, NIGP, etc.)



DEFINITIONS

- RFI - Request for Information
- RFP - Request for Proposal
- ITB - Invitation to Bid
- RFQ- Request for Qualifications
- IT - Information Technology
- ITS - Integrated Tax System



INFLUENCES/CONSTRAINTS

- Existing systems environments and/or state standards
- State procurement laws
- Oversight bodies (CIO, Legislative, Executive)



The David Letterman

"TOP TEN" BEST PRACTICES



Putting In



Taking Out



TEN

**Stick with the Pros.
Do NOT try this at home!**



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NINE

Ask for proof of experience.



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EIGHT

Talk to some people who have used the solutions and services.



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SEVEN

Focus on the business.

Integrated Tax Solution	Whitewater River Trip
<input type="checkbox"/> In the base product and configurable "out-of-the-box" (requires no programming).	<input type="checkbox"/> Included in base trip package.
<input type="checkbox"/> Can be supported by site-specific (custom) programming.	<input type="checkbox"/> Included in trip package especially for this trip.
<input type="checkbox"/> Will be supported in a future release of the product.	<input type="checkbox"/> Will be available on future trips.
<input type="checkbox"/> Not directly supported by the product but can be supported through an interface to, or use of, other software.	<input type="checkbox"/> Available through special arrangements with other providers.
<input type="checkbox"/> Cannot or will not be supported.	<input type="checkbox"/> Not offered on our trip packages.



SIX

Know your limits.



FIVE

Ask for a test ride – a demo.



FOUR

Set reasonable schedules.



THREE Participate!



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TWO

Share the risk.



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A word about bonding...

- Bonding is a form of insurance
- It does not prevent accidents
- The client ends up paying for it



And the NUMBER ONE "BEST PRACTICE"

ALWAYS **LOOK** DOWNSTREAM
MARAVIA



THE SERMON

"The secret of a good sermon is to have a good beginning and a good ending, then having the two as close together as possible."

George Burns (1896-1996)



One size does not fit all.

"The worst form of inequality is to try to make unequal things equal."

Aristotle

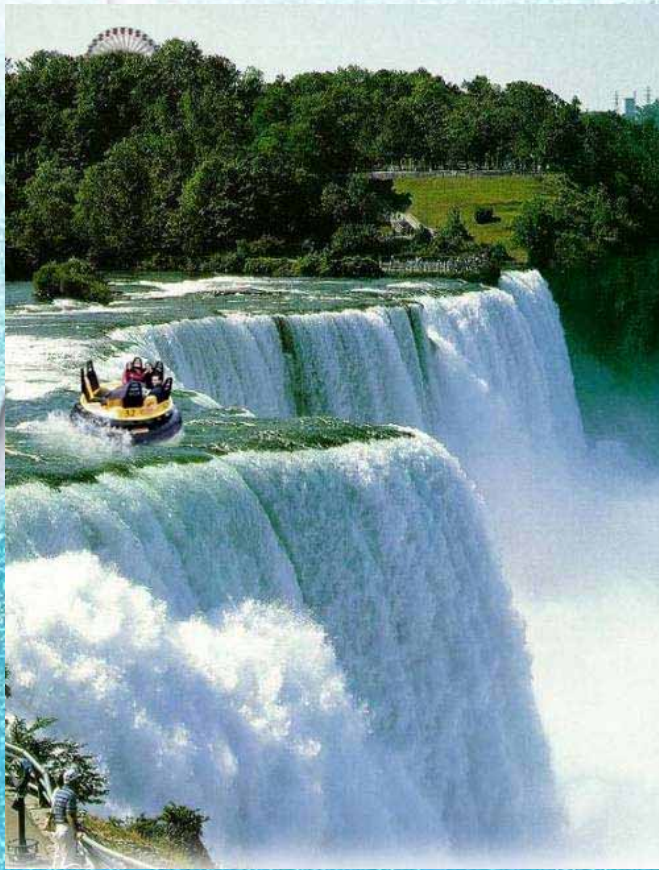
"A river, though, has so many things to say that it is hard to know what it says to each of us."

Norman McLean (1902-1990)

American clergyman and author



Omniscience is not of this world.



"It's a poor sort of memory that only works backwards," the Queen remarked.

Lewis Carroll,
Through the Looking-Glass,
1872.



Be wary of "experts" – trust your gut.

"In the beginner's mind there are many possibilities. In the expert's mind there are few."

Shunryu Suzuki (1904 - 1971)
Soto Zen priest



Competition is not just about price.

"Cheat me in the price but not in the goods."

Thomas Fuller (1608-1661)

English clergyman and historian



Move from paranoia to partnership.

"Some people regard private enterprise as a predatory tiger to be shot. Others look on it as a cow they can milk. Not enough people see it as a healthy horse, pulling a sturdy wagon."

Winston Churchill (1874-1965)



Choose your words carefully.

"Transported to a surreal landscape, a young girl kills the first woman she meets and then teams up with three complete strangers to kill again."

Marin County newspaper's TV listing for "The Wizard of Oz"



Get more by demanding less.

"Take some more tea," the March hare said to Alice, very earnestly.

"I've had nothing yet," Alice replied in an offended tone, "so I can't take more."

"You mean you can't take less," said the Hatter: "It's very easy to take more than nothing."

Lewis Carroll

Alice's Adventures in Wonderland, 1865



ALWAYS **LOOK** DOWNSTREAM


"Planning divorced from the reality of the project is worse than no planning because it gives the illusion of control."

Jolyon Hallows

Information Systems Project Management

Amacom, 1998



SPECIAL THANK YOU

Doug Tims
Maravia Rafts
www.maravia.com
Boise, Idaho
1-800-TOP-RAFT

Kerri Chadd
Fast Enterprises
www.gentax.com
Boise, Idaho

Linzie Long
Cascade Raft and Kayak
www.cascaderaft.com
Horseshoe Bend, Idaho
1-800-292-7238

Cascade Outfitters
www.cascadeoutfitters.com
Boise, Idaho
1-800-223-7238



"Eventually, all things merge into one,
and a river runs through it. The river was
cut by the world's great flood and runs
over rocks from the basement of time.
On some of the rocks are timeless
raindrops. Under the rocks are the
words, and some of the words are
theirs.

I am haunted by waters."

A River Runs Through It,

Norman McLean (1902-1990)

