Sprite Procurement Symposium

ASSIST

A self-managed approach to procurement improvement

Tomas Schweigert (SQS)

tomas.schweigert@sqs.de

http://www.sqs.de

Content

ASSIST Benefits

Elements of ASSIST train the trainer

TOOL DEMO

Elements of ASSIST Improvement

ASSIST Frame Conditions

Changing the focus to procurement processes

The relevance of procurement grows

Lessons to be learned

SPRITE-S[2]
Project 97/501160

Lessons to be learned

⇨ **Procurement of IT-systems becomes as important as development**

⇨ **Improvement of procurement processes is as important as the improvement of development processes**

⇨ **Assist covers the needs of improving the IT procurement processes for all types and sizes of enterprises**

The relevance of procurement grows

⇨ **In the future integrated IT environments cover build and self developed components**

⇨ **Standard software, class libraries and outsourcing are keywords of a trend creating a new powerful focus to IT procurement**

⇨ **Buying components which dont meet the business needs or are not integrateble into the IT-environment means loss of time marketpower and money**

⇨ **Improving IT procurement processes becomes a strategic manegement task**

Changing the focus to procurement processes

⇨ **Building integrated IT environments needs a focus on an integrated softwaremanagement process**

⇨ **In the last years process improvement had a strong view to development processses**

⇨ **ISO 9000, Spice and Bootstrap have a clear focus on development. Procurement purposes are mostly recognised as subcontractor management**

⇨ **Companies have to change their focus to the improvement of their procurement processes**

⇨ **ASSIST covers the neeeds of improving the software procurement processes for all types of companies**

ASSIST Frame Conditions

Project Challenge

Provide users with practical training and improvement advice for procurement best practice

– Must be specific to the users situation

– Users must be able to implement on their own

– Needs to be based on proven principles and practices

– Modest time commitment

ASSIST ANCHORS IN SPRITE

⇨ **Based on PULSE model,**

⇨ **Based on VALIDATE Best Practices**

⇨

Elements of ASSIST Improvement

Company Goals

Procurement Preparation

Optimised Procurement Process

Purchase and Delivery

Management and Organisation

Procurement Preparation

⇨ **Define the business needs**

⇨ **Establish a procurement plan**

⇨ **Procure open systems**

⇨ **Establish feasibility of solutions**

⇨ **Conduct Cost/Performance analysis**

⇨ **Analyse and manage risk**

⇨ **Implement a tendering process**

Purchase and Delivery

⇨ **Require supporting supplier deliverables**

⇨ **Utilise a product selection process**

⇨ **Evaluate supplier's capabilities**

⇨ **Control contract changes**

⇨ **Conduct quality assurance and supplier verification**

⇨ **Perform value for money analysis**

⇨ **Manage post implementation**

⇨

Management and Organisation

⇨ **Manage supplier relations**

⇨ **Establish a standard procurement procedure**

⇨ **Establish formal procurement teams**

⇨ **Organise training and transition**

⇨ **Document and reuse procurement information**

⇨ **Improve the people factors**
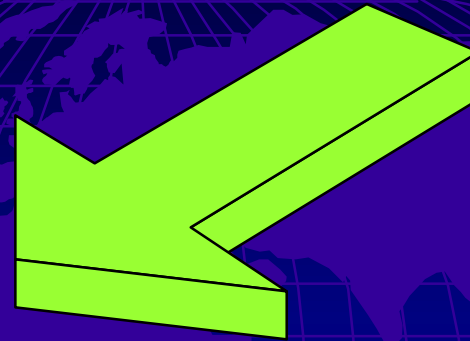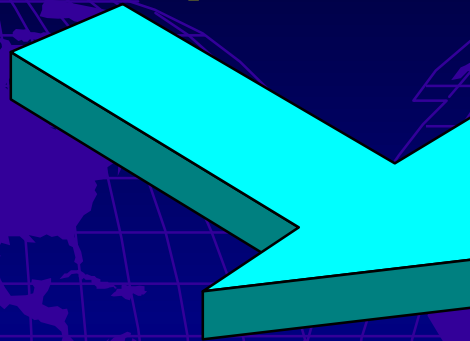
⇨ **Establish formal tracking systems**

