

Chameleon Contracting

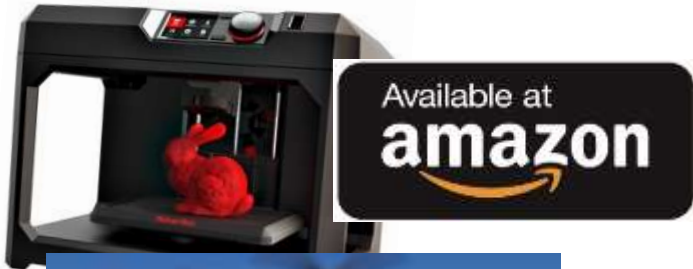
APTA 2018 Bus and Paratransit

John O. Adler, CPPO



The 70's





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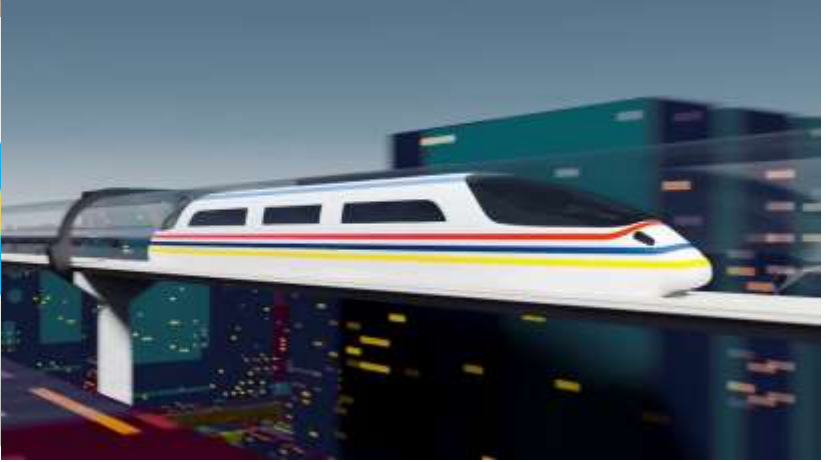


GoPass[®] Mobile App

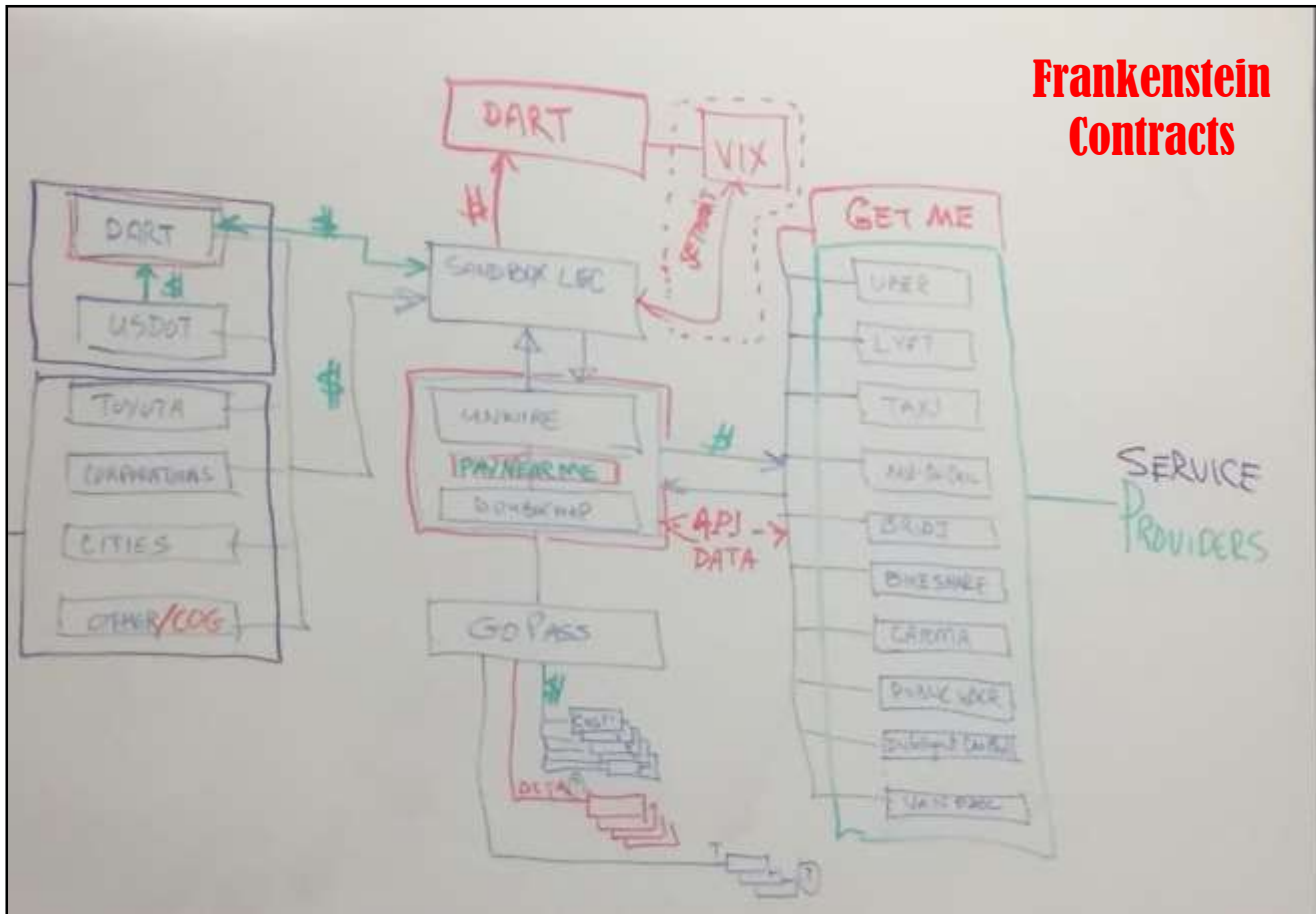
Smartphone
"wallet" stores
DART passes
and more.



- BUY PASSES for DART, TR, TnT and GCVA.
- STORE and ACTIVATE passes for up to 10 days.
- TRAVEL WITHOUT CASH.
- Access TRAVEL TOOLS like Trip Planning and Rider Alerts.
- Discover EVENTS and OFFERS.



Frankenstein Contracts



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
- 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...



Procurement 2025

- Procurement Specialist for tomorrow
 - Specialist not Generalist
 - Greater focus on data and analytics
 - Collaborator and problem solver
 - Understands the business, market and portfolio
 - Strong in project management, planning and negotiation
 - Invest in continuous training and development

The Volcker Alliance

Key Procurement 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!



DART.org