**Benefits of Participating in the Project**

**During the Project**

* Collaborating agencies have a voice in the process and in decisions
* A collaborative approach will produce higher quality results
* Project will have experienced, professional project management
* Combined thinking strengthens the project
* Contractor retained to help identify project risks and work with project staff to develop mitigation strategies

**Strength in Numbers**

* Leverage collective effort
* Leverage collective expertise
* Faster time to implementation

**Cost Savings**

* Economies of scale will lower cost
* Contributions by multiple agencies of money and staff time leveraged
* Rather than being done by each agency separately, the following are done once for all collaborating agencies:
  + Requirements definition
  + Solicitation process
  + Product selection
  + Contract negotiation
  + DOJ review

**Cost Avoidance**

* Complying with project oversight requirements is easier and less costly. Some DAS approvals are obtained only once, rather than for each agency.
  + Project obtains DAS approval for Stage Gates 1 & 2
  + For implementation, the rest of Stage Gate applies, depending on project size

**During Individual Agency Implementation**

* Each agency will implement independently after contract signing
* Implementation costs for each collaborating agency are lower than going alone. Cost savings can be realized through volume discounts for:
  + License fees
  + Training
  + Data conversion
  + Software setup
  + Other services
* Help from other collaborating agencies:
  + Sharing lessons learned from their own implementation experiences
  + Sharing implementation documents, such as:
    - Implementation plan
    - Methods of data conversion
    - Training materials
    - Rationale for decisions about software settings selected/not selected
  + Available for advice during later implementations

**Long-Term Benefits**

**Widespread Availability**

* The intention is that the contract will allow all state and local government agencies in Oregon to use the new software
* Long-Term Vision: eProcurement software adopted as an Enterprise solution

**Improved Procurement Function in Oregon**

* State agencies will expand their ability to use best practices in procurement because of increased automation of the process
* Reduce or eliminate many of the problems and risks in the current way of doing procurement
* By automating the procurement process agencies will leverage technology to reduce/eliminate multiple points of data entry
* Improved customer service
* Vendors better able to communicate with and serve agencies that are using the new system
* Vendor satisfaction may increase

**Better Data**

* Each agency will be able to obtain the data needed to effectively manage its procurement function
* Better performance data and more accurate reporting
  + Within the agency
  + To DAS
  + To the Legislature

**Cost Reduction and Volume Discounts**

* License fees
* Training
* Data conversion
* Other related vendor services
* One eProcurement vendor contract
  + Easier to manage contract
  + Leverage full buying power
* As more agencies adopt the software, everybody potentially benefits from lower costs
* Hosting eProcurement product done in one place, instead of each agency paying for its own hosting at vendor site or State Data Center

**Training**

* More people trained means lower cost per person
* Potential to bring training to Oregon because of more people trained at same time

**Leverage Staff Experience and Expertise across Multiple Agencies**

* Develops “Enterprise Perspective;” makes other cross-agency collaboration easier and more productive
* Staff moving from one agency to another will already be familiar with eProcurement software
* Staff can contact peers in other agencies for assistance with technical and business issues

**Collaboration Continues After Implementation**

* Create software user group to speak with one voice to vendor
* Potential to influence future enhancements of the product to meet the state’s evolving needs