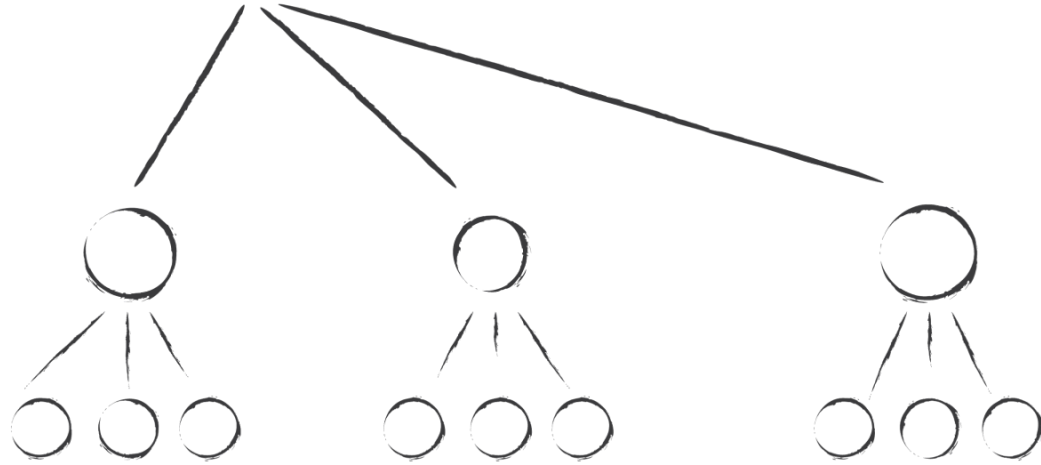


# PAY IT FORWARD



share  
**IT**



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# Lessons Learned from Piloting Shared IT Procurement

Presenters:

Mary Friedrich - ShareIT Project Manager

Brian Stewart - ShareIT Oversight Committee Lead

Harold Berry - ShareIT Procurement Committee Lead



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Evolution of ShareIT

Overview of ShareIT Pilot

Goals and How Did We Measure Success?

Key Lessons Learned



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# What is ShareIT?



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# ShareIT Strategic Goals

1. To improve quality and scope of administrative, teaching, learning and research services through sharing IT infrastructure, applications, knowledge, processes and documentation.
2. To reduce the IT service cost through economies of scale spanning PSIs across Alberta

The value proposition lies in the ability to achieve:

