

# Can we Talk?

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CHALLENGES WITH PROCUREMENT AND COLLABORATION -  
EMERGING PERSPECTIVES ON THEORY AND PRACTICE

Today's public managers engage in collaborations in order to address complex problems and/or to carry out the mission of their organization in a more effective manner.

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***“Should Avon approve the \$8.1 million debt exclusion  
for road and water improvements  
in its Brentwood area?”***

Boston Globe, June 16, 2017

***MTA failing to repair crumbling subway stations,  
NY comptroller audit says,”***

AM New York, June 15, 2017

***“Sanders: Water infrastructure "top priority,"***

Bennington Banner, May 19, 2017

The 2017 American Society of Civil Engineers' Report Card  
on our infrastructure

***grades the U.S. infrastructure***

with a ***D+***.



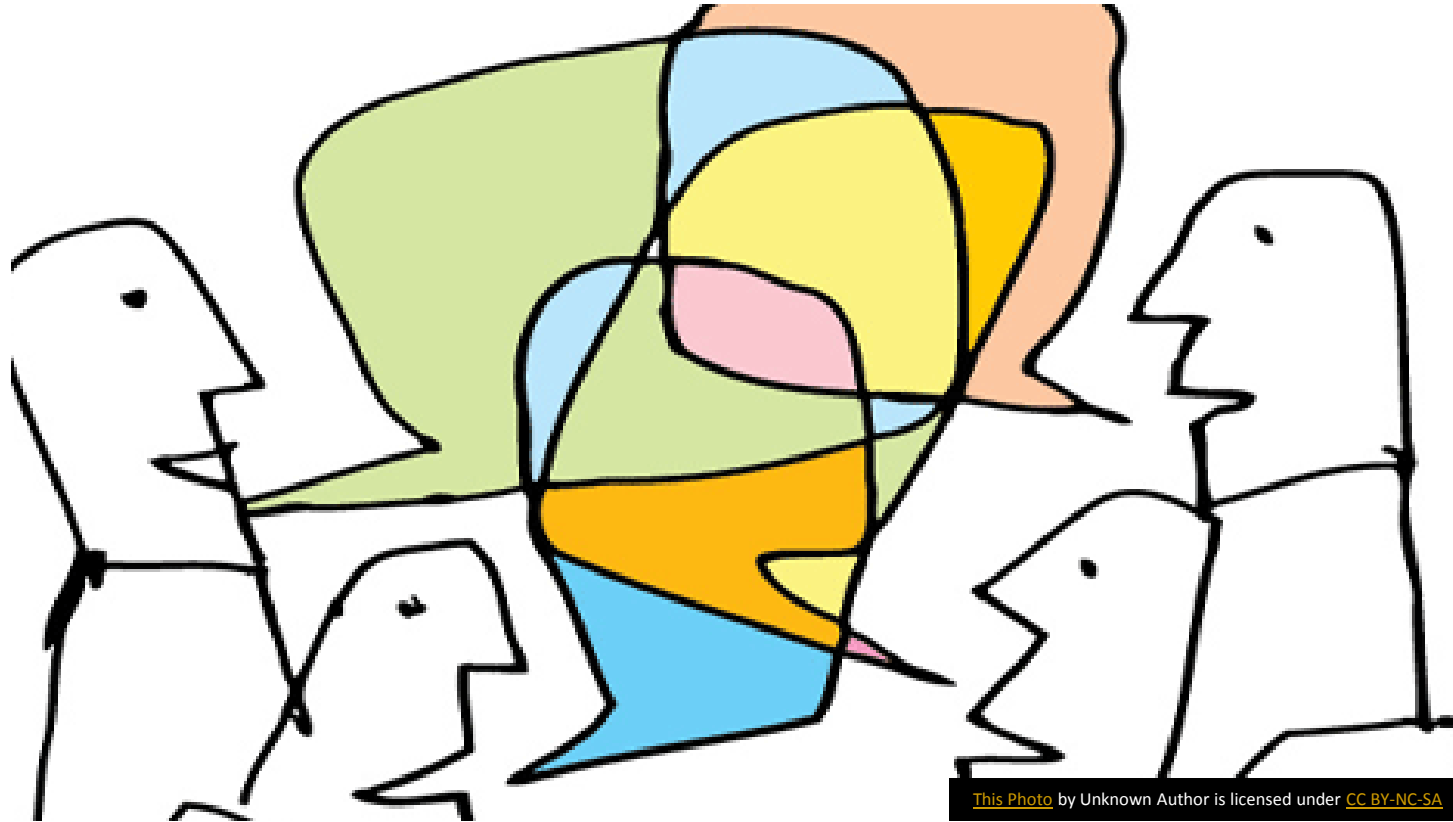
# Goodrich's 6 Simple Fixes for Procurement

