

# To Quote or Not to Quote – That is the Question

What makes a vendor “Pass”?

**GENFARE** 

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Dickson has more than two decades of experience managing organizations, which produce engineered solutions for clients ranging across multiple sectors of global business. With an extensive knowledge and a keen understanding of technology-based solutions, he spent more than a decade as an executive in charge of information technology.

Mr. Dickson has been with SPX since 2002. He holds a B.S. in Engineering from Texas A&M University.



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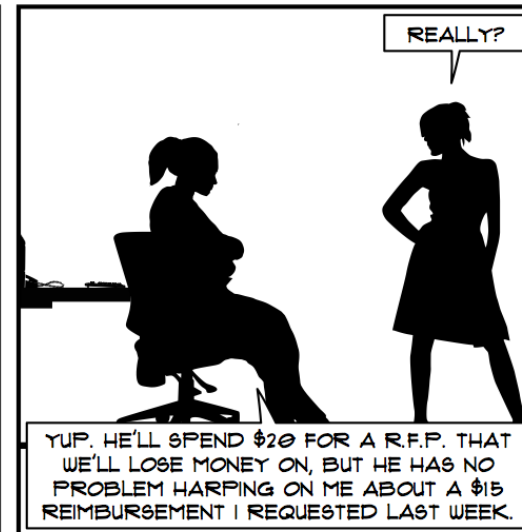
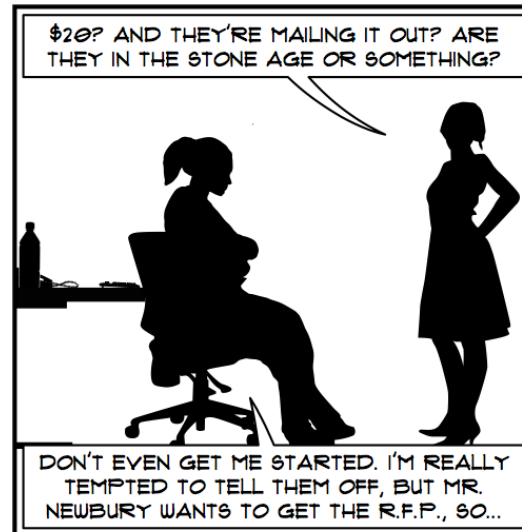
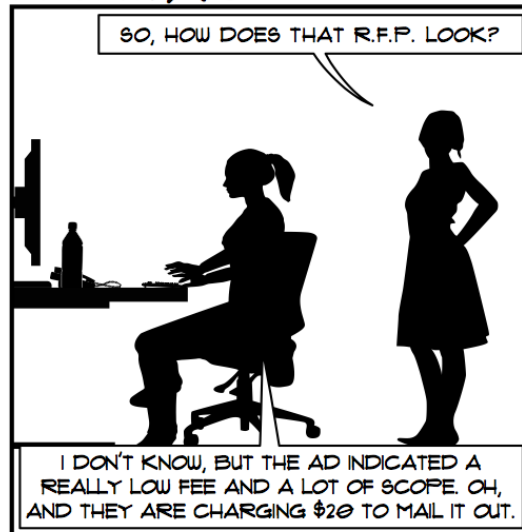
# 3 Questions We Ask Ourselves

1. Does the agency understand what they are requesting?
2. What is our chance of success?
3. How much will it cost to quote versus the return?

ROI?

Success?

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1. What does success of this project look like in 1 year / 3 years?
2. Do we understand our own request to a level that makes us good evaluators?
3. Are we asking the vendor to meet our goal or prescribing to them how to meet our goal?
4. Has our consulting partner accidentally preselected our vendor?
5. How are we going to test the proposal for achievement of our goals?



# Best Practices to Consider

1. Procurement Framework for Technology
  - Strategic alignment of outcome between stakeholders
  - Find the best-fit product or service solution
  - Securing the right deal – Risk/Total Cost of Ownership/Outcome
  - Mutually successful service provider and recipient relationship
2. Proposal Pressure Test
  - Reference accounts if risk of deployment or cost is high
  - Vendor demonstration of desired outcome through proof of concept
  - Software as a Service – Select and operate without long term commitment
3. Project Methodology
  - Big Bang
  - Consecutive small wins over time



Thank You

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