Quantity discounts

Better access to services

Higher quality of services



# Guiding Principles

- Sustainable
- Flexibility - Opt In/Opt Out
- Self Funding





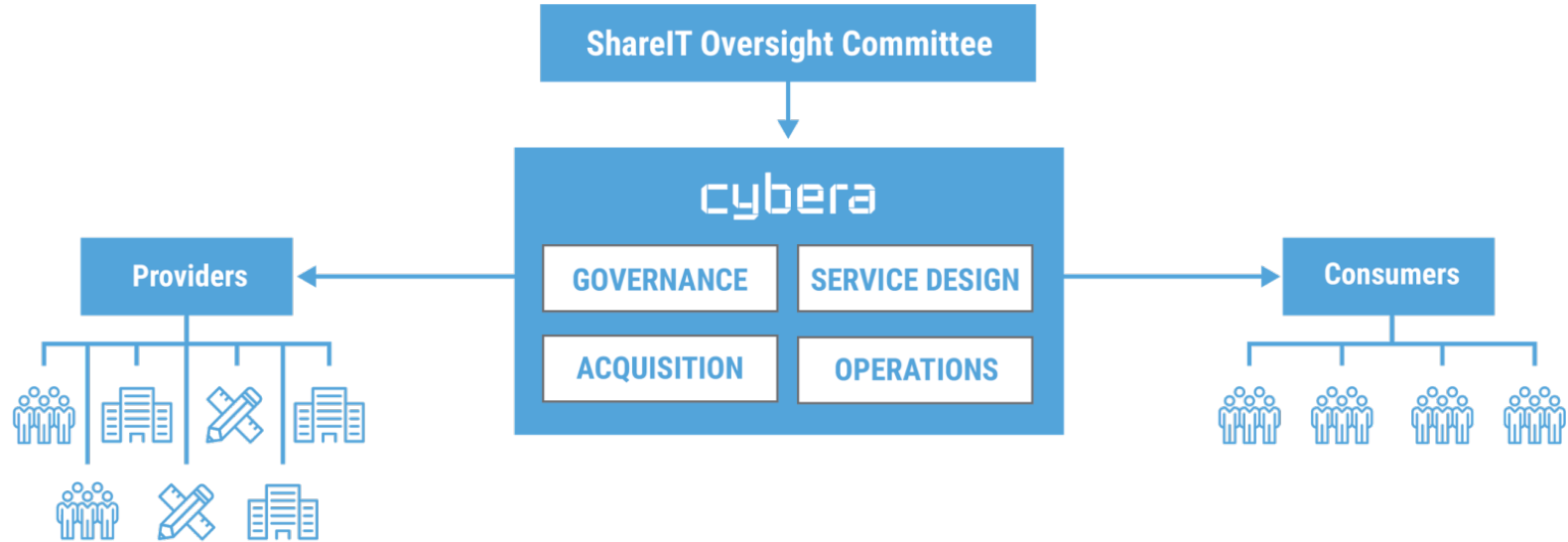
# Assumptions

- The services/products are ones that most institutions require and procure on a regular basis
- The specifications and scope (80%) can be standardized
- The services/products can be available to most institutions in the province, regardless of size or geographical location



