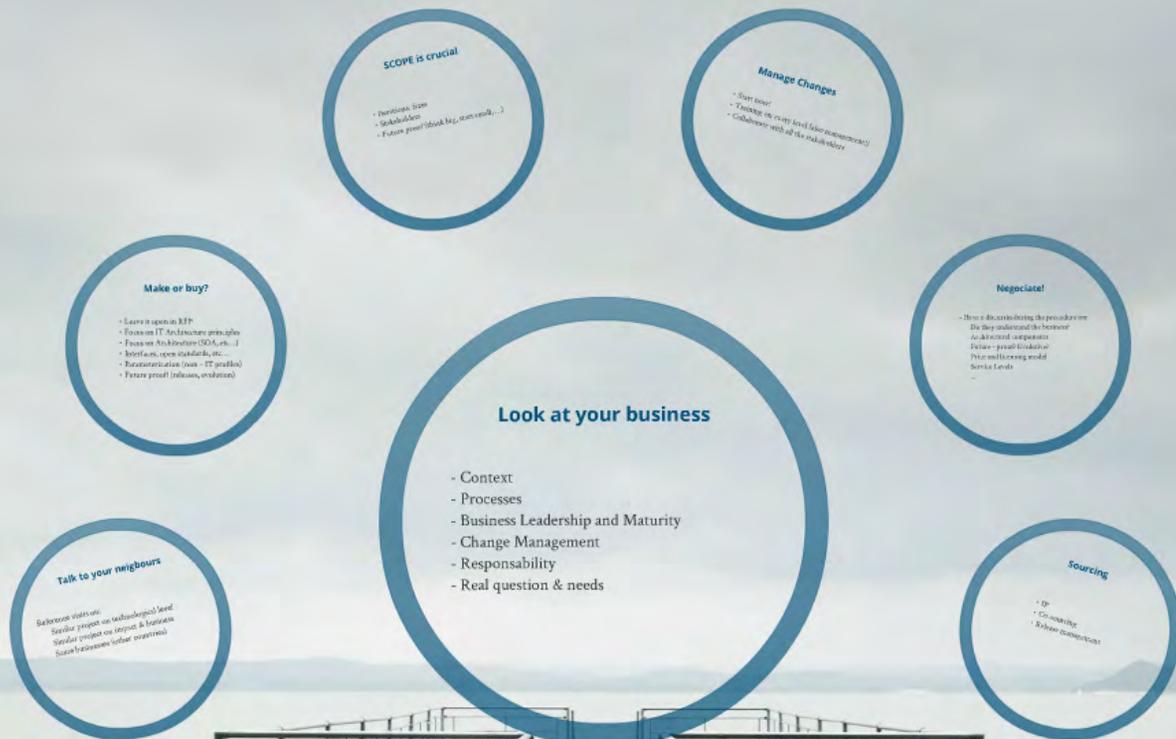


# RFP for Offender Management System

## 6 lessons learned



# RFP for Offender Management System

## 6 lessons learned

### SCOPE is crucial

- Functional items
- Stakeholders
- Future proof (think big, start small, ...)

### Manage Changes

- Start small!
- Think up, not down (later adjustments)
- Collaborate with all the stakeholders

### Make or buy?

- Learn it open in RFP
- Focus on IT Architecture principles
- Focus on Architecture (SOA, etc...)
- Interfaces, open standards, etc...
- Parameterisation (open - IT and/or)
- Prove it! (pilots, prototypes)

### Negotiate!

- Have a discussion during the procurement
- Do they understand the business?
- Architectural components
- Future - proof (flexible)
- Price and licensing model
- Service Levels

### Look at your business

- Context
- Processes
- Business Leadership and Maturity
- Change Management
- Responsibility
- Real question & needs

### Talk to your neighbours

- Reference visits are
- Standard projects on technological level
- Similar projects on project & business
- Same business, but later construction

### Sourcing

- IP
- Co-sourcing
- Release responsibility

## **Look at your business**

- Context
- Processes
- Business Leadership and Maturity
- Change Management
- Responsibility
- Real question & needs

## **Talk to your neighbours**

Reference visits on:

Similar project on technological level

Similar project on impact & business

Same businesses (other countries)

## Make or buy?

- Leave it open in RFP
- Focus on IT Architecture principles
- Focus on Architecture (SOA, etc...)
- Interfaces, open standards, etc...
- Parameterization (non – IT profiles)
- Future proof! (releases, evolution)

## **SCOPE is crucial**

- Iterations, fazes
- Stakeholders
- Future proof (think big, start small, ...)

# Sourcing

- IP
- Co-sourcing
- Release management

## **Manage Changes**

- Start now!
- Training on every level (also management!)
- Collaborate with all the stakeholders

## **Negotiate!**

- Have a discussion during the procedure on:
  - Do they understand the business?
  - Architectural components
  - Future - proof? Evolutive?
  - Price and licensing model
  - Service Levels
  - ...