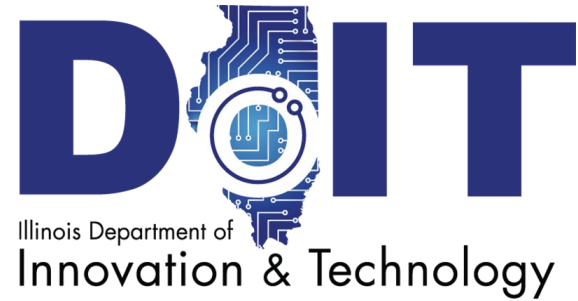


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# IT PROCUREMENT AN INTERACTIVE SESSION

*Van Austin, IL Department of Innovation and Technology*  
November 10, 2022



# DOING BUSINESS WITH DoIT

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# IT PROCUREMENT

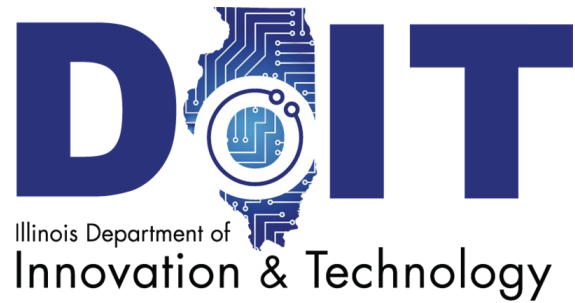
Kind of the same,  
but **MOSTLY** different





# DOING BUSINESS WITH DoIT

SAME	DIFFERENT
Procurement Code	Complexity
Processes	Statewide
Illinois Procurement Gateway (IPG)	T&C's
BidBuy	EULAs
Business Enterprise Program (BEP)	Inter-functionality & Interoperability
Value-Based Purchasing (VBP)	Changing Landscape
	Mostly Intangible



# HOW WE WORK WHAT WE DO

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# ABOUT DoIT

**You do what again?**

*DoIT provides innovation and technology solutions to state agencies to better serve the residents of Illinois.*

- Information Technology
- Telecom/Networking/Connectivity
- Applications/Collaboration/Support
- Security/Data Centers

# WHAT WE DO – HOW WE DO IT

Support

Collaboration

Consulting

Implementation

Platforms

Hardware

Cloud

Data

Applications

Enterprise

Data Centers

VoIP

Cell Phones

Construction

Services

Networking

Innovations

Technology



# WHAT WE DO – HOW WE DO IT

- Our Mission is Broad, Are You Surprised by the Variety?
- What do You Think of When You Hear DoIT?
- What Are Other Government Agencies Doing Better?
  - How can we better support our stakeholders?





# WHAT CAN VENDORS DO NOW?

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# PLANNING

**Scouts Motto: Be Prepared!**

- Develop Your Team
- Develop Your Skills
- Establish Your Strategy and Expectations
- Register, Follow, Network
- Join the Team!

# WHAT CAN VENDORS DO NOW?

## NETWORK

- Primes
- BEPs
- VBPs

## PARTNER

- Software Publisher to Become an Authorized Reseller

## CERTIFY

- Get Certified as a Service Provider

## REVIEW

- Review and Understand IL Needs, Responsibilities, T&Cs and EULA

## FOLLOW

- Follow the IL Buying Guide, BidBuy, DoIT Website & Social Media



# WHAT CAN VENDORS DO NOW?

- How Can We Help Your Journey?
  - Networking?
  - Hosting Training Classes?
  - Additional Channels?



