



Virginia Information Technologies Agency

Project Kickoff

Presenter

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Wednesday, February 4, 2015





Project Mission

- Assess and recommend a next generation sourcing strategy for the Commonwealth
- Create advocates and conditions for change
- The journey is the strategy



Program Activities

1. Build stakeholder teams
2. Interview and survey agencies
3. Perform cost analysis
4. Perform needs assessment
5. Validate findings with stakeholder teams
6. Review contractual rights
7. Provide strategic recommendations

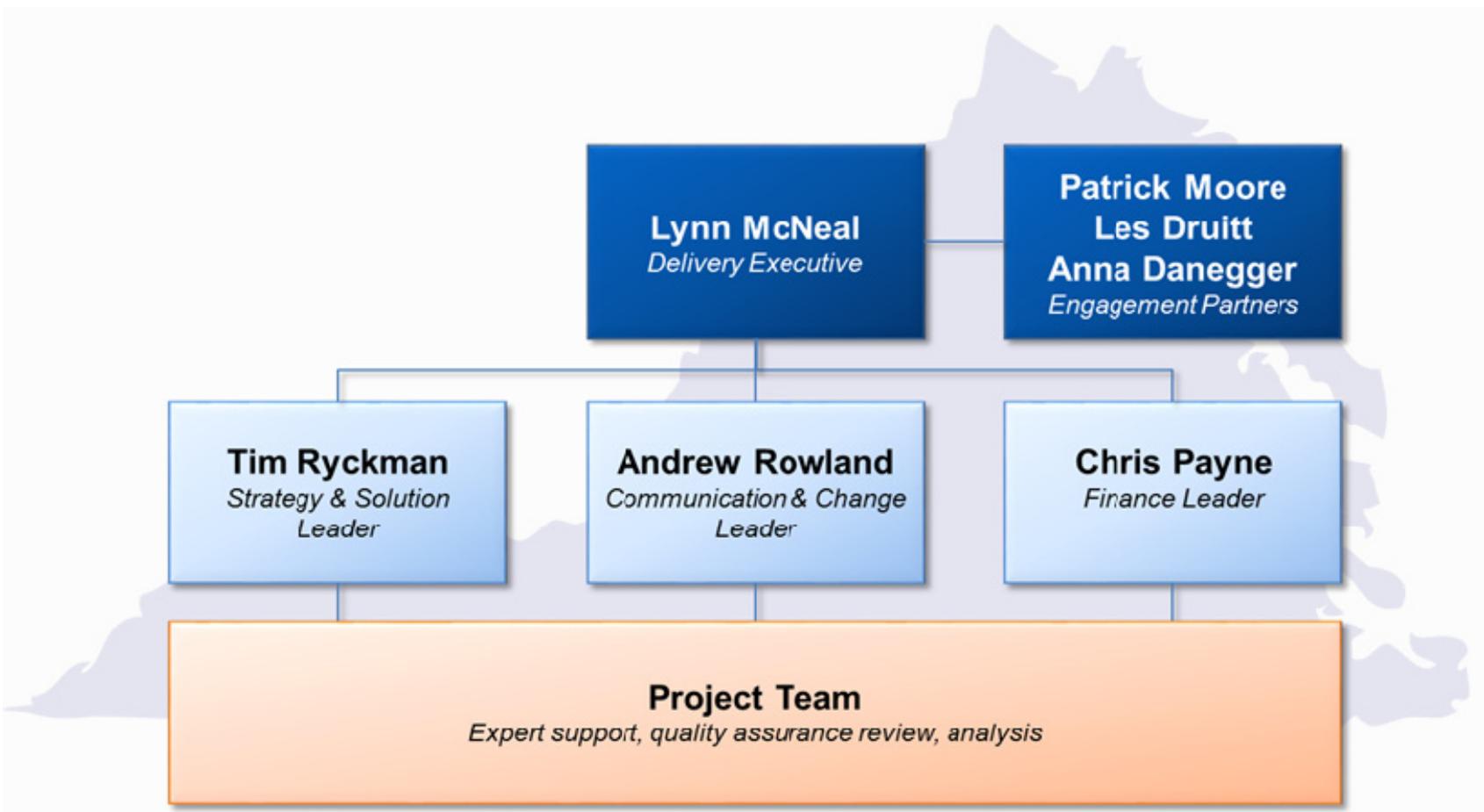


Integrus Applied Team

- Comprised of seasoned strategy & sourcing advisors
- Brings extensive experience in Texas and Georgia
- Sees the challenge from multiple perspectives
- Leverages the capabilities of a global team
- We have walked in your shoes



