

CALIFORNIA IT FUTURE PROCUREMENT FORUM

WELCOME

to the

California IT

Future Procurement Forum



CALIFORNIA IT FUTURE PROCUREMENT FORUM

Jeffrey Young

Deputy Director, Public Affairs

Department of General Services

Master of Ceremonies



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SUBMIT QUESTIONS TO:

ITFORUM@dgs.ca.gov

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AGENDA

Welcome and Introductions	10:00–10:05	Jeffrey Young
Governor Arnold Schwarzenegger and IT Reform	10:05–10:15	Fred Aguiar
IT Reform Context	10:15–10:25	Teri Takai
Overall IT Process	10:25–10:35	Adrian Farley
New IT Procurement Processes	10:35–10:45	Jim Butler
Q&A	10:45–11:25	Panel
Closing Remarks / Adjourn	11:25–11:30	Jeffrey Young



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Fred Aguiar

Secretary

State and Consumer Services Agency



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Teri Takai

Chief Information Officer
State of California



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Adrian Farley

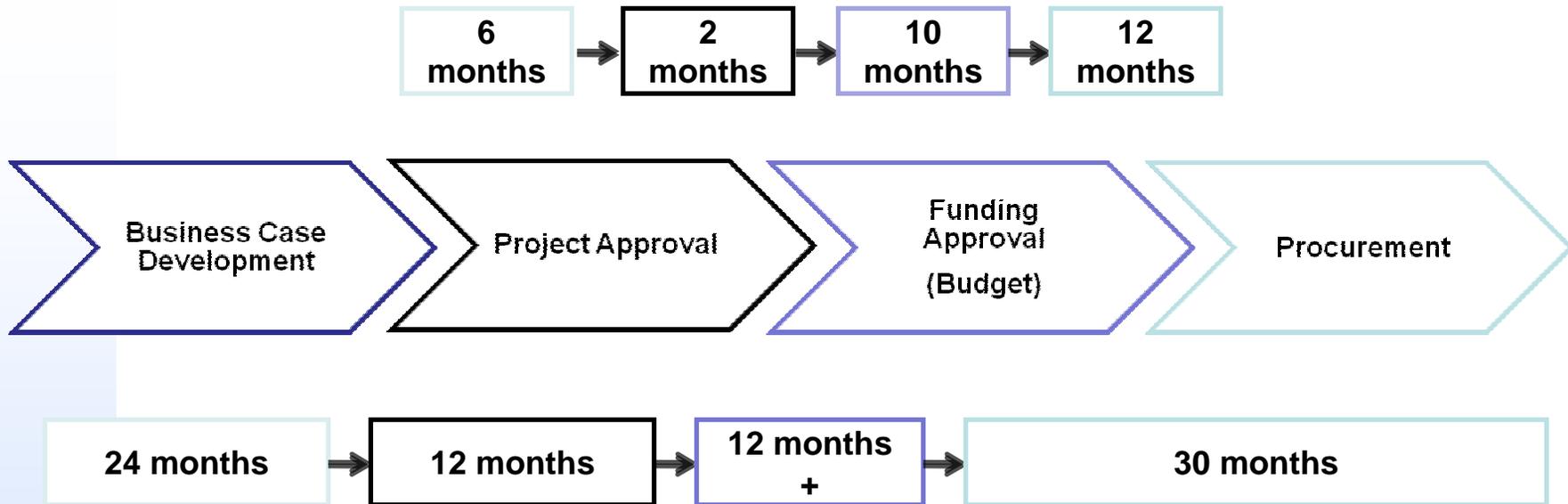
Chief Deputy Director

Office of the Chief Information Officer



Current Timeline

