

# Presentation to the Vermont Joint Committees on Energy and Technology & Government Operations

March 1, 2017

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# Improving IT Procurement Will Provide

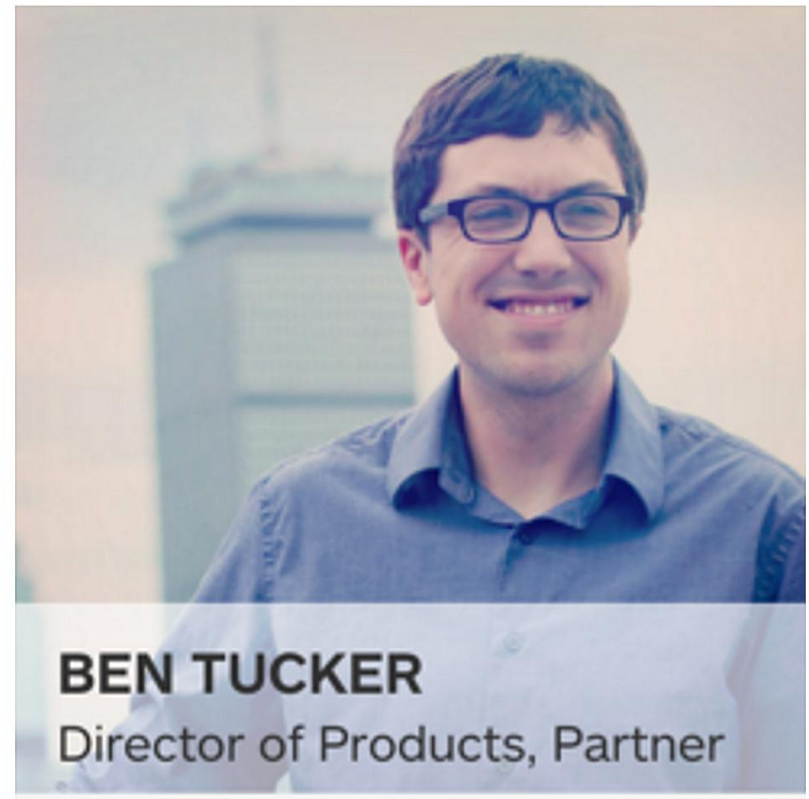
**...Cost Savings**

**...Risk Reduction**

**...VT Economic Development**



**AARON MICHAL**  
CTO, Partner



**BEN TUCKER**  
Director of Products, Partner



**2016 GRESB**

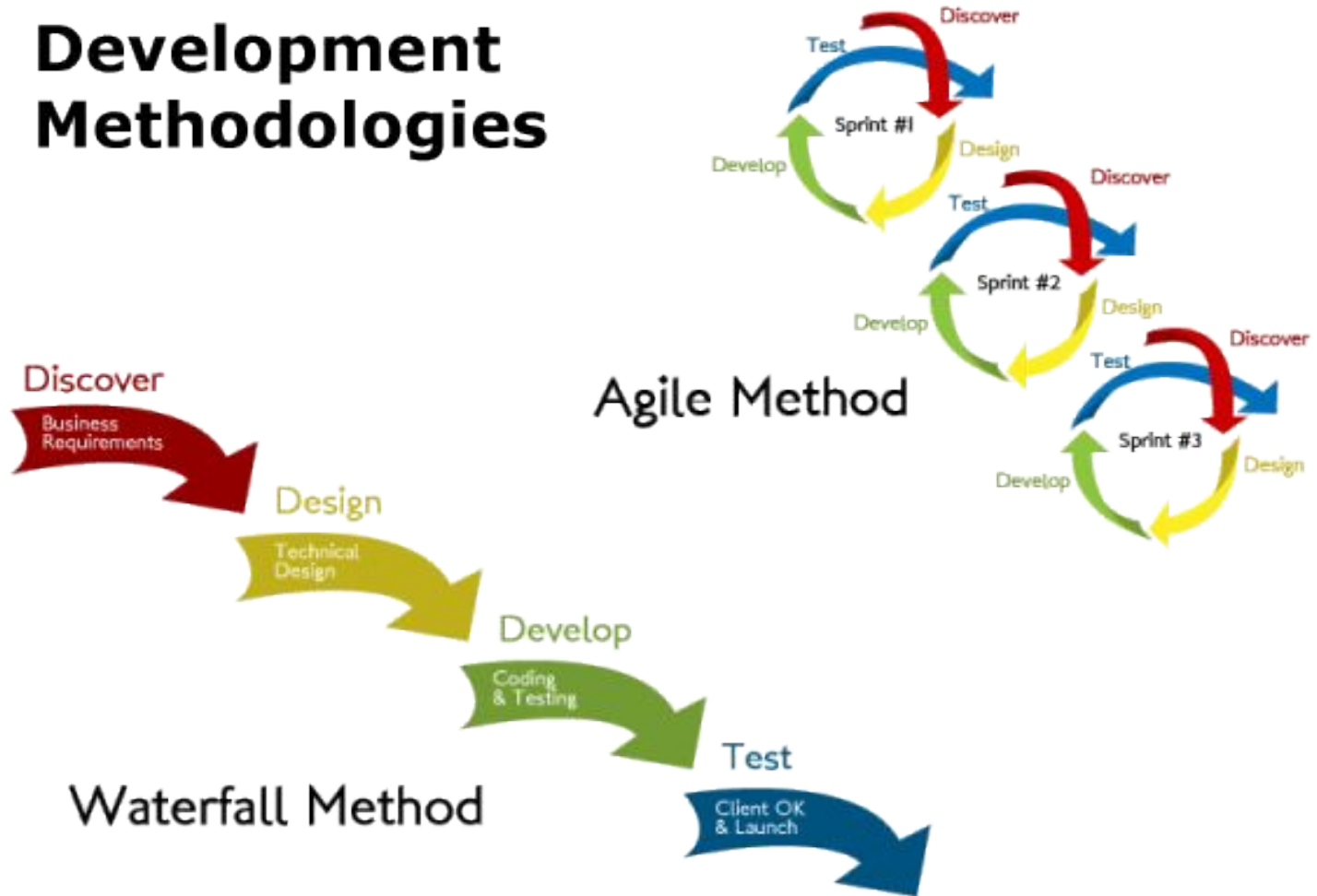
- \$2.8 trillion gross asset value
- 66,000 buildings
- 63 countries



**2016 C.A.F.E. Practices**

- \$2.5 billion lbs coffee certified
- 470,000 farms
- 18,000 mills

# Development Methodologies



<http://www.business-software.com/blog/waterfall-vs-agile-development-differ-matters/>

## VT's Procurement Process Favors Multinationals....



Grantium electronic grants system



Next Generation Licensure system

# Managing Professional Licensure in Vermont

## Functional Requirements in the RFP

This diagram illustrates the functional requirements for the RFP, categorized into several main sections:

- 11. User Management:** Includes requirements for user roles, permissions, and access control.
- 12. Content Management:** Covers content creation, editing, and approval workflows.
- 13. Reporting:** Details requirements for data collection, analysis, and reporting tools.

Each requirement is accompanied by a detailed description of its purpose and expected functionality.

RFP defined 838 specific requirements, in addition to staffing requirements and contract language.

## Implementation Requirements in the RFP

This diagram details the implementation requirements for the RFP, including a table of requirements and a list of implementation details.

Req ID	Category	Requirement
11.000001	System	11.000001.001 The system shall be able to handle a minimum of 10,000 concurrent users.
11.000002	System	11.000002.001 The system shall be able to handle a minimum of 10,000 concurrent users.
11.000003	System	11.000003.001 The system shall be able to handle a minimum of 10,000 concurrent users.

The implementation details section includes a list of requirements such as:

- 11.000001.001 The system shall be able to handle a minimum of 10,000 concurrent users.
- 11.000002.001 The system shall be able to handle a minimum of 10,000 concurrent users.
- 11.000003.001 The system shall be able to handle a minimum of 10,000 concurrent users.