⇨

Self-Assessment Tool Demo

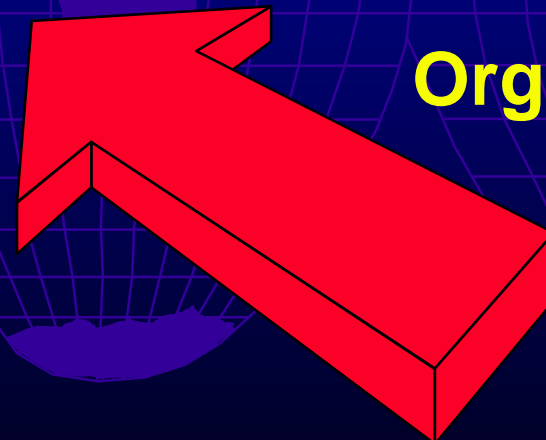# Elements of ASSIST train the trainer

Assist templates

Assist view foils

Trainers competence

Train the trainer Workshop
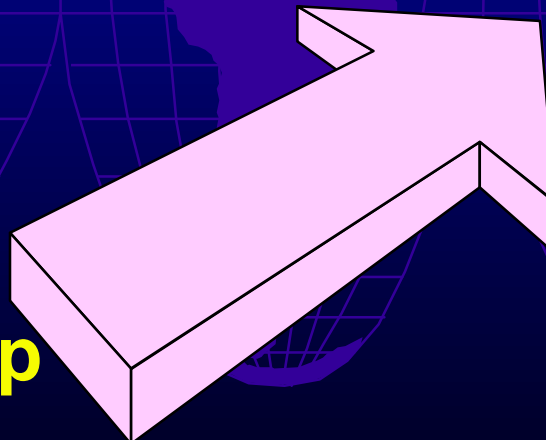
Organisational frame ASSIST Workshop
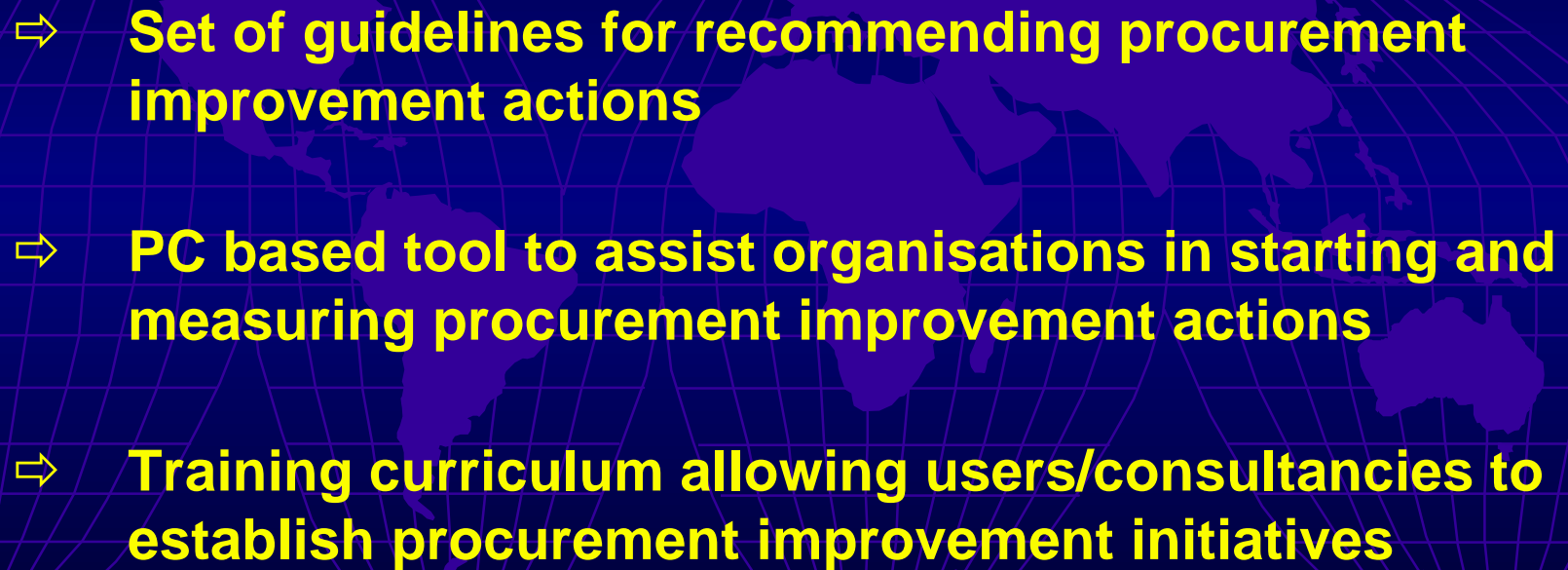
ASSIST Benefits

⇨ **Set of guidelines for recommending procurement improvement actions**

⇨ **PC based tool to assist organisations in starting and measuring procurement improvement actions**

⇨ **Training curriculum allowing users/consultancies to establish procurement improvement initiatives**

End

⇨ **Questions from the Audience**

SPRITE-S^2
Project 97/501160