

# IT ALL STARTS WITH PROCUREMENT

## How We Can Support Your Procurements

### Company Overview

Government agencies are our focus. We established our firm in the late 1980s to address the high rate of project failures for new information systems. We have since expanded our consulting services beyond the acquisition and oversight of IT systems to other large-scale, high-risk projects around program operations and policy changes.

We understand the challenges you face from changing requirements and regulations, increased demand for services, limited staff, funding uncertainties, and evolving technical environments. We understand that your workload is large and complex. Let us support you and safeguard your procurement success.

### Procurement Support Overview

**Alternatives Analysis and Procurement Strategy Development.** Our alternatives analysis process begins with defensible information about the costs, timelines, and resources you need to achieve your objectives. The result is a clear recommendation that (1) is based on a quantifiable score, (2) aligns with your budget and objectives, and (3) considers multiple qualitative factors.

**Requirements Development.** More than half of system errors precede system design. Specifically, defects often result from omitted, faulty, or misunderstood requirements. We combine extensive requirements research, facilitation experience, and documentation expertise to develop clear and accurate requirements. This approach results in fewer downstream product defects.

**State and Federal Funding Requests.** We develop business case and other documentation for state and federal funding approval. We have extensive experience meeting state budget approval requirements, particularly for health, human services, and transportation programs.

**Requests for Proposal or Requests for Quotes.** We write requests for proposals (RFPs) and requests for quotes to help you acquire vendors for systems, services, or projects. We help you define and

A graphic with a blue background and a white map of the United States in the background. At the top left is the ValuePoint logo with the text 'NASPO ValuePoint SUPPLIER PARTNER'. The main text reads 'We are happy to help.' Below this are two circular headshots of women. The first is Stacey Obrecht, NVP PASS Engagement Officer. The second is Ramona Kramer, Director, NVP PASS Program. At the bottom right is the PublicKnowledge logo and the contact information '1-800-776-4229 | marketing@pubknow.com'.

# PublicKnowledge

communicate your needs in a way that attracts attention and generates competition among the most qualified bidders.

Proposal Evaluation. Once you have received responses to an RFP, we help you manage risks, score costs appropriately, and avoid gaming and protests to make an informed decision. Our proven evaluation approach includes custom scoring sheets for proposals and oral presentations to help you choose the best vendor for your budget and project.

## We Support All Stages



## We Are Here to Help

Contact us to discuss your project. We will arrange a complimentary consultation with one or more of our senior consultants:

[marketing@pubknow.com](mailto:marketing@pubknow.com) or 1-800-776-4229