

CIO THE TWENTY-FIRST CENTURY CIO
ACADEMY

***In the Hot Seat:
A View from the Other
Side***

CIO ACADEMY

THE TWENTY-FIRST CENTURY CIO

Thinking specifically about the procurement process, what do you know now that you didn't know before?

What would you do differently?

Is “win-win” an illusion?

In a process that seems designed to keep everyone from winning, how can we create different partnerships between government and the private sector?

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What's the deal with change orders? Is it that government can't make up their minds or is it the vendor trying to just get more money?

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Why do some services cost so much?

What value is the department getting from the contract?

What happens when the State doesn't fulfill its part of the bargain?

What's the affect when government doesn't put the right people on the team, the sponsor ignores the project, or the team doesn't deliver on time?

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What is the true cost of integrated teams?

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