Integrus Applied Team





Integrus Applied Approach

- Collaborate with Agencies and Policy Makers
- Recognize agency business requirements and customer service needs
- Create buy in for options and the need for change
- Balance agency needs with enterprise requirements
- Develop forums for ongoing dialogue and feedback

"Only an iterative engagement model that solicits feedback and engages participation at each step will produce the right outcomes for the Commonwealth"



VITA Project Timeline

Phase 1

Identify or validate issues, assess cost, interview stakeholders, develop strategy.

Assess and Recommend

Phase 2

Define detailed project plan, identify risks, build agency engagement model.

Plan Project

Phase 3

Begin building the platform for the future state operating model, which may include realigning or replacing scope.

Disentanglement and Transition

Q1 '15

Q2 '15

Q3 '15

Q4 '15

Q1 16

Q2 16

2017

2018

2019

Building a fact-based, market-proven, and customer-engaged strategy.



VITA Project Timeline: Phase 1

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Identify or validate issues, assess cost, interview stakeholders, develop strategy.

Phase 2

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Phase 3

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Assess and Recommend

Plan Project

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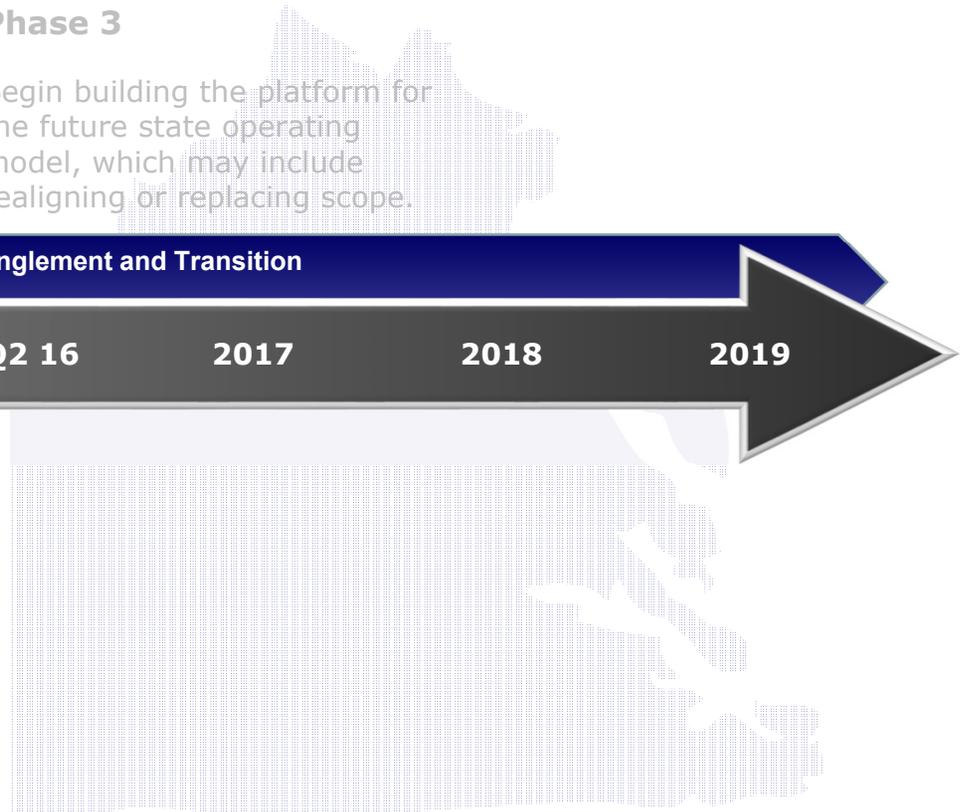
2017

2018

2019

Key Components:

