

# How We Can Support Your Procurements



**PUBLIC  
KNOWLEDGE®**  
 YOUR CATALYST FOR POSITIVE OUTCOMES

## Company Overview

Government agencies are our focus. We were established in the late 1980's to address the high rate of project failures for new information systems. We have since expanded our consulting services beyond the acquisition and oversight of IT systems to other large-scale, high-risk projects around program operations and policy changes.

We understand the challenges you face from changing requirements and regulations, increased demand for services, limited staff, funding uncertainties, and evolving technical environments. We understand that your workload is large and complex. Let us support you and safeguard your procurements success.

## Procurement Support Overview

### Alternatives Analysis and Procurement Strategy Development.

Our alternatives analysis process begins with defensible information about the costs, timelines, and resources needed to achieve your objectives. The result is a clear recommendation that (1) is based on a quantifiable score, (2) aligns with your budget and objectives, and (3) considers multiple qualitative factors.

### Requirements Development.

More than half of system errors precede system design. Specifically, defects often result from omitted, faulty, or misunderstood requirements. We combine extensive requirements research, facilitation experience, and documentation expertise to develop clear and accurate requirements. This approach results in fewer downstream product defects.

### State and Federal Funding Requests.

We develop business case or funding request documentation for state and federal funding approval. We have extensive experience meeting state budget approval requirements, particularly for health, human services, and transportation programs.

### Requests for Proposals or Requests for Quotes.

We write requests for proposals and requests for quotes to help you acquire vendors for outsourced systems, services, or projects. We help you define and communicate your needs in a way that attracts attention and generates competition among the most qualified bidders.

### Evaluation.

Once you have received responses to an RFP, we help you manage risks, score costs appropriately, and avoid gaming and protests to make an informed decision. Our proven evaluation approach includes custom scoring sheets for proposals and oral presentations to help you choose the best vendor for your budget and project.