



One Washington Program
Strategic Partner Selection

Vendor Day

October 18, 2016



Purpose and Table of Contents

Purpose:

To provide the vendor community with an overview of the One Washington program, details of the upcoming Competitive Procurement (CP) process and allow for questions and feedback.

Table of Contents:

- One Washington Program
- Strategic Partner Relationship
- Vendor Questions



One Washington Program

One Washington Program – Strategic Vision



OFM Strategic Vision:

Better information. Better decisions.
Better government. Better Washington.

One Washington aligns with OFM's strategic vision to improve access to data through transformation of business processes and modernization of enterprise systems.

One Washington Program – Enterprise Systems



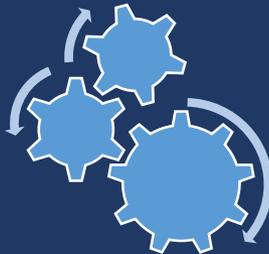
One Washington is a long-term (possibly as long as ten years) business transformation effort of business processes that are common across state government.

One Washington Enterprise Systems

Financials



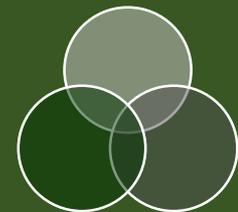
Procurement



Budgeting



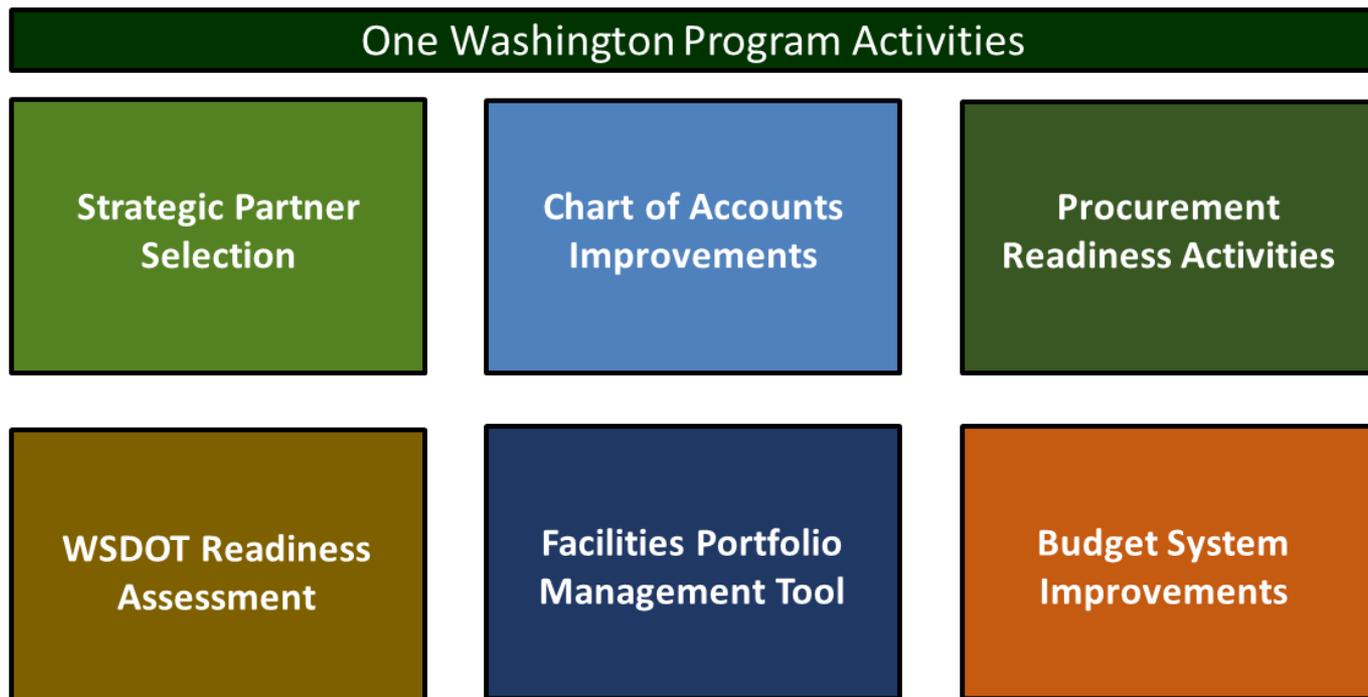
Human Resources



One Washington Program— Work Streams



One Washington's current efforts are divided into six work streams.