## Non-Functional Requirements in the RFP

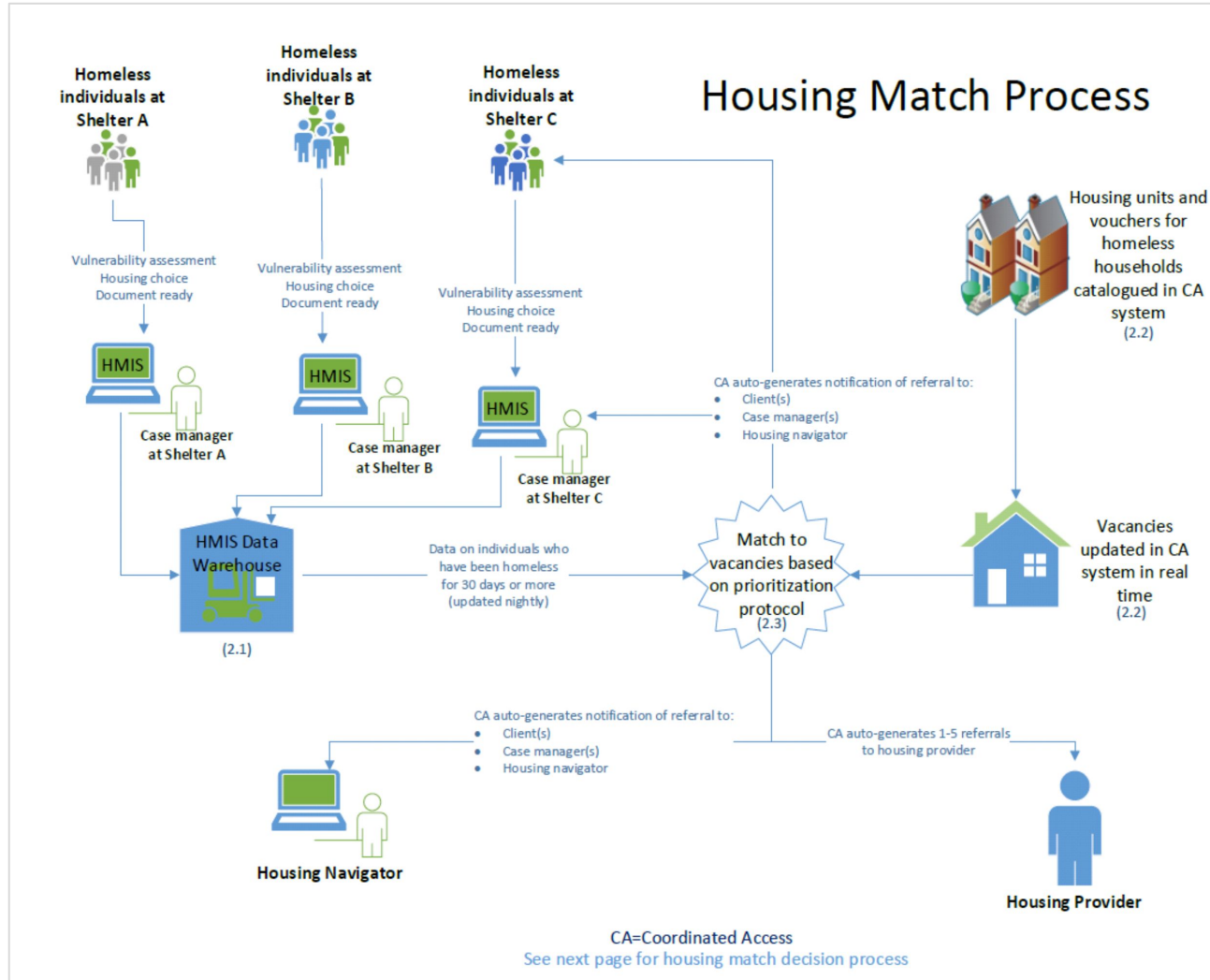
This diagram illustrates the non-functional requirements for the RFP, including performance, security, and availability. Key categories include:

- Performance:** Requirements for system speed, response time, and throughput.
- Security:** Requirements for data protection, access control, and audit trails.
- Availability:** Requirements for system uptime and disaster recovery.

Each requirement is accompanied by a detailed description of its purpose and expected functionality.

# Solving Homelessness in Boston

RFP described the problem a new system needed to help solve, but not the process or approach methodology needed to do so.



# Procurement Recommendations

- A. Describe the problem, not the solution
- B. Focus selection criteria on the capacity to get the job done well
- C. Prioritize the vendors commitment to departmental missions (e.g. school improvement, public health, environmental protection)
- D. Structure RFPs and contracts to support an agile process





Green River