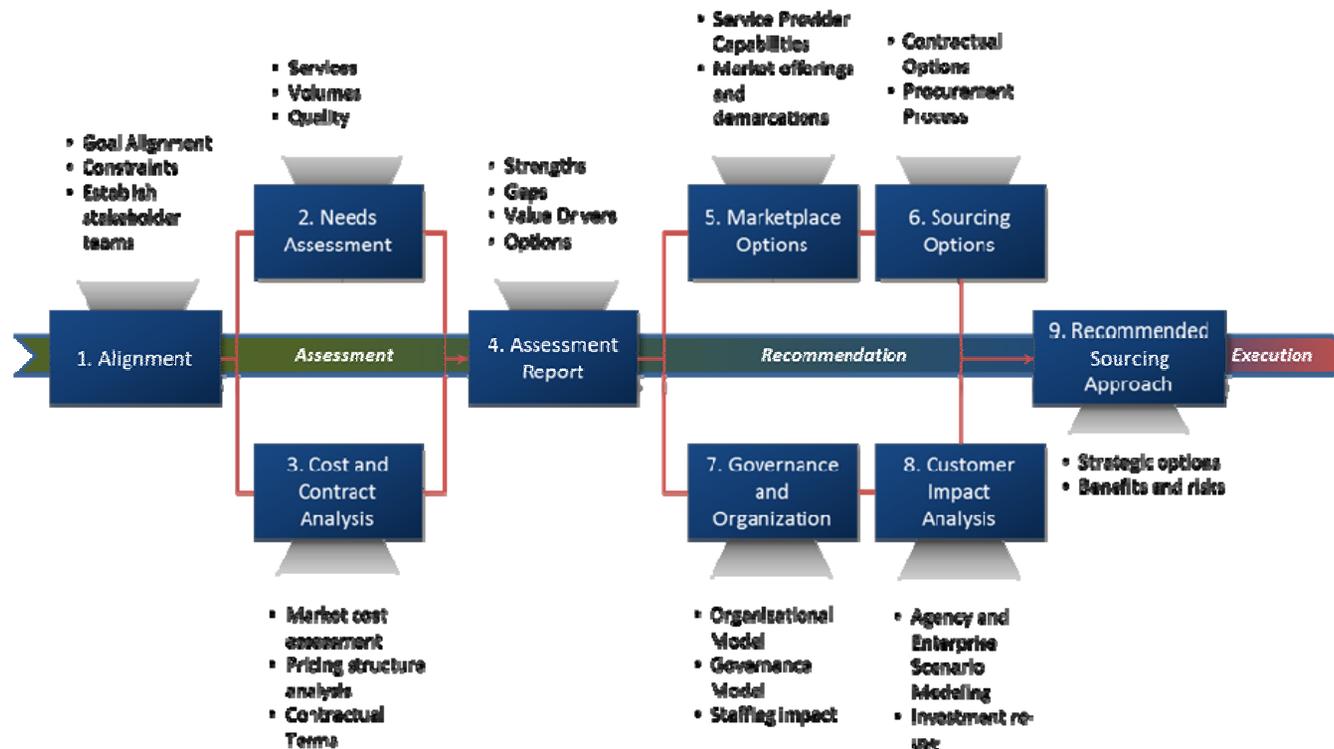
- Build stakeholder teams: VITA, Agencies, Incumbent Provider, Legislators, etc.
- Interview and survey agencies
- Perform cost analysis
- Perform needs assessment
- Validate findings cyclically with stakeholder teams during the process
- Review contractual rights
- Provide strategic recommendations





Our Approach

- Assessment and Recommendation phases set the tone with agencies and other stakeholders.





Work Has Begun

	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30	4/6	4/13	4/20
Primary Activities	Wk 1	Wk 2	Wk 3	Wk 4	Wk 5	Wk 6	Wk 7	Wk 8	Wk 9	Wk 10	Wk 11	Wk 12
1. Alignment and Communication <i>(section includes Assessment and Report Deliverables)</i>												
1A. Project Kickoff Meeting												
1B Needs Assessment Project Plan												
1C. Communications Plan												
1D. Project Management Plan												
2. Cost and Contract Analysis												
2A. Pricing Structure Analysis												
2B. Contractual Ts&Cs Review												
3. Needs Assessment												
3A. Interview schedule and interview guide (with agency profiles)												
3B. Agency, key stakeholder and policymaker interviews (ongoing - scheduling TBD)												
3C. Interim agency and stakeholder assessment reports												
5. Marketplace Option Evaluation												
5A. Market Testing Plan												



What to Expect

- Stakeholder angst/concern/resistance
- More communications than planned
- Tradeoffs
- Expect surprises/problems; turn them into opportunities



Next Steps

- Program is underway
- You will likely be asked to participate
- Communications have started



Virginia Information Technologies Agency



Q&A

Questions & Discussion