November 17, 2010

Greetings:

This month's news letter is just this email. It focuses on just one item: RFP (Request for Proposal) development.

In last month's newsletter, the fourth item described the most critical aspect of an RFP is that it is valid, reliable, and repeatable. If not, either the procurement will be bad, protested, or it may lead to a failure in business information system development and deployment. Failure is essentially what recently happened in a very critical, national security, U.S. Federal Government procurement for a $100 + million business information system. The ROI from the strategy we describe ranges from 20:1 to 100:1. Not too bad.

Shortly after the Whitemarsh October newsletter, an article was published in The Data Administration Newsletter (http://www.tdan.com/view-articles/14547) titled Valid RFP Development. We highly recommend that article. We have now released longer version of this article as Short Paper 18.

During the past month I visited with key individuals within the Washington, D.C. Chapter of the International Institute of Business Analysts organization(http://www.theiiba.org/am/). This is an organization worth investigating. During this meeting, I met an IIBA past president. We discussed the overall architecture of the Metabase system and the set of business problems it addresses. He indicated that such a tool, if used, could dramatically reduce the likelihood of "bad" RFPs and unsuccessful business information system development efforts.

I also met with a professor from the National Defense University. One of his courses focuses on information systems procurement. He also indicated that the Metabase system, if used properly, could significantly improve the content of an RFP and the follow-on business information system's development.

Because of our Whitemarsh articles and meetings, our efforts during November and December will focus on the creation of a seminar and workshop for the development of valid RFPs. Student attendees will not only learn how to create these RFP development materials, they will also participate in a workshop that develops key RFP document products. Armed with this knowledge, students will return to their work sites better positioned to create high-quality RFPs that are valid, reliable, and repeatable. Their work-site efforts will be additionally supported by a fully functional 5-user Metabase System, seminar materials and workshops examples, and also their seminar developed metadata database. Thereafter we will continue contact with the students and periodically receive, monitor, and offer assistance as they develop their RFPs and/or business information systems.

Regards,

Michael M. Gorman