

Procurement Resource Abstract



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| Title | Fixing Procurement eBook |
| Sponsoring Organization(s) | Department of Better Technology |
| Author | Clay Johnson |
| Publication Date | 2013 |
| Synopsis | <p>The free ebook's author is the former director of Sunlight Labs at the Sunlight Foundation – a group of developers that worked on open government projects at the federal level. He set up a up an open-source, community bid for the website to provide transparency to the American Reinvestment and Recovery act and ultimately submitted an \$800,000 bid for the project. Recovery.gov ended up costing \$19 Million dollars. Sunlight was not even eligible to bid on the contract, so they, perhaps the nation's leading experts on web-based transparency projects like Recovery.gov, did not even make it to the first round in the bidding process.</p> <p>Three years later, the White House wanted the author to lead a team of people on a project called RFP-EZ which does three things: 1. Makes it easy for government to write RFPs that people can understand. 2. Makes it easy for people to find those RFPs, and to bid on them. 3. Makes it easy for government to sort through the responses to those RFPs and select the best ones. He worked through the federal bureaucracy over six months, creating a new online platform and then running five projects through both the normal process, and through the new, RFP-EZ process to compare the bids and outcomes. The result? Bids through RFP-EZ were 30% lower than through the normal means. With just these five projects, government enlarged its small business pool by 250 new businesses. The bids came in faster, and there were more of them, and the bids on-average, tended to vary less (possibly because of well-written RFPs) than through the normal way.</p> <p>These experiences prompted the author to start looking at how to change procurement for the better. The United States Federal Government isn't the only organization with a procurement problem. Every large enterprise needs help figuring out how best to engage with external suppliers. The ebook essays are a collection of ideas from the author's experience: what was done, the mistakes made, and the things that need changing.</p> <p>The essays are: Fix Registration, Up the API game, Ask for the Right Stuff, Change Contracting Office Culture, It's Not Bout Procurement, Use Agile Policymaking, and Standardized Terms for Companies That Want Them.</p> |
| Topic Areas | Procurement Guides |
| Web Reference | https://github.com/dobtco/fixing-procurement-ebook/tree/master/final |