Strategic Partner Selection

- **Typical Approach**

- Choose a software or system, then choose an implementer

- **Our Approach**

- Choose a Strategic Partner/Implementer to assist us with the planning, phasing and structuring of our implementations to achieve in incremental, fundable amounts.

- Strategic Partner will be a long term relationship over many incremental projects/phases

Orientation - Process Background

Strategic Partner Selection Process within One Washington:

The Strategic Partner (SP) selection process within the One Washington program seeks to identify, select and contract with a qualified vendor who has experience with systems integration and implementation to assist in the replacement and transformation of existing processes and systems in order to improve access to decision making data.

Advantages of the SP approach include:

- Focuses efforts on incremental, implementable business transformations
- Promotes flexibility, agility and “pay as you go” implementation



SP Relationship – Responsibilities of the Parties

State of Washington

- Governance and leadership
- Subject matter experts
- Software selection and requirements definition
- Acceptance testing
- Staffing for state responsibilities (e.g. UAT)

Project Management Support

- Support One Washington decision making
- Track progress, risks and issues

Strategic Partner

- Provide access to appropriate staff with skills & experience
- Contribute lessons learned and experience from prior clients
- Complete agreed upon statements of work

Software Solution Provider

- Provide software and appropriate support

Note: These responsibilities are illustrative and not exhaustive



Strategic Partner (SP) Relationship

Strategic Partner – Relationship

One Washington seeks a long term, committed partner who will invest in creating and sustaining a strategic relationship

Partnership

- Consistent leadership and staffing
- Efforts and success viewed holistically
- Ability to weather difficult situations and potential funding challenges



Minimum Qualifications

- Industry leader
- Large practice dedicated to public sector
- Experience with statewide implementations of at least ten departments or agencies

Strategic Partner – Qualifications



Minimum Qualifications:

- Industry leader of implementation and integration services
- Large practice dedicated to public sector
- Experience with statewide implementations of at least ten departments or agencies



Additional Qualifications:

- Capabilities beyond implementation including, but not limited to: strategic planning, business process redesign, change management, data conversion, testing, etc.
- Proficient across available technologies including, but not limited to: Advantage, PeopleSoft, SAP, Workday, best of breed solutions or other ERP technology.
- Software development life cycle experience including, but not limited to: assessment, recommendation, planning, implementation and stabilization.

Strategic Partner – Scope of Services



Potential Activities

- | | |
|--|--|
| <ul style="list-style-type: none">• Technology strategy & planning• Assessment and recommendations• Business process reengineering• Benefits realization• Change management• Infrastructure planning & implementation• Business continuity/disaster recovery• Data security | <ul style="list-style-type: none">• Implementation & integration• Interfaces & integration• Data conversion & retention• Business intelligence & data warehousing• Document management• Testing and remediation• Training• Stabilization activities |
|--|--|

Note: This is not an exhaustive list

SP Relationship – Relationship Agreement

- Umbrella agreement
 - Primary procurement for services
 - Overarching terms and conditions (T&Cs)
 - Addresses framework and T&Cs for distinct phases
 - Effectively places SP vendor on retainer for in scope services
- Statements of Work
 - Defines scope for completion under terms of the Umbrella Agreement
 - Discrete efforts with timelines, deliverables and fixed fee pricing
 - Funding and payments associated with statements of work
 - Negotiated hours and calculated from the Rate Card

SP Relationship – Annual Independent Relationship Review

- Independent vendor to conduct reviews
- Identify lessons learned, best practices and recommendations
- Facilitate a healthy, mutually beneficial long-term relationship
- Separate from Quality Assurance (QA)

SP Relationship – Pricing

- Pricing will be an evaluation component
- Ten year rate card
- ***Not to exceed rate*** per experience level
- Escalations for inflation allowed
- Statement of Work pricing will use rate card
- Fixed fee/deliverable based pricing

