

Tap into an easier commute. Tap into



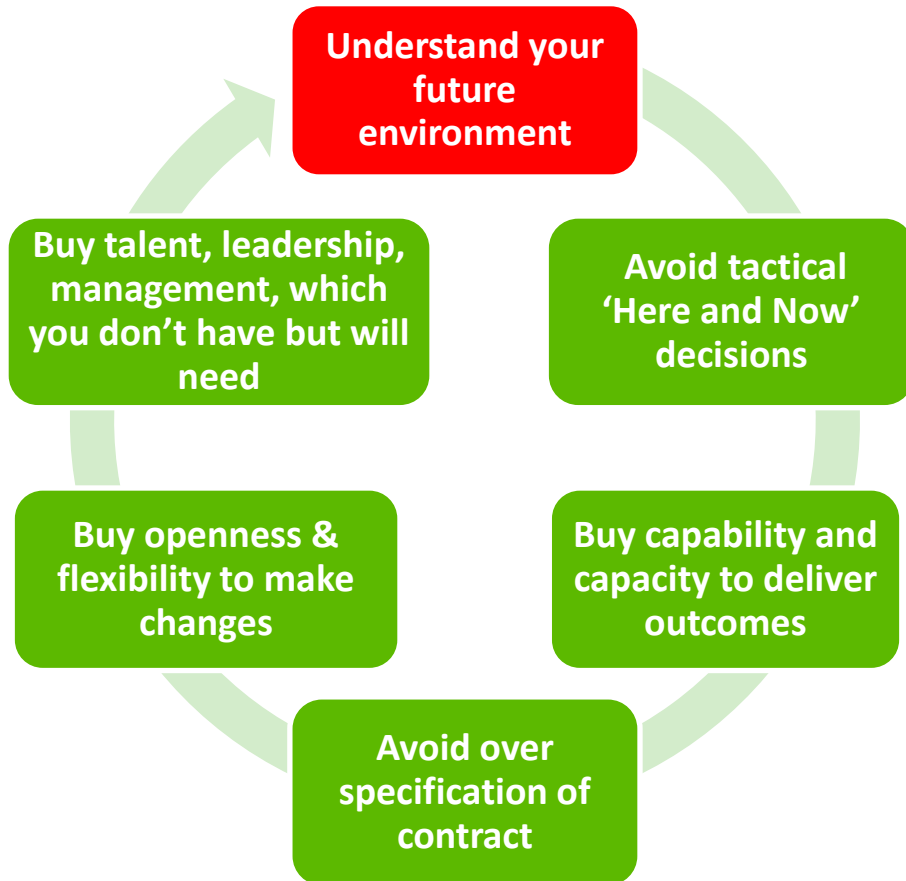
Strategic Sourcing of Fare Payment System

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March 29, 2011



Strategic Considerations in Sourcing



- ❖ Develop a **clear vision and business plan** on where the business is headed first
- ❖ **Business led change** with strong executive leadership
- ❖ **IT as the enabler** to business change and as a strategic asset to the business
- ❖ Plan based on the future opportunity for **business and technology change**

