

Periscope Holdings Presents



Procuring an Electronic Procurement Platform

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Next Page



The Value of eProcurement

Conservative estimates suggest that reform of government procurement practices could **save 5 to 10% of total spending**

Other Benefits Include:

- Increasing efficiencies
- Decreasing risk
- Better managing spend
- Improving transparency
- Enhancing supplier relationships



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Engage Key Personnel & Seek Input

- Upper management – recruit a champion
- Procurement staff
- Procurement users
- Finance/accounting department
- IT department
- Audit department

Start-Up and Visioning

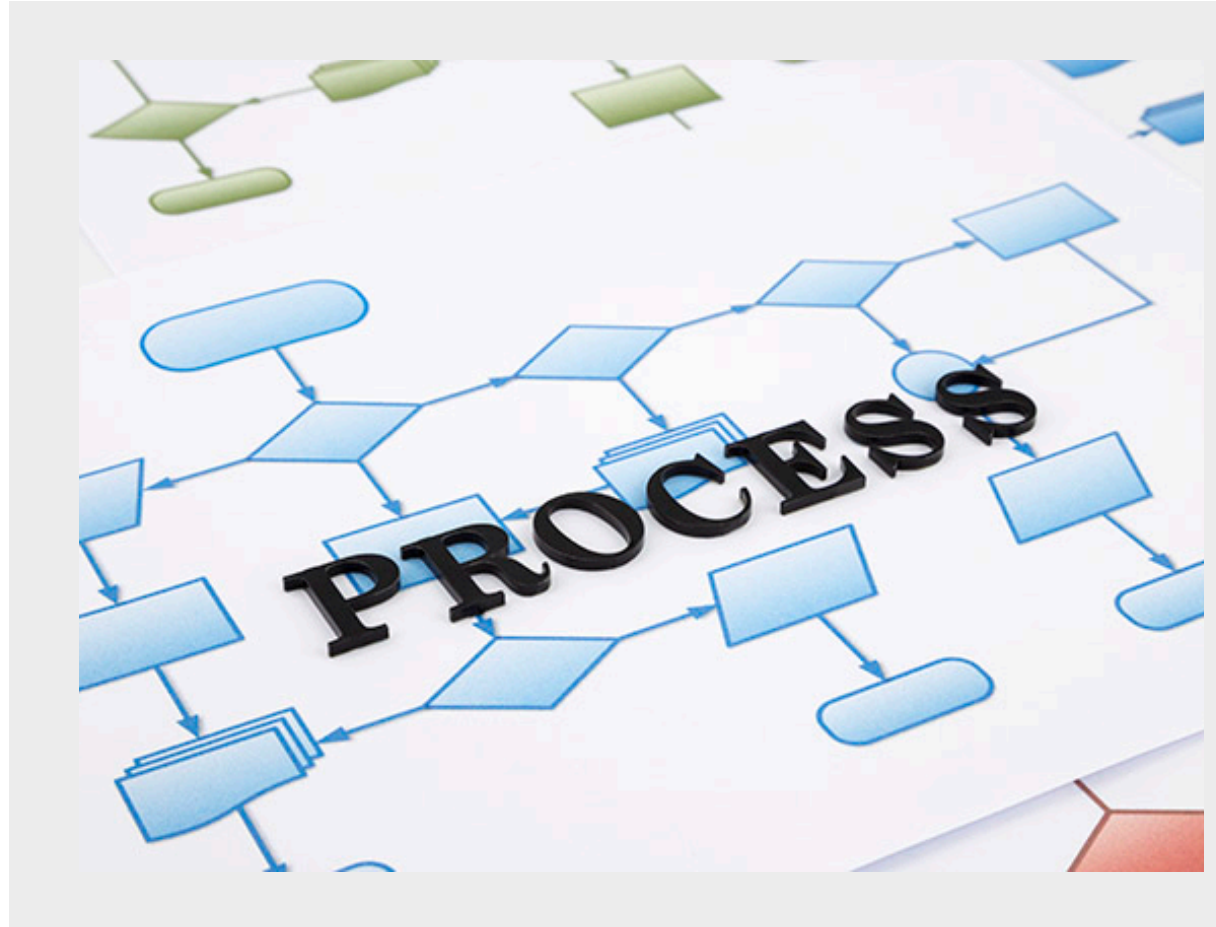
**Validate Business
Goals &
Objectives**

**Establish Project
Management
Structure &
Standards**

**Develop &
Maintain Detailed
Project Plan with a
Timeline**

Document and Analyze “As Is” Business Processes

- Identify the start and end points of the process.
- Identify what's produced by the process
- Identify what's needed to perform the process and where it comes from (e.g. paper, web, fax, etc.)
- Identify who completes each activity
- Place the steps into a flowcharting software program in a swim lane format. (process map)



Develop Business Case

High-level Review of Existing Entity Wide Systems

- Pros & cons of each system
- Functionality not currently provided
- Degree of interfacing/integration across the systems

Determine Alternate Solutions to Evaluate

- Baseline (status-quo)
- Implement e-Procurement functionality

Identify & Analyze Costs, Benefits & Risks

- Consider quantifiable as well as non-quantifiable items
- Identify Risks

Don't Forget the Financials

Perform Financial Analysis

- Quantifiable costs & benefits
- Non-quantifiable costs & benefits

Prepare Business Case Analysis Report

- Executive summary
- Scope & approach
- Analysis of existing ERP systems environment
- Alternative solutions for moving forward
- Detailed discussion of financial analysis & results
- Recommendations & high-level implementation plan

Preparing a Funding Plan

- Determine funding options for consideration
- Develop proposed funding model that is fair & equitable
- Draft budget issue for consideration by project sponsors & governing authority



Executive Briefings & Legislative Testimony Support

Approach used
to complete the
study

Explanation of
each alternative
& related costs,
benefits & risks

High-level
implementation
approach

Funding plan for
the
recommended
solution

How to Effect Successful Change



Begin with the
End in Sight



Communicate
with All Parties



Be Willing to
Compromise



Keep Pursuing

Thank You!

Learn More about eProcurement:

Periscope Holdings

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GSS

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