# End State

## ShareIT Framework



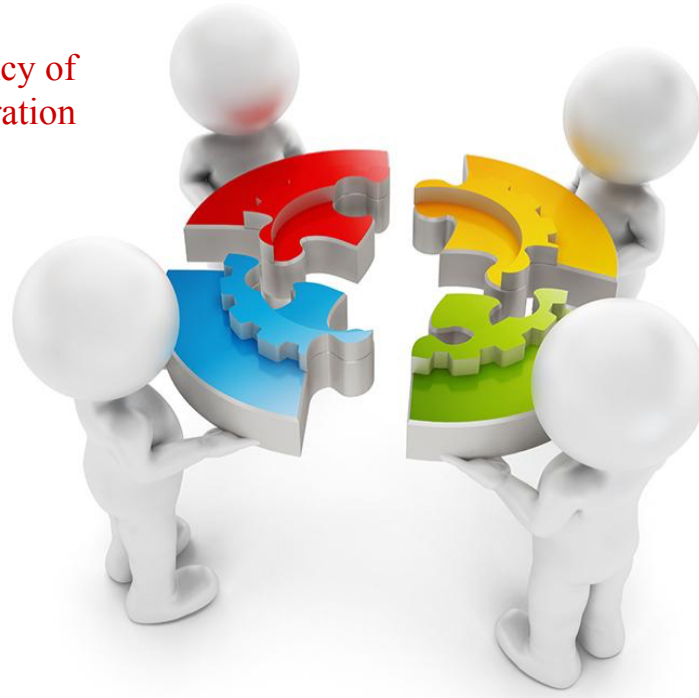
# Pilot Overview & Goals

Testing the  
Infrastructure

Efficiency of  
Collaboration

Quality of Collaboration

Savings/Cost Recovery  
Model



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# Pilot Overview

Two Shared Procurement Initiatives

Participants and Resources

Full Service Delivery Lifecycle

Development of Procurement Policies, Procedures, Templates, Processes

Master Agreements, Member Agreements, Participation Agreements

Vendor Management

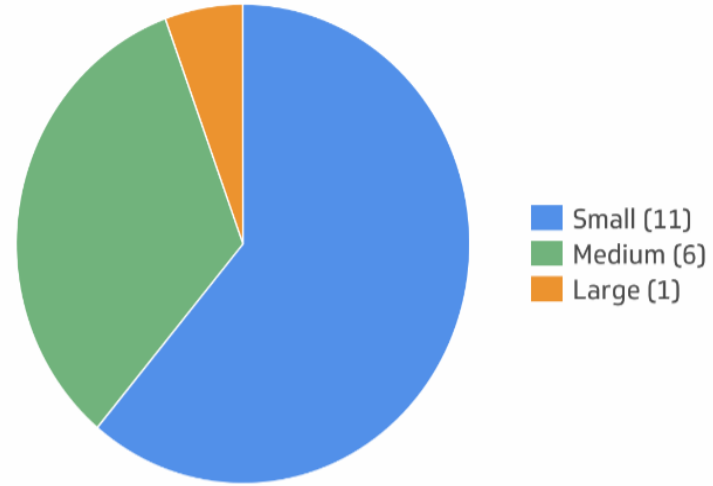
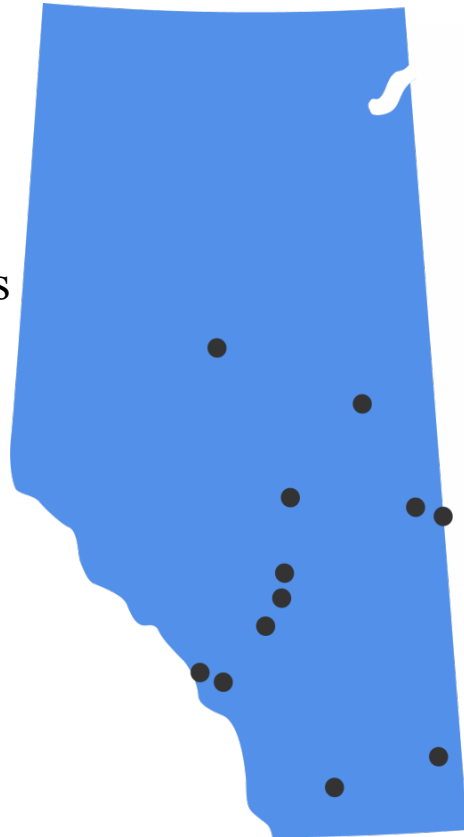


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# A Diverse Group of PSI Participants

Balance of  
Urban and  
Rural Centres



# The Results

Direct Financial Savings – Estimated \$2.5 Million in first year

Other Savings

Efficiency of Collaboration

Quality of Collaboration

Full Library of Resources, Best Practices



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# Lessons from Managing the Process

Have the Framework in place - test the framework

Shared Procurement vs. Buying Group - Big Differences

Dedicated Resource!!

Neutrality is the Key

Opt in/Opt out

Setting the stage - Individual – Group Requirements

Appropriate Level of Governance

Address the “Human Factor”



# Lessons from the Procurement Edge





# Lessons from Working Group Collaboration



Breadth and extent of collaboration of ShareIT

Value of face to face

Get to know your working group

Size and scope of group/TOR

*“It’s amazing that all of the PSIs can come together under one project and work together towards the common goal of making sure the best foot is placed forward for getting the job done together. It was a great experience and I’m looking forward to more opportunities.”*

*“From inception to completion the process was phenomenal. Communications was prompt, timelines were manageable and responses to questions were quick. Overall the process was far better than expected. Excellent job by everyone involved”*

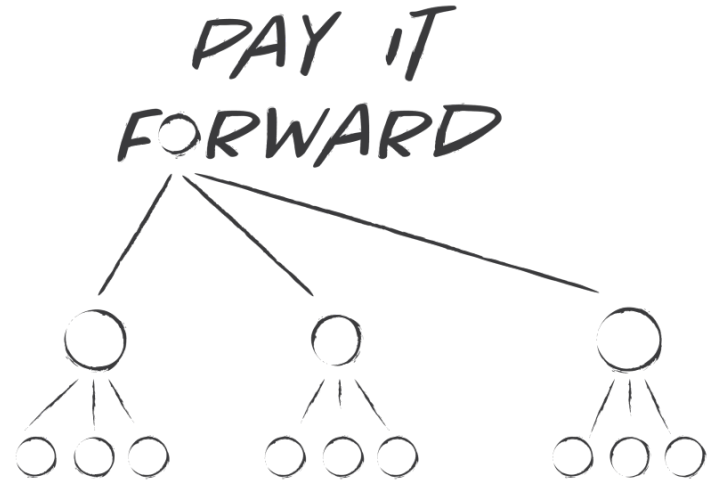


# Key Message Take Away

In Spirit of Collaboration

Reach out to the Community

Sharing the Knowledge



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