Strategic Considerations in Sourcing



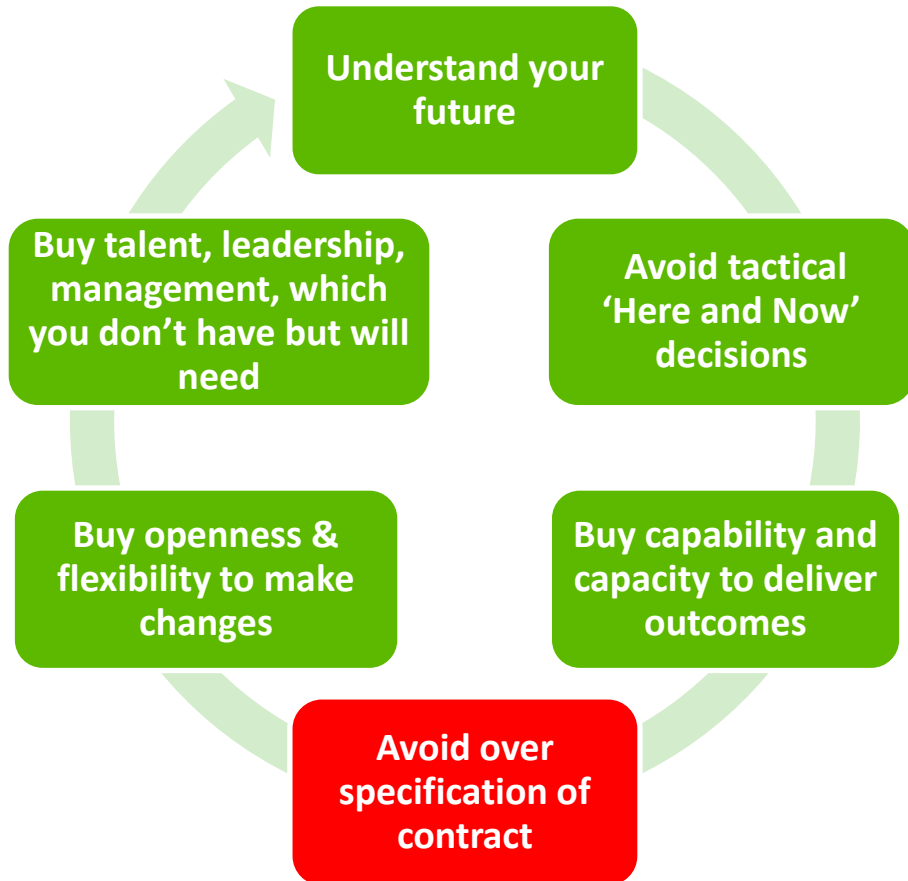
- ❖ Separate requirements from solutions
- ❖ Focus on business outcomes not solutions
- ❖ Understand the business problem you are trying to address
- ❖ Build flexibility into your decisions of today

Strategic Considerations in Sourcing

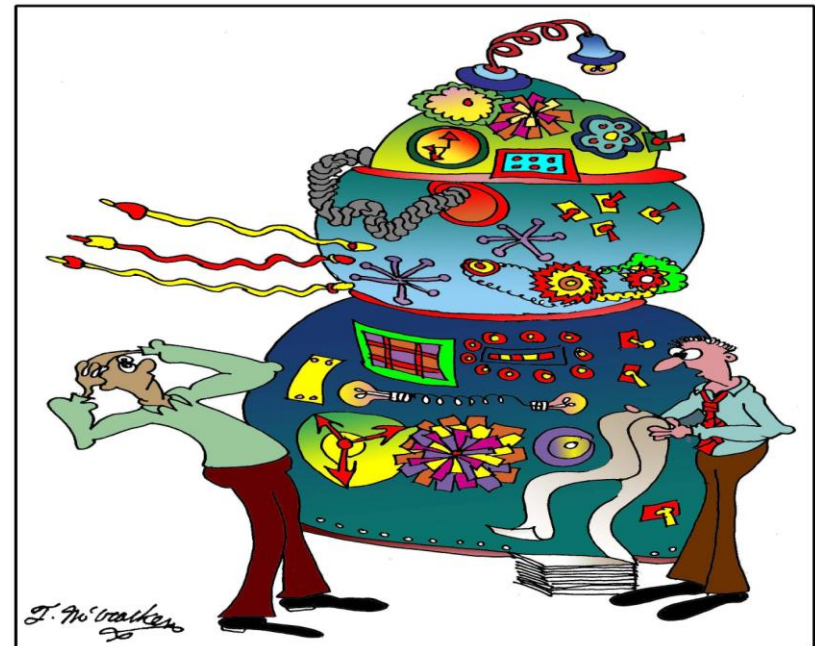


- ❖ Focus the procurement on the delivery of outcomes not just 'outputs'
- ❖ Buy capability and capacity that can deliver the outcomes
- ❖ Buy a business relationship and technical partnerships that will support you for a decade

Strategic Considerations in Sourcing



- ❖ Contract baseline must be flexible to evolve through a change management process
- ❖ Do not over-specify the solution in the contract



“Whatever the heck it is,
it's built exactly to specifications.”

Strategic Considerations in Sourcing



- ❖ Buy openness and flexibility
- ❖ Avoid single points of failure with vendors
- ❖ Avoid short-term decisions based on one-time/ near-term costs
- ❖ Assess options based on the TCO to support your business
- ❖ Technology trends of collaboration

Strategic Considerations in Sourcing



- ❖ Recognize that you are not just buying a product – consider the full set of skills and experience required to implement & operate
- ❖ Do not underestimate the support services required
- ❖ Buy the skills, experience and tools which you don't have

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