The Challenges of Government Partnerships

OAS RED GEALC
Workshop

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If you were a public sector program manager, why would you consider entering into a partnering arrangement with the private sector (pick one only)?

A. To solve a money problem (cash flow or lack of adequate funding)
B. To transfer risk and accountability to the private sector
C. To enable a service transformation to deliver program benefits
D. To significantly augment internal skills
If you were a private sector potential partner, what is your primary consideration in entering into a partnership with the public sector (pick one only)?

A. There is a sound business case for the project
B. There is clear senior leadership for the project
C. There is an opportunity for a substantial profit
D. The opportunity is your core business
What is the most important consideration in a Partnering RFP (Request For Proposal) and resulting contract to enhance partnership sustainability (pick one only)?

A. Having very explicit specifications that clearly delineate the responsibilities and accountabilities of the parties

B. