



APTA 2018 Chameleon Contracting

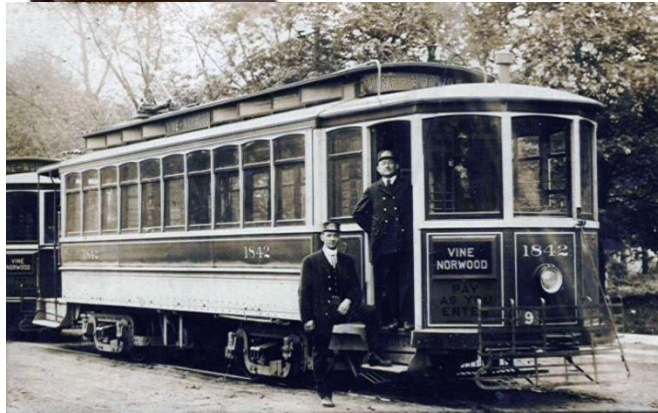
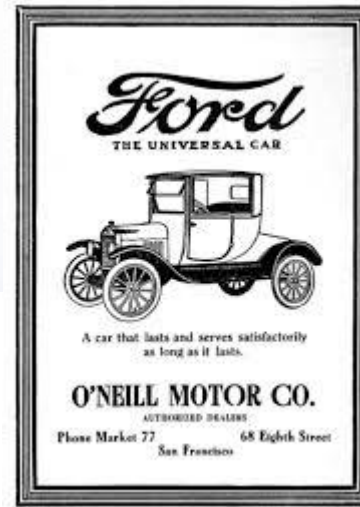
**John O. Adler, CPPO
Dallas Area Rapid Transit
Vice President, Procurement**

The need for change...

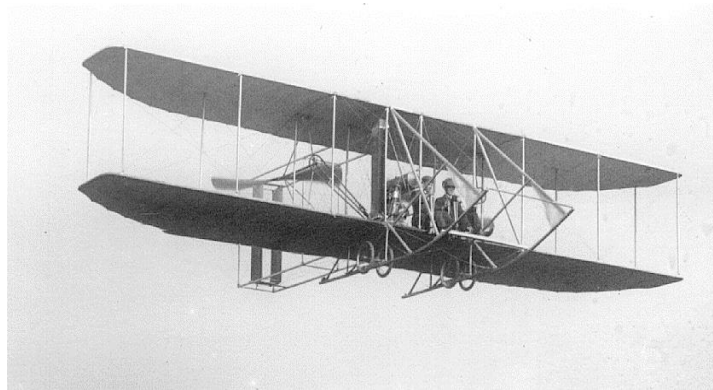




- What innovations changed your personal or professional life?



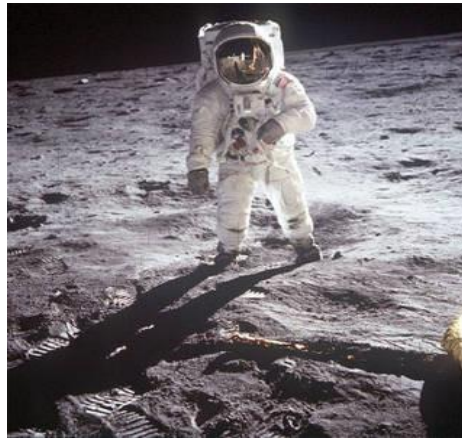
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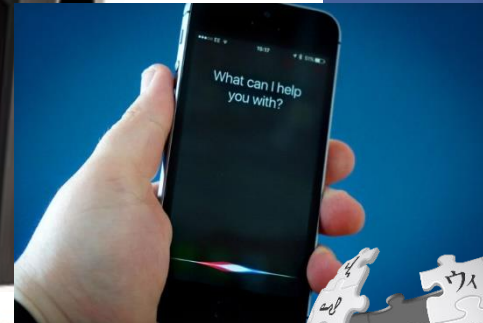


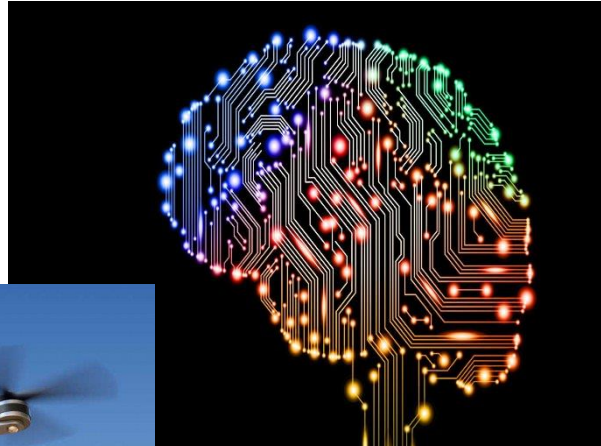
The Fabulous 50s



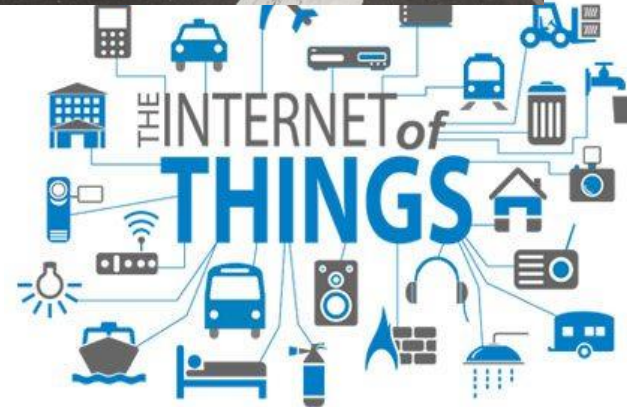




[illegible]



