RFP for Offender Management System

6 lessons learned

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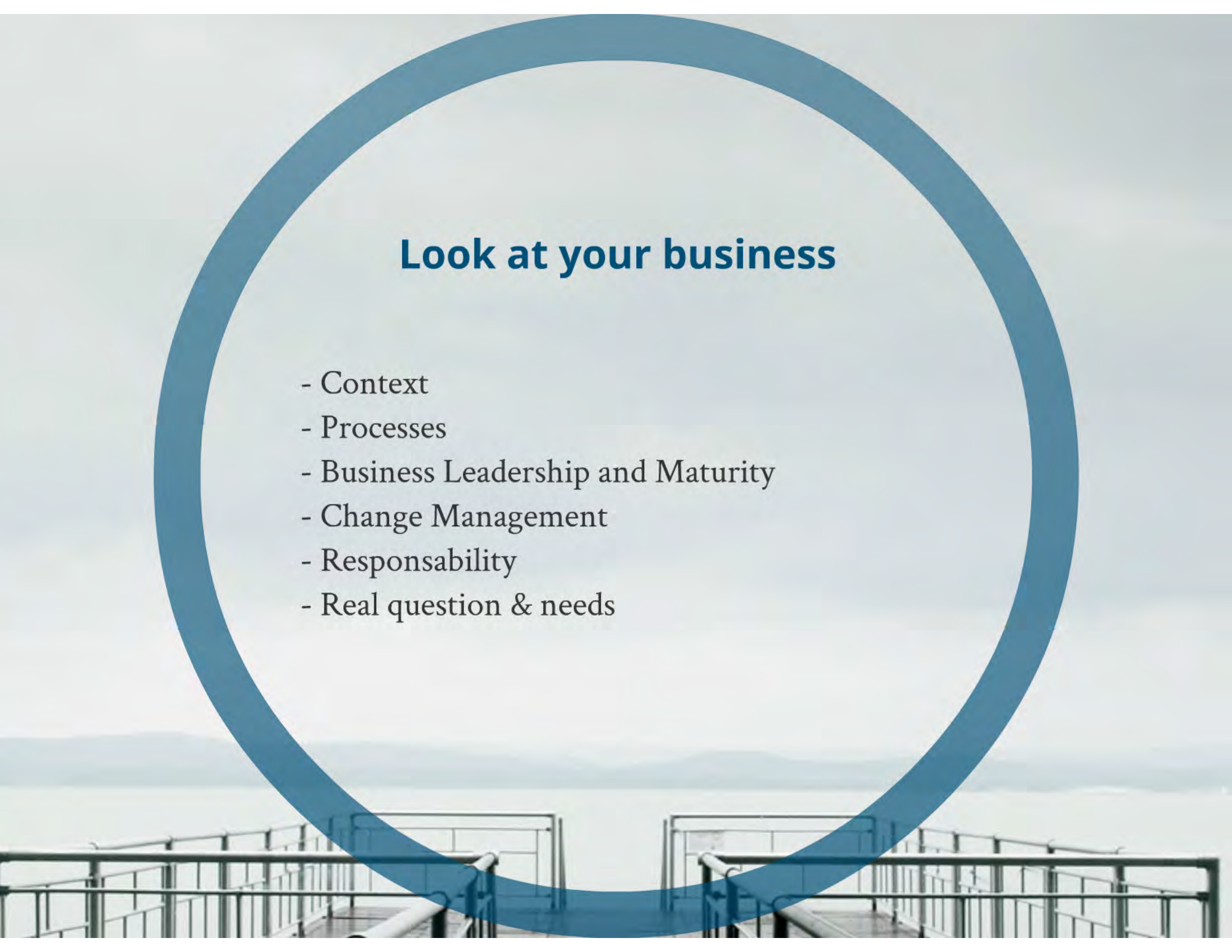
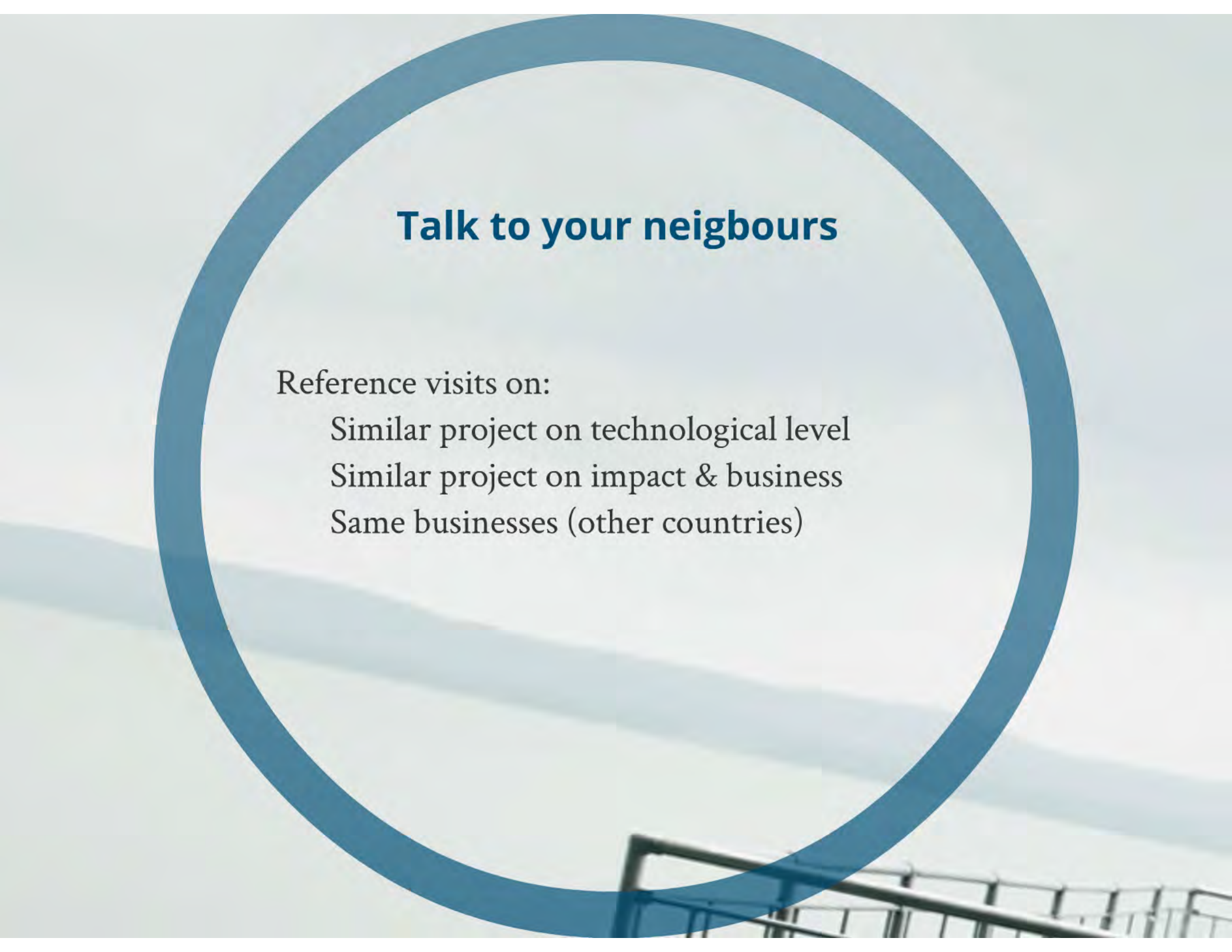