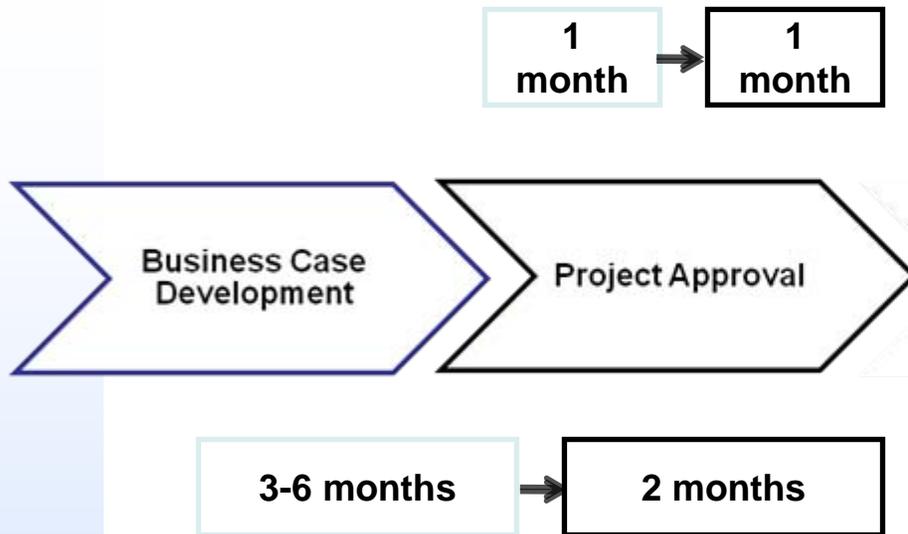
Best Case – Total Elapsed Time: ~30 months (~2.5 years)



Worst Case – Total Elapsed Time: >78 months (>6.5 years)

New Timeline

Best Case – Total Elapsed Time: ~10 months



- Established 5-year capital planning process for IT projects.
 - Reduces time from initiation to approval to less than 6 months.
 - Further aligns policy and IT priorities.
 - Enables the efficient allocation of resources, avoid duplication of effort.
 - Promotes common solutions & leveraging investments.
- Streamlined Project Approval Process for IT projects connected to consolidation plans and multi-agency collaboration.

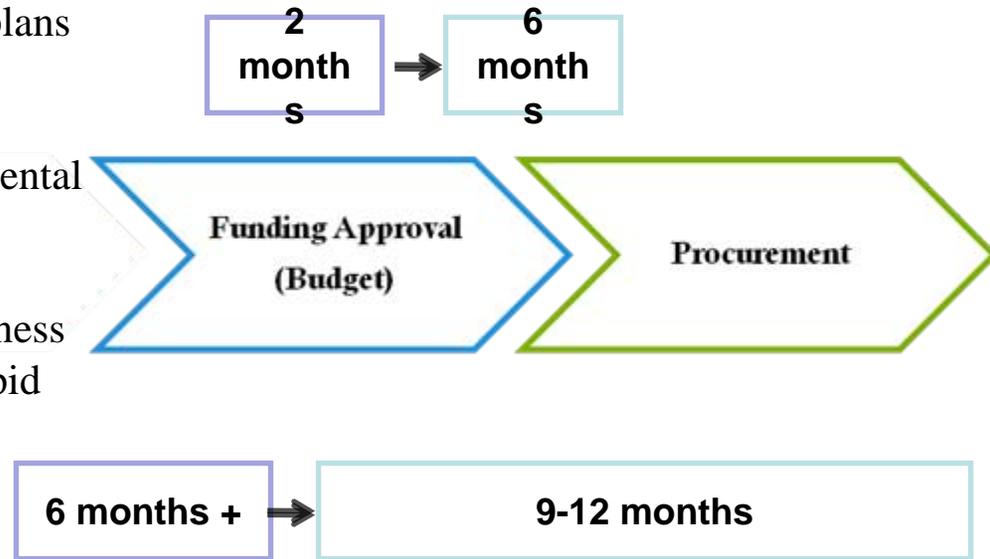
Worst Case – Total Elapsed Time: 26 months

New Timeline

Best Case – Total Elapsed Time: ~10 months

- Projects connected to consolidation plans and multi-agency collaboration can leverage resources across multiple agencies reducing the need for incremental requests for resources.

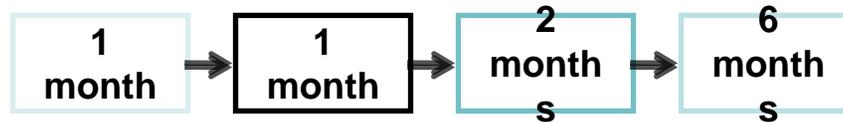
- Embedding IT procurement and business analysts in agencies to assist in the rapid development and acquisition of IT solutions.