# WHAT'S COMING UP?

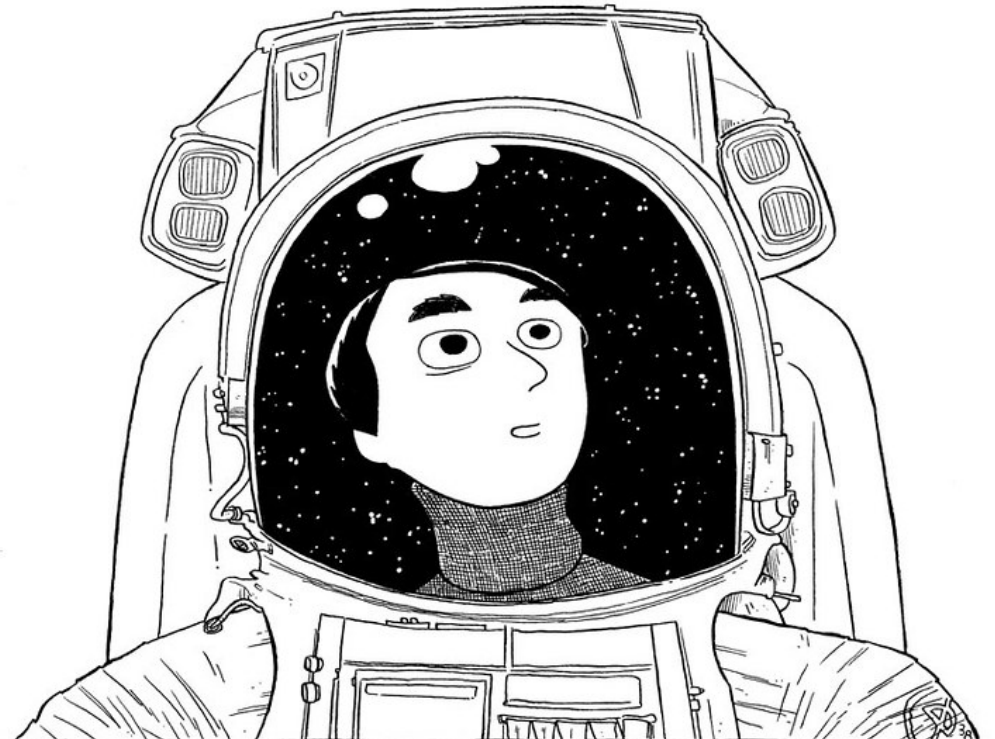
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# SAGAN EFFECT

**A Sagan!**

**Thanks, Carl, For The Fun UOM**

- Getting Into Our Heads
- A Peak Into the Q4 2022 IL Buying Plan





# WHAT'S COMING UP?

## Short Term: Tactical

- More Contracts in General
- More Masters & JPMCs
- More Cooperatives & GSA When Applicable

## Long Term: Strategic

- More Specific Unit and Use Base
- Risk Reduction & Future Proofing
- More Dynamic Contracts vs. Static

# WHAT'S COMING UP?



---

Technology Operations Professional Services “TOPS”

---

Platform Specific IT Services

---

Network Services

---

Wireless Services

---

PC Equipment and Maintenance

---

Applications



# What Coming Up?

- How Can We Buy Better?
  - Highest Discount/Lowest Unit Price
- How Can We Improve Our Solicitations?
- How Can We Improve Agency/Vendor Collaboration?
- How Can We Improve The Overall Process?





**EXCITING  
TIMES AHEAD!**

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# IT'S A BALANCING ACT

**Balancing Stakeholder Needs &  
Operations**

- Progress
- Transition
- Transformation
- Metamorphosis
- Adaption
- Evolution

# EXCITING TIMES AHEAD!



## VISIBILITY

- Contract Lifecycle Management – Contract & Supplier Management

## PORTFOLIOS

- Dedicated Teams and Contacts – Templates / Consistency

## INCREASED COMMUNICATIONS/SERVICE

- Product & Service Catalog

## TIMELINESS – REDUCED TOUCH POINTS

## TRAINING – PROFESSIONALISM



# Exciting Times Ahead!

- If You Got to Build A Procurement Operation – What Would You Do?
  - What Topic Would You Solve First?
  - What's The Timeline/Cost/Impact/Required Resources?
  - Who's The Target Audience/Stakeholder?
- What's The Best Procurement Advice You've Received?



# WHAT TO EXPECT



# REPUTATION IS EVERYTHING

**Building a  
Reputation of Success**

- It's Complicated
- But, Rewarding
- Come Prepared
- Surpass Expectations
- Deliver Excellence
- Go The Distance



# WHAT TO EXPECT

“SLOW IS SMOOTH AND SMOOTH IS FAST”

Building Client Agency Trust & Developing  
More Complete Contracts

Complexity Is The New Normal  
More Rewarding

MORE COLLABORATION WITH VENDOR COMMUNITY

COMPLETE MORE OF THE PROCESS UP-FRONT

Reduce Avoidable Delays & Increase Operational Efficiencies

# WHAT TO EXPECT

## SET EXPECTATIONS & MEASURE PERFORMANCE

- Expect More Reporting – To Measure Success
- Capture Value Add More Complete Data

## SERVICE LEVEL AGREEMENTS

- Reward Excellence
- Hold Mediocrity Accountable

## CONTINUE TO DELIVER INTO THE FUTURE

- See The Fruit Of Your Efforts

# What To Expect

- Can You See The Vision?
- What Do You Think Is Missing?
- Have You Seen IT Procurement Done Better?





QUESTIONS?



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**THANK YOU**

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