

Roadblocks to Buying Technology

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ACCESS SERVICES

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Access Services

- State legislated Consolidated Transportation Services Agency (CTSA) Serving Los Angeles County in SoCal on behalf of the County's 45 public fixed route operators
- 2nd largest public paratransit agency in US
- Daily trips between 11,000 to 13,000
- Six regional services areas covering 1,950 square miles
- Major funding from:
 - Measure M Sales Taxes
 - Proposition C Sales Taxes
 - Federal 5310
 - Fare Box Revenues

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The Challenge

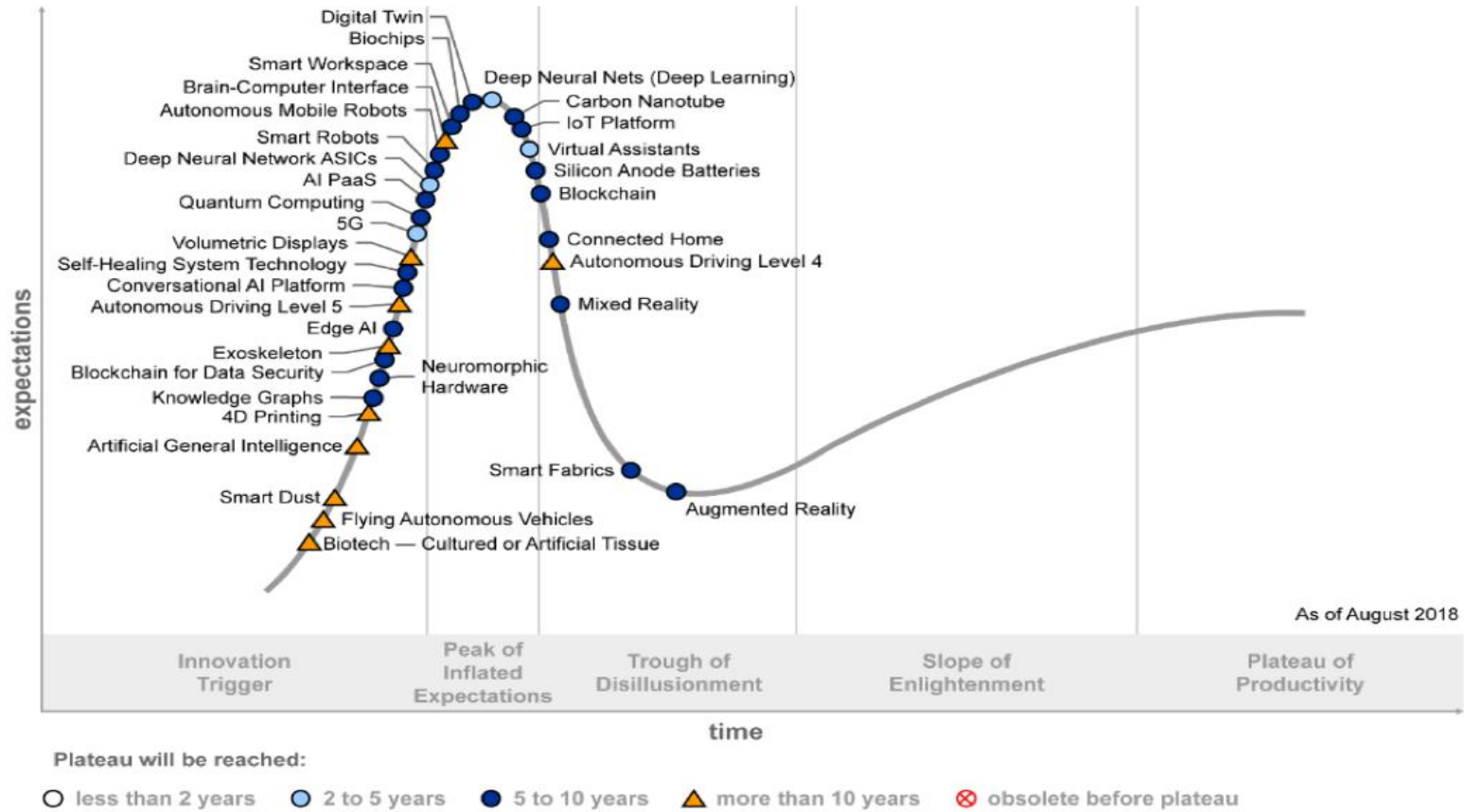


Change is the law of life. And, those who look only to the past or present are certain to miss the future.