Worst Case – Total Elapsed Time: 26 months

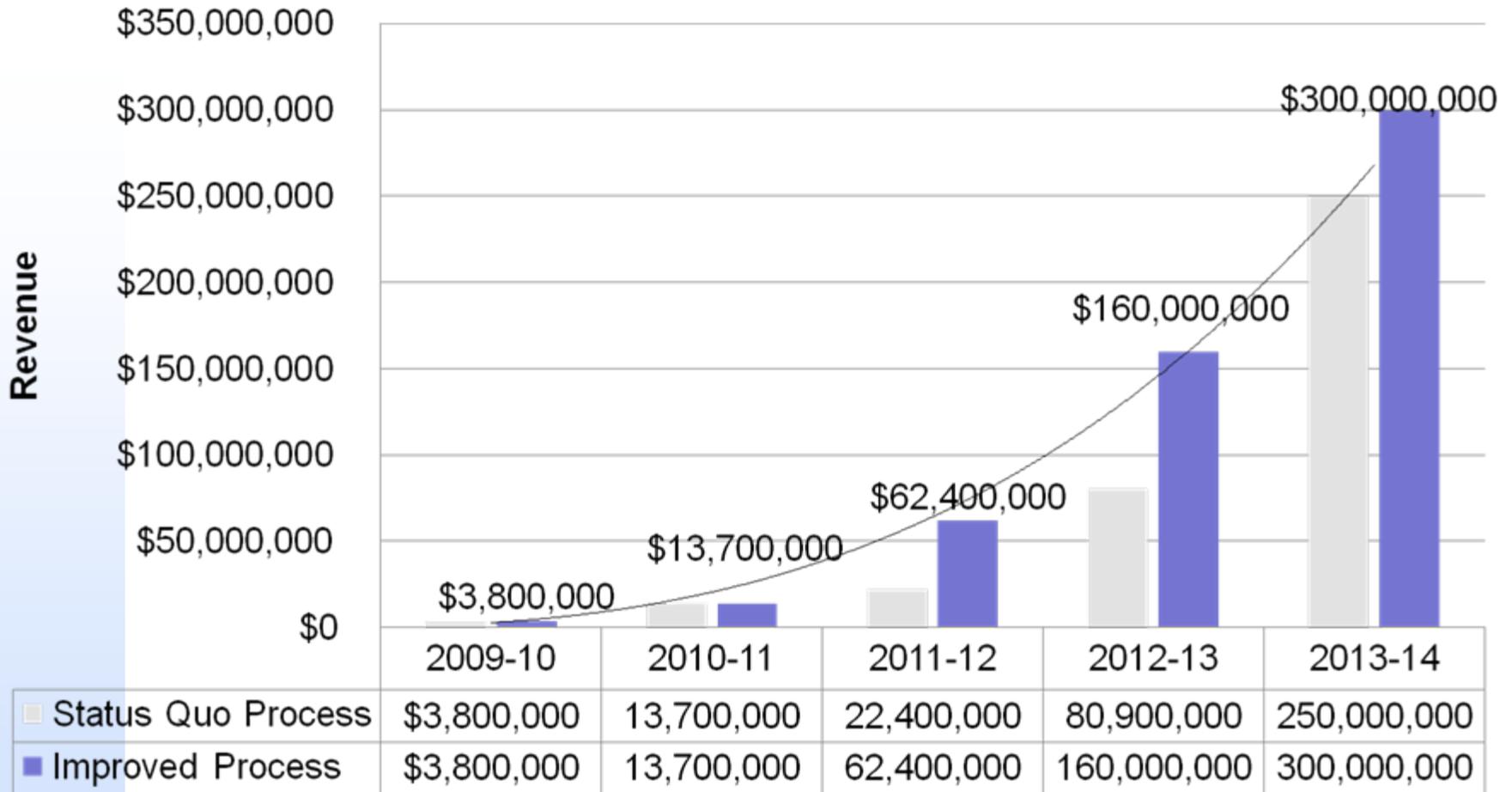
New Timeline

Best Case – Total Elapsed Time: ~10 months



Worst Case – Total Elapsed Time: 26 months

An Improved Procurement Process Accelerates Revenue Collection



Total Benefit = \$169.1 million over 5 years

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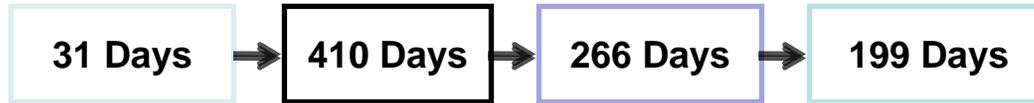
Jim Butler

Chief Procurement Officer
Department of General Services



Procurement Timeline--Current

Elapsed Time: ~29.7 months

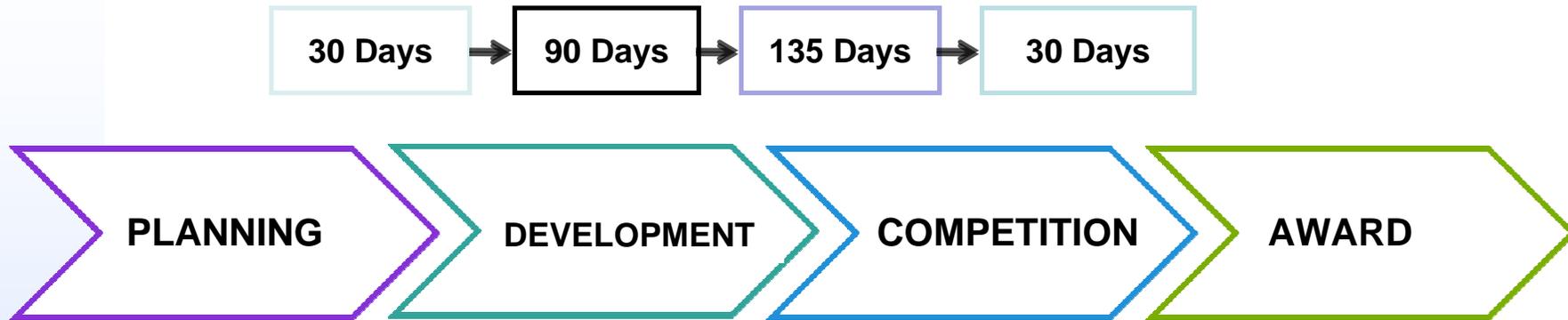


MAJOR CAUSES OF DELAY:

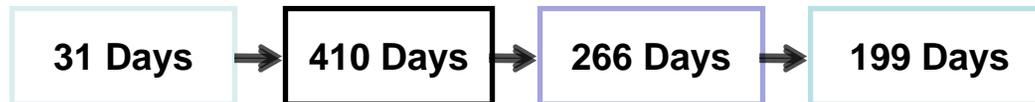
- **Serial Handoffs / Approvals: Agency – PD – OLS – PD – Agency**
- **Inexperienced users often responsible for creating RFP**
- **Extensive re-writes of requirements**
- **Multiple changes to requirements**
- **Extensive review/feedback on drafts required due to low use of negotiations**

Procurement Timeline—New vs. Current

New – Elapsed Time: ~9.3 months



Current – Elapsed Time: ~29.7 months



How Do We Achieve these Process Time Savings?

- **Smaller Request For Proposal (RFP) teams**
- **Requests for Information (RFI)**
- **Accelerated RFP development sessions (“Boot Camp”)**
- **Parallel review process**
- **Early DGS involvement to assist in solicitation development and to educate stakeholders**
- **Proof of concept (“Pilot”) procurement model**

Legislative Changes for Complex IT Procurements

Staged Procurements:

- Amends existing law to allow for the contracting of separate stages of a single procurement

Reduced Contract Withhold:

- Amend existing law to authorize the DGS to withhold a percentage of the contract price based upon the evaluation of risk and not a minimum 10% of contract price as currently required by law

DVBE Contracting:

- Remove Good Faith Effort Requirement to perform DVBE participation requirements

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Questions & Answers

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**Thank you for
coming!**