disrupt



Procurement 2025

The RFP process as it has evolved, does not allow enough creativity and flexibility for the effective procurement of IT.

Among others, NASCIO and NASPO recommend changes in procurement process and policy to better integrate the flexibility and agility necessary to align with the rate of innovation and the services aspect of IT.

Principles and Practices of Public Procurement, Information Technology (IT) Procurement Series No. 1

So here's the deal

- Design acquisition plan around requirement
- Use Objective/Performance Based Requirements
- Provide for Open Communication, Collaboration, and Networking
- Allow for Agile and Modular Solutions
- Distribute Risk through Negotiation
- Utilize Demonstrations and Pilots in Evaluation Process
- Contracts allow for Flexibility to Adapt to Changing Environment

Risks – What, me worry?

More with less

Increasing complexity of contracts

Imbedded Technology – It's everywhere!

Fraud, theft and cyber-threats

Personal identification information

Licensing, patents, and copyrights

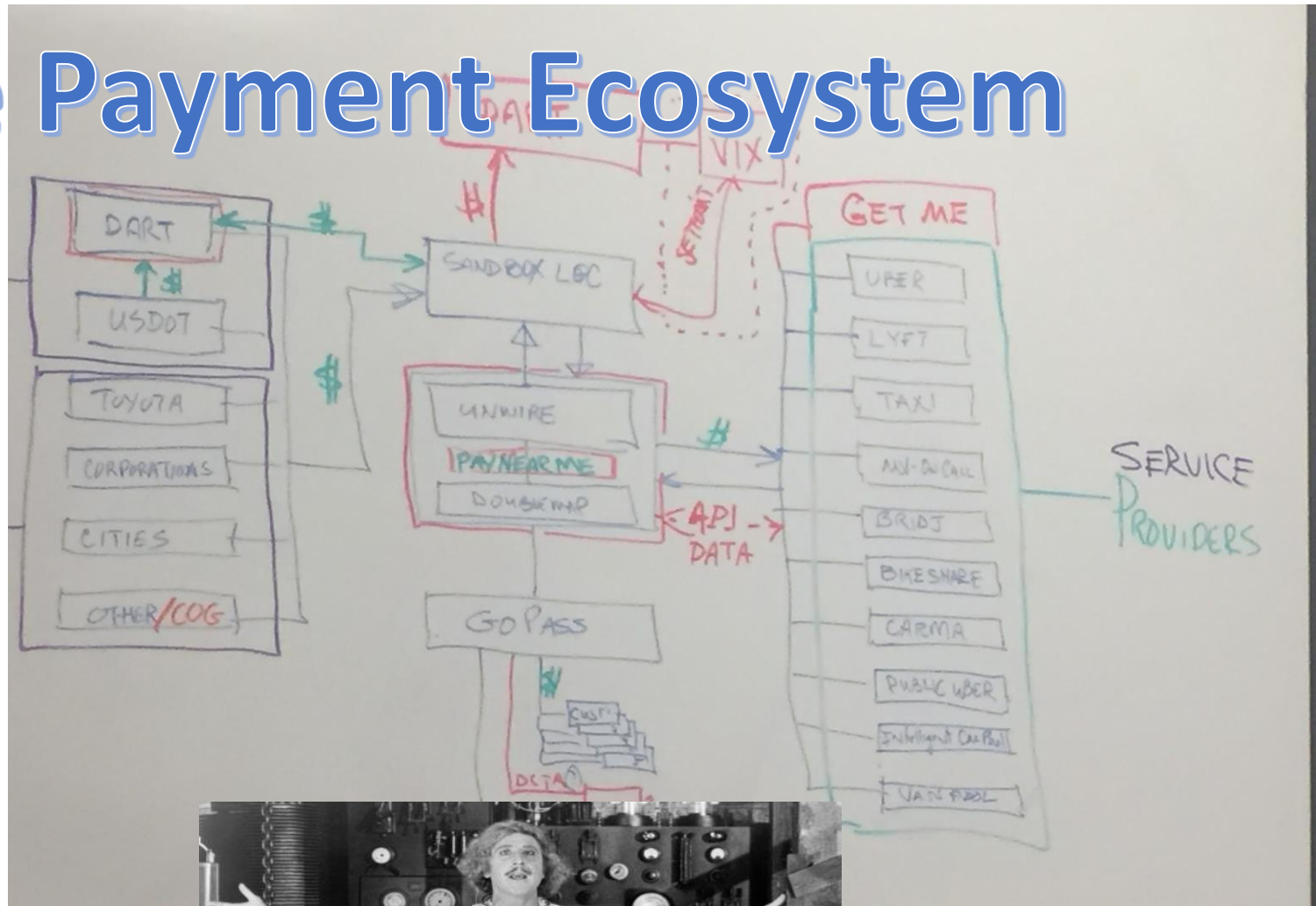


More Risks

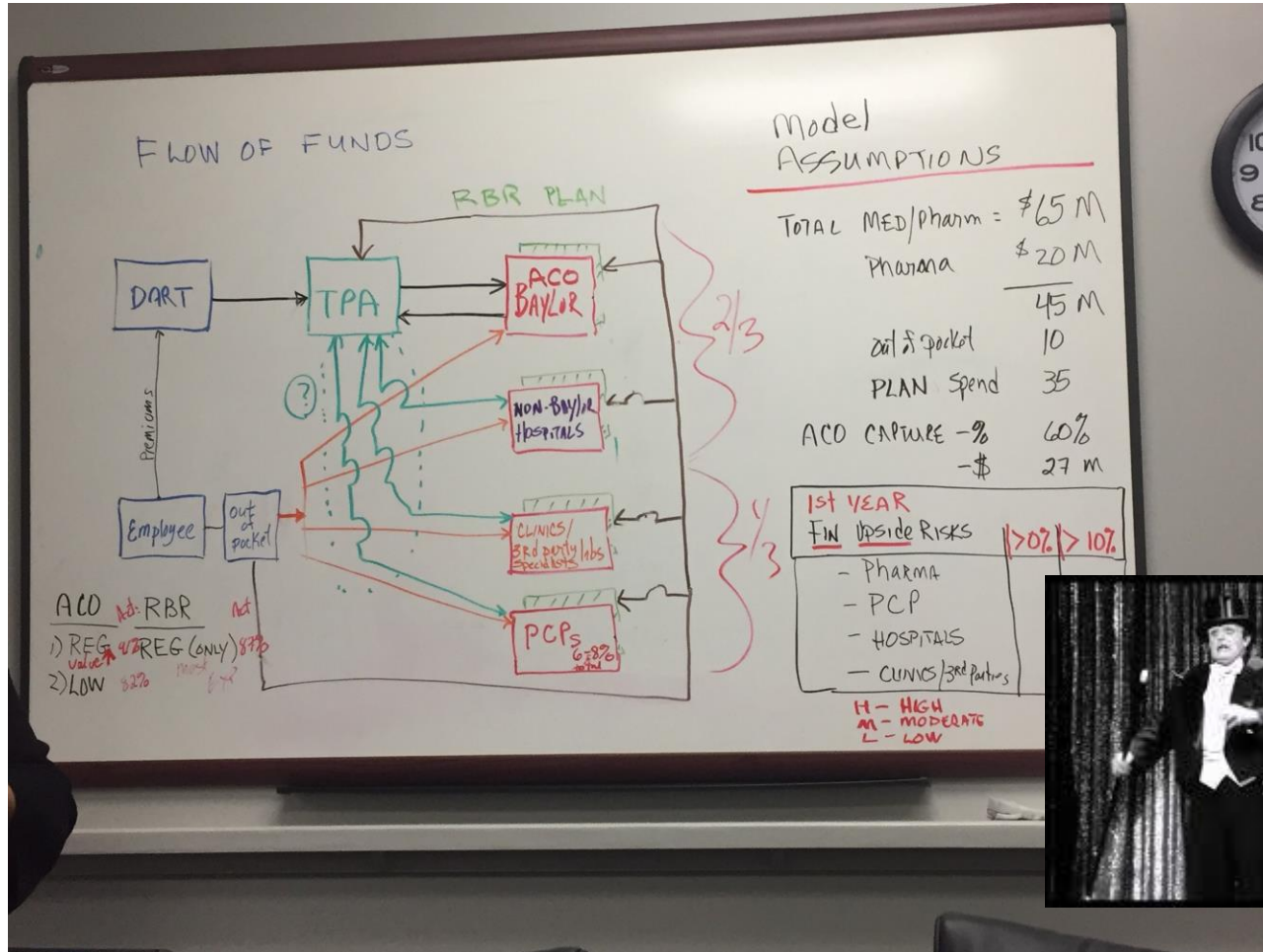
- Increasing regulation
- Environmental and political
- Speed of change
- High value of contracts
- Offer exceptions!
- Reputational risk
- Sarbanes Oxley
- Trump's Cap Ex Plan
- Global market
- More, much more...



Fare Payment Ecosystem



Medical Benefits Ecosystem





- How do we measure up in terms of procurement key competencies?

The Volcker Alliance

Key Competencies

Program & project management	26%
Requirements planning & understanding	23%
Business acumen & financial analysis	27%
Problem solving & critical thinking	32%
Risk analysis and management	14%
Internal customer alignment & expertise	29%
Market alignment & expertise	19%
Supplier engagement	33%



Thank you!