- John F. Kennedy

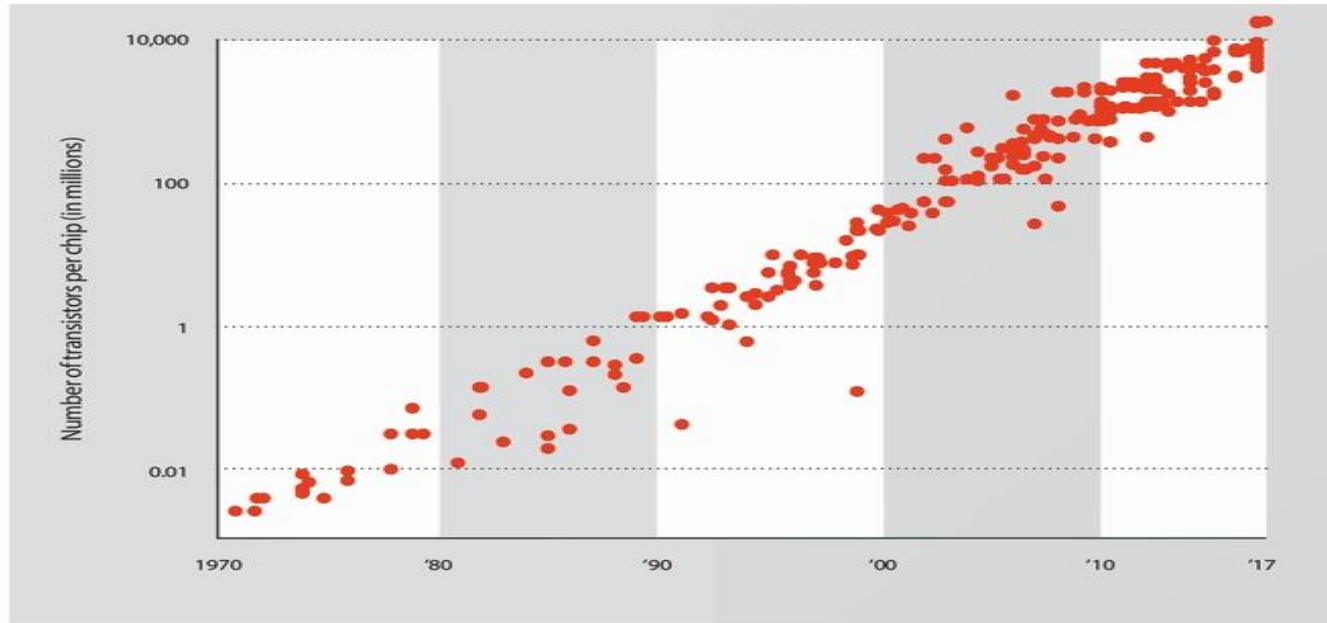
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Gartner Technology Plateau



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Moore's Law



Number of transistors per chip (in millions)

In 1975, Intel Co-founder Gordon Moore predicted transistor counts within the chip would double biennially.

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Procurement Roadblocks

- Domain Knowledge
- Technology Maturity
- Cyber Security
- Regulatory Compliance
- Project Objectives
- Sustainability
- Political Influence
- Agency Reputation
- Acquisition Costs

Recommendations

- Understand Business Objectives
- Coordination vs Competition
- More with Less
- Focus on outcomes
- Align Incentives & Innovations
- Invest in training/development
- Use Professional Services
- Apply 80:20 Rule