

# Procurement Resource Abstract



<b>Title</b>	<b>The Public Contracting Process in Support of Entrepreneurial Solutions</b>
<b>Sponsoring Organization(s)</b>	Kennedy School of Government, Harvard
<b>Author</b>	David P. Gragan
<b>Publication Date</b>	2009
<b>Synopsis</b>	<p>This paper makes the case that if buyers use a prescriptive RFP it suggests that they have already solved the problem or requirement that they are seeking to acquire which is rarely the case. It recommends dumping the RFP template in favor of a problem statement likely to attract the most innovative companies and to produce solutions rather than responses to a prescriptive RFP. It recommends that an open communicative process be maintained throughout the selection process to ensure a complete understanding of the problem.</p> <p>The paper suggests that a fair and open selection process should result in a long term partnership with the selected service provider, which will create the enterprise solution that the buyer is seeking. The author believes that collaborative partnerships produce better results than the often adversarial relationships that often develop using the traditional RFP approach.</p> <p>The case I made that for complex procurements such as IT systems that the traditional RFP template approach fails to achieve the desired results.</p>
<b>Topic Areas</b>	Procurement Planning
<b>Web Reference</b>	<a href="http://fedscoop.com/the-public-contracting-process-in-support-of-entrepreneurial-solutions/">http://fedscoop.com/the-public-contracting-process-in-support-of-entrepreneurial-solutions/</a>