

ITPS RESTRUCTURE VENDOR INFORMATION SESSION

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TODAY'S MEETING

- ❖ Lessons learned
- ❖ Solicitation strategy overview
- ❖ Diversity and equity goals
- ❖ ITPS solicitations
- ❖ Anticipated timelines
- ❖ Ways to stay connected and informed
- ❖ Q&A



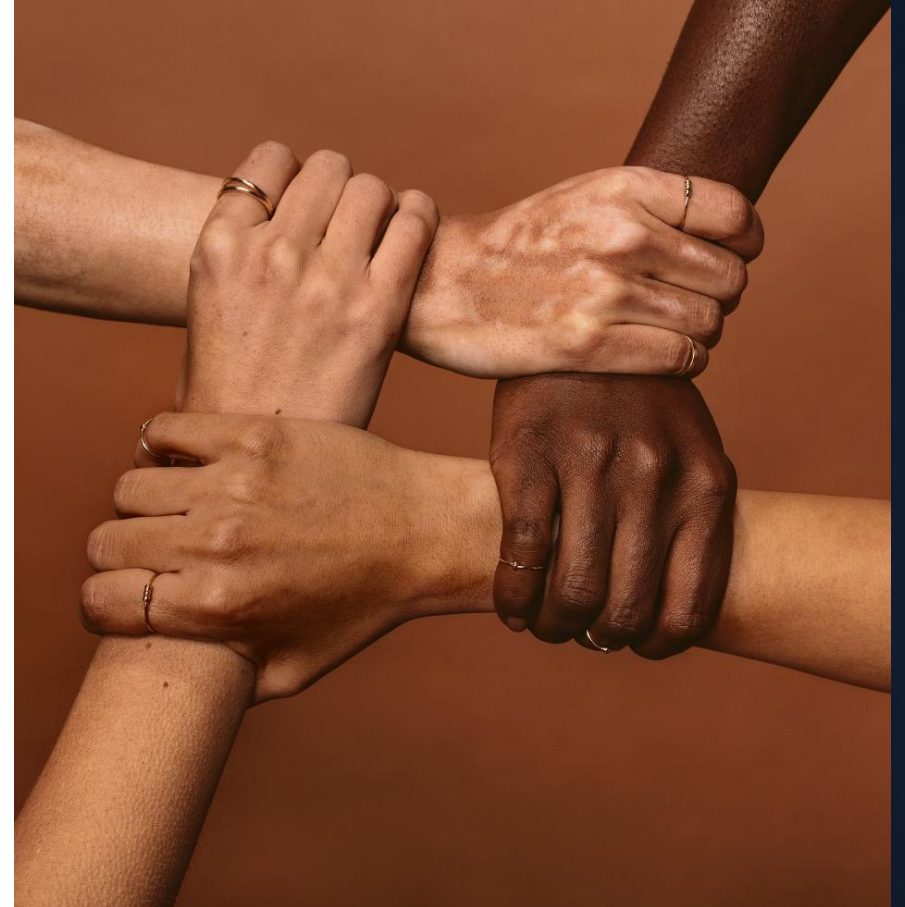
WHAT WE HEARD FROM VENDORS

- Lack of business
- Vendors must submit a separate bid response for each competitive solicitation vs. simply providing quotes.

Process	Current Program	Proposed Program
Vendor Qualifications and Awards	<ul style="list-style-type: none"> ● Self-certified qualification ● No verification of qualifications ● 700+ vendors 	<ul style="list-style-type: none"> ● Full competitive solicitation ● Only qualified vendors awarded ● Multiple-award
Pricing	<ul style="list-style-type: none"> ● Not to Exceed (NTE) hourly rate ● No defined experience 	<ul style="list-style-type: none"> ● NTE hourly rate per job classification ● Defined minimum experience
Small/Certified Veteran-Owned	<ul style="list-style-type: none"> ● Not consistently identified 	<ul style="list-style-type: none"> ● Identified and verified ● Reserved awards per category
Program Administration	<ul style="list-style-type: none"> ● Term is unlimited ● Continuous open enrollment 	<ul style="list-style-type: none"> ● 4-year term ● Annual performance review ● Potential refresh period
Second Tier	<ul style="list-style-type: none"> ● Customers conduct their own competitive solicitation 	<ul style="list-style-type: none"> ● Recommend customers receive at least 3 quotes from vendors, one from a small or certified veteran-owned business.

DIVERSITY AND EQUITY GOALS

- Encourage small and diverse businesses to participate in these contracts
- Remove barriers and help educate the vendor community on available resources
- In partnership with the Procurement Inclusion Equity (PIE) team and our small, diverse and certified veteran-owned businesses, our goal is to engage and encourage strong participation.
- ITPS re-bid will provide an opportunity for us to partner with small and certified veteran-owned businesses and allocate a specified number of reserved awards per category.



SOON TO BE RELEASED

Solicitation #1: IT Project Management

- IT Project Manager
- IT Quality Assurance

Solicitation #2: IT Development

- Application Developer
- Web Developer
- Software Tester
- IT Architect

FUTURE SOLICITATIONS



Solicitation #3: Information and Cybersecurity Services

- IT Security Analyst
- Security Engineer
- IT Auditor
- Penetration Tester

Solicitation #4: IT Consulting

- IT Project Management
- IT Development
- Information and Cybersecurity Services

*Following the release of the 4 initial ITPS contracts, the other 8 scopes of work will be evaluated for possible future contracts, based on usage and demand.

SOLICITATION TARGET TIMELINES



- IT Project Management is in final management and legal review and we anticipate posting in January 2023
- We anticipate IT Development to be released in January 2023
- There will be a Q&A period following each solicitation release
- There will not be a negotiation period

HOW TO STAY CONNECTED

- Register in WEBS
- Register to receive IT focus
- Register to receive Contracts Connection
- Visit the ITPS Project website

VENDOR RESOURCES

- Procurement Technical Assistance Center (PTAC)
- Office of Minority and Women Business Enterprises (OMWBE)
- TABOR 100
- Procurement Customer Advisory Group (PCAG)
- Business Diversity Advisory Group (BDAG)
- DES Procurement, Inclusion and Equity (PIE) program
- Office of the Chief Information Officer (OCIO)

Q&A

Please email
DESITPS@des.wa.gov with
questions or for a copy of this
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