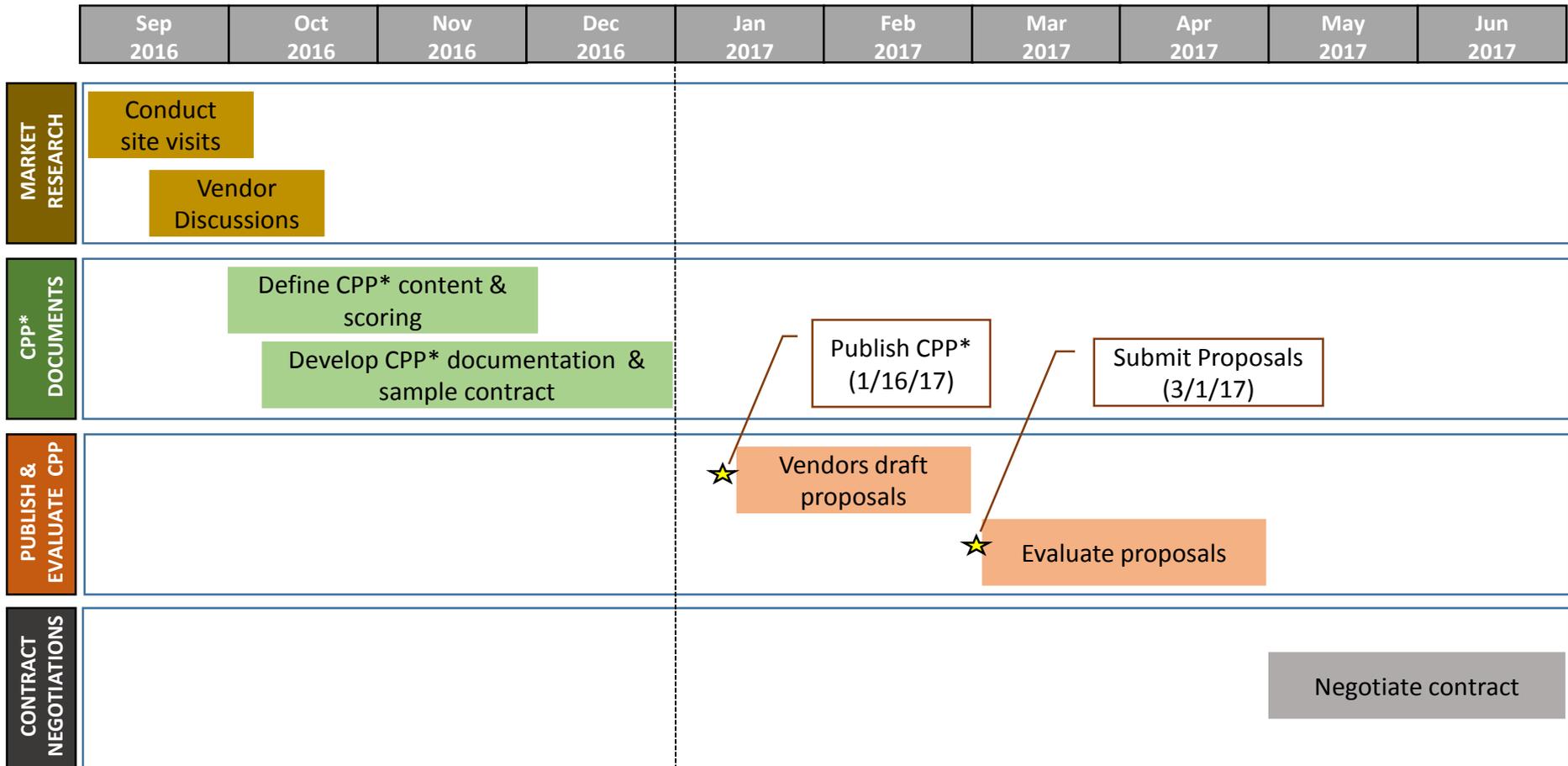
Sample Rate Card Not to Exceed Rates				
Level	Year 1	Year 2	Year 3	Etc.
Leadership	\$\$\$	\$\$\$ +	\$\$\$ ++	-
Senior	\$\$\$	\$\$\$ +	\$\$\$ ++	-
Experienced	\$\$	\$\$ +	\$\$ ++	-
Junior	\$	\$ +	\$ ++	-

SP Relationship – Terms and Conditions

- Subcontractors
- Tools and solutions
- Warranties
- Timelines
- Staffing
- Terms and extensions
- Other vendors

Note: List is for discussion purposes and not exhaustive of final T&Cs

Orientation – Procurement Timeline



* CPP = Competitive Procurement Process



Vendor Questions