



Win-Win Agreements

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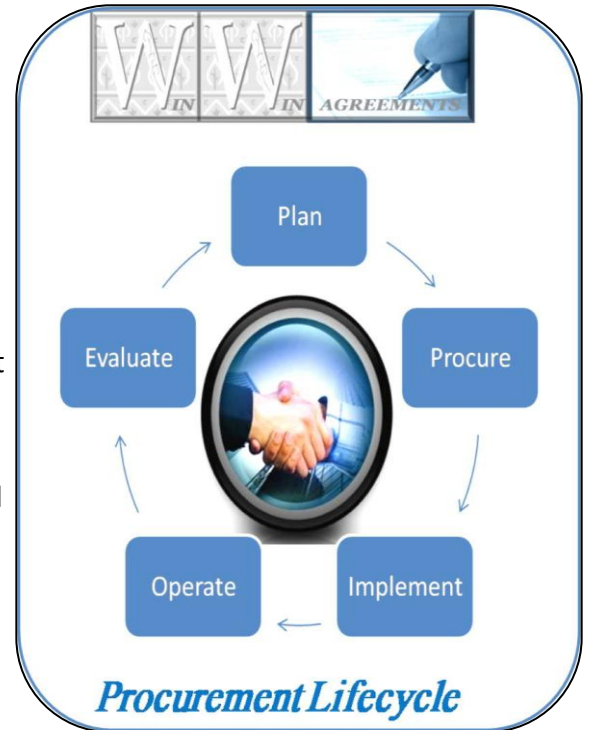
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Procurement Lifecycle

Summary Information

Win-Win Agreements follows a standardized procurement lifecycle process to effectively manage the technology procurement needs for you. Each phase documents relevant tasks for consideration in the procurement lifecycle and quantifies the actions required to complete these tasks. Depending on your particular procurement and the financial commitment and business justification required, it may not be necessary to perform each action associated with the tasks. However, you should at least consider the action and assess whether it is important to you.



Planning Phase

1. Perform Business Needs Assessment
2. Business Requirements Defined
3. Business Case Development
4. Go-No Go Decision Point – Initiate Procurement

Procurement Phase

1. Review key requirements developed in the Planning Phase
2. Solicitation Options
3. Solicitation Created
4. Vendors Evaluated
5. Go-No Go Decision Point – Commence Negotiations
6. Agreement Negotiated
7. Go-No Go Decision Point – Agreement Signing



Implementation Phase

1. Review all key components of the procurement phase
2. Plan the implementation
3. Conduct implementation
4. Accept the implementation
5. Go-No Go Decision Point – Go To Production

Operate Phase

1. Review all key components of the implementation
2. Operate technology
3. Report on operation
4. Monitor alignment with objectives
5. Correct as appropriate
6. Go-No Go Decision Point – Change to Operational Environment

Evaluate Phase

1. Review key components from the production phase
2. Define agreement change objectives
3. Execute agreement change objectives
4. Go-No Go Decision Point – Formal Agreement Changes

Contact **Win-Win Agreements** to get more information and detail on each task and related activities to meet your business needs. We can help you with each phase of the technology Procurement Lifecycle.

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