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- ✓ Improve requirements – move away from poorly defined requirements
- ✓ Lowest Price Technically Acceptable vs. Best Value – Use your head
- ✓ Demand contracting offices and program offices working as a team rather than independent;
- ✓ Make decisions – stop lengthy procurement decisions;
- ✓ Government understands what they bought; and
- ✓ Talk with industry

What do 5 of the 6  
include?

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# COMMUNICATION & COLLABORATION

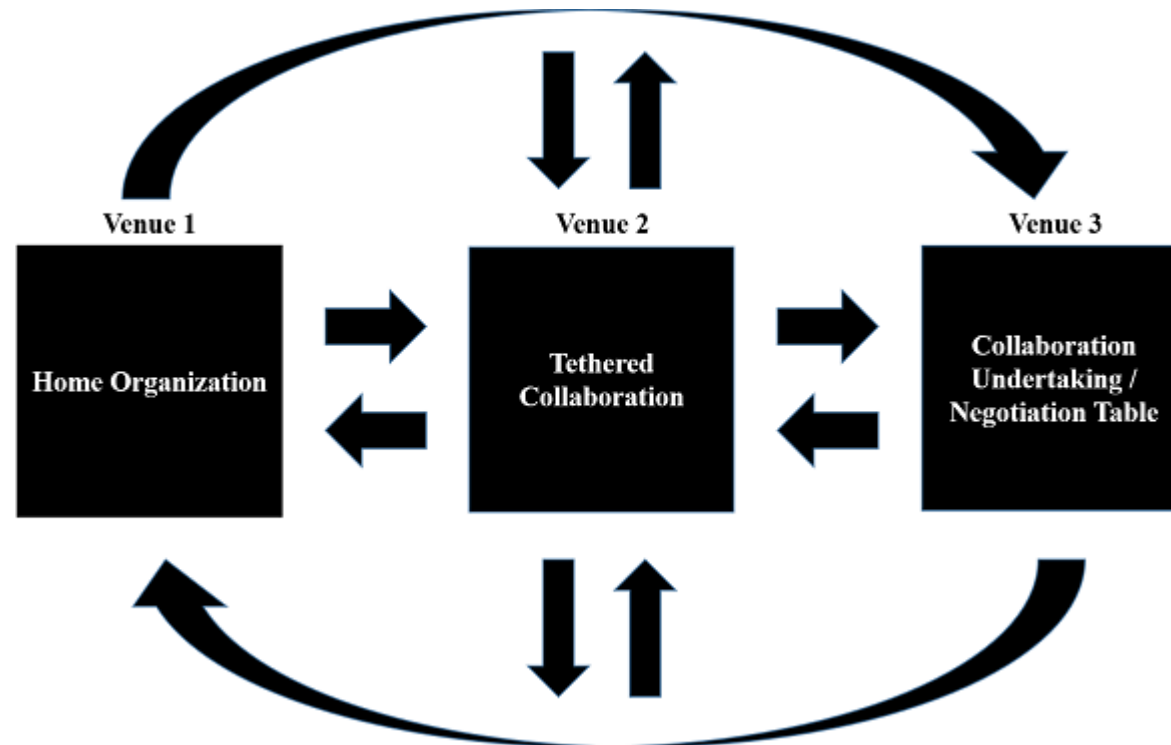
Management  
procurement

procurement  
Management



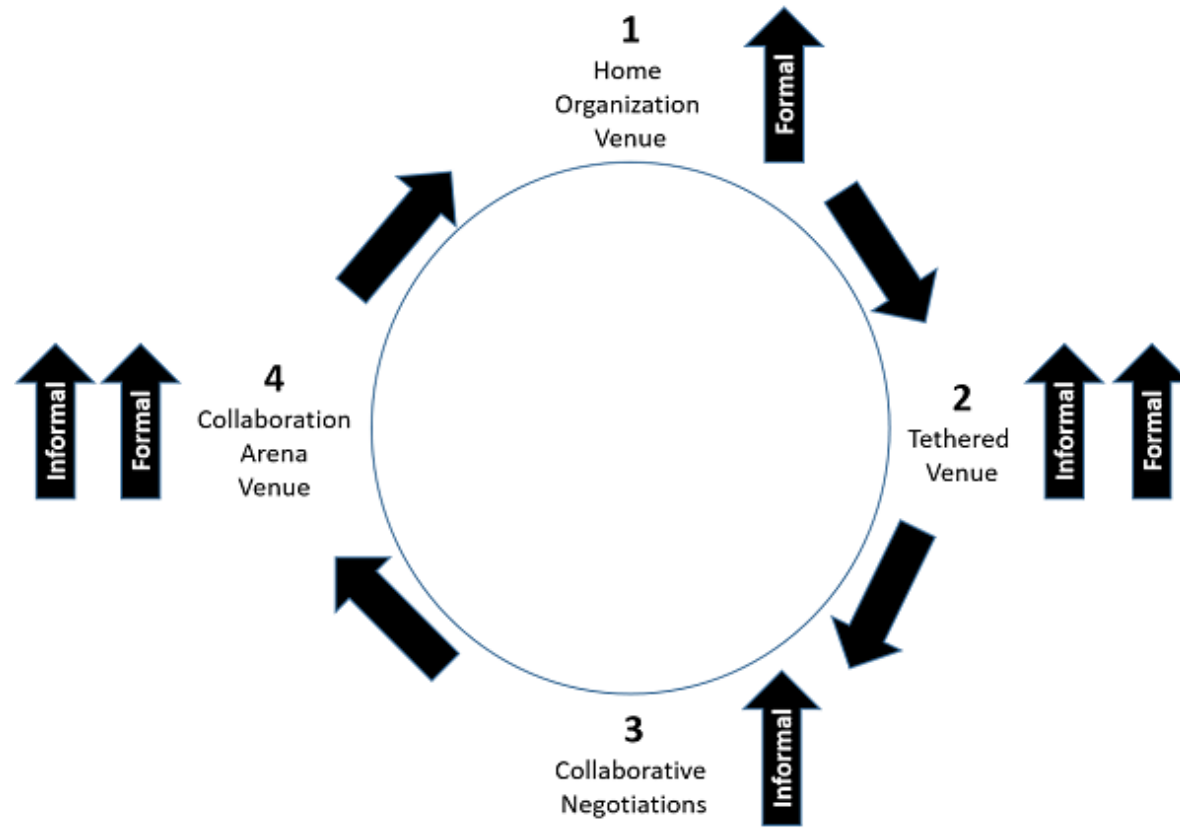
# Collaborative Government Model

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# Collaboration Cycle

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# Alpha Contracting

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- ✓ When the federal government sole sources to a specific company.
- ✓ “...involves many activities performed jointly by the Government and contractor teams.” Also known as Integrated Product Team (IPT)
- ✓ Advantages
  - Improvement of communications
  - Reduce costs
  - Reduce procurement time
  - Streamlines and expedites the procurement process and eliminates any unnecessary processes and reviews

# Agile

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- ✓ Individuals and Interactions Over Processes and Tools
- ✓ Working software over comprehensive documentation
- ✓ Customer collaboration over contract negotiation
- ✓ Responding to change over following a plan

# To Learn More

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If interested in the nature of this current research and/or how the Collaboration Model may relate to your practitioner context then please contact the authors at the following:

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Dr. Robert Wright and Jacqueline M. Shiner (2017). Managing Collaboration in EProcurement. In Rajesh Kumar Shakya, ***Digital Governance and E-Government Principles Applied to Public Procurement*** (pp. 75-98). IGI Global, Hershey. PA.