

Point-Counter-Point: A 60 Minute Approach to a Mature RFP Development Model

MITA-Size Your RFPs

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The Case for MITA-Sized RFPs

Obsolete requirements and methods still influence today's RFPs



Misalignment adds time, complexity, cost and risk to procurements.

MITA Then and Now

MITA
2.x

MITA Mystery

Critical Gaps
between Plans and
Actions

Point-in-time Exercise

MITA
3.0

Socialization of MITA

Comprehensive
Guidelines

Building the Foundation

State RFP Example #1

The Replacement MMIS shall be an integration of existing and proven solutions with very limited custom development, must conform to MITA principles, the CMS Seven Conditions and Standards, and achieve CMS certification. The RFP seeks a solution comprising best-of-breed Commercial-Off-The-Shelf (COTS) products, based on a modular approach, seamlessly integrated as part of a Service-Oriented Architecture (SOA) and supported by professional services.

Design, Development, and Installation (DDI) – This includes activities such as requirements development, design, coding, testing...

These phases will also be referred to as the System Development Life Cycle (SDLC).

Joint Application Design (JAD) sessions will occur in this phase.

State RFP Example #2

The State wants to procure a complete solution that encompasses business services, information processing and the technical infrastructure. The solution must be aligned with MITA and the Seven Conditions. The technical architecture must be SOA-based.

The state wishes to leverage industry standards and best practices across the three MITA architectural layers, (i.e. Business, Information and Technology). Shared services and one-to-many delivery models are desirable.

Key Personnel and Required Positions – 54 named positions

State RFP Example #3

The State expects the selected vendor to use commercially available components, which may include the vendor's proprietary commercially-available components and other products available for license, to create a flexible, modular framework for operating the Replacement MMIS.

All software used in the performance of the contractual requirements must be turned over to the State or the Successor Contractor at the end of the contract. Licenses must be assigned without additional cost to the State or Successor Contractor.

Provide to the State or the Successor Contractor all updated computer programs, data, and reference files in a format agreed upon by the State.

Seven Conditions Make Custom Obsolete

Modularity – SOA, open interfaces, configurable business rules, formal methodology

MITA – business-driven, process-centric, roadmap for greater maturity

Industry Standards – information, business process, technology, methodologies

Leverage – reuse, alternate delivery models, extensibility, expandability

Business Results – workflow, dashboards, service, performance

Reporting – on-demand, multi-purpose, transparency, accountability

Interoperability – seamless interaction, efficient customer experiences, exchanges

Custom Systems Require Traditional SDLC



Custom System Methodology



Design

Develop

Implement

SOA Solutions Require New Approaches



The MITA-aligned Methodology



Analyze



Configure



Deploy

Focus on Business Needs



Analyze

- ◆ **Analyze MECT objectives and system review criteria, link to solution**
- ◆ **Analyze gaps, link to product roadmap**
- ◆ **Analyze business processes and rules, link to replacement Medicaid solution**



Configure

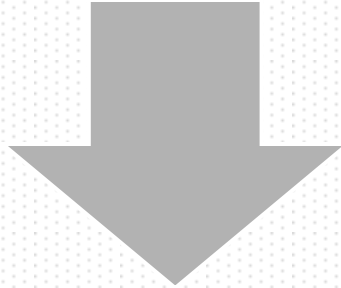
- ◆ **Configure business rules**
- ◆ **Migrate and test data in new configurations**
- ◆ **Establish configuration change process**



Deploy

- ◆ **Train users how to perform business processes**
- ◆ **Keep technical complexity away from business users**
- ◆ **Deploy incrementally, eliminate the big bang**

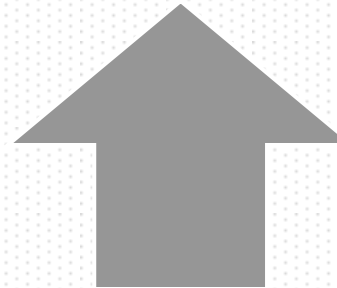
People, Process and Technology



One-to-many and shared services models reduce costs, leverage industry best practices and provide regular release of upgrades



Trade-off is fewer key people, in-state jobs, “faces with names” and custom business processes



Recommendations

- Next Week
 - ▣ Change the conversation
- Thirty Days
 - ▣ Establish procurement principles
 - ▣ Engage advocates
 - ▣ Socialize the new approach
 - ▣ Review and redline past or planned RFPs
- Long-term - MITA-size RFPs
 - ▣ Revise requirements and remove inconsistencies
 - ▣ Revise methodologies
 - ▣ Update governance model