Look at your business
- Context
- Processes
- Business Leadership and Maturity
- Change Management
- Responsability
- Real question & needs



Talk to your neigbours

Reference visits on:

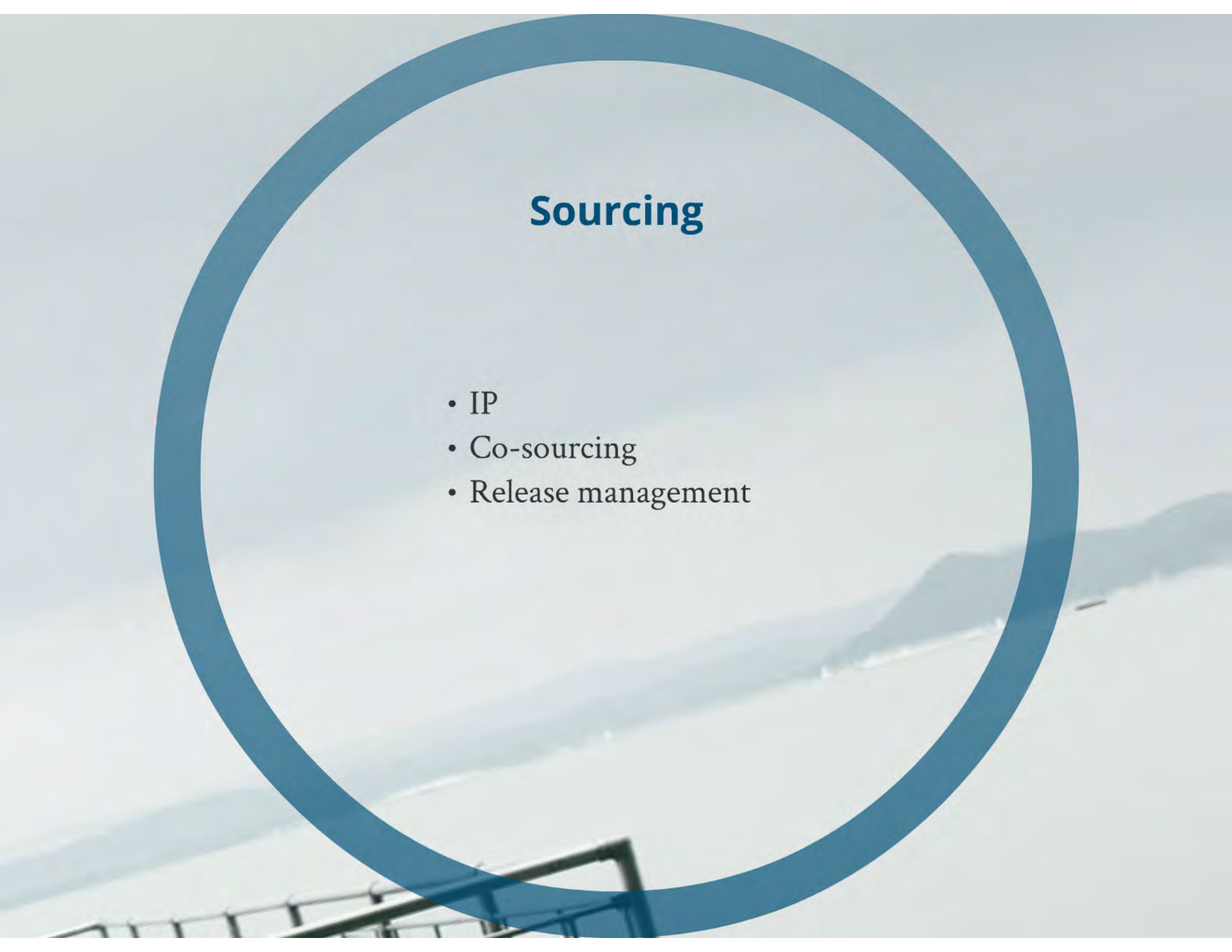
- Similar project on technological level
- Similar project on impact & business
- Same businesses (other countries)

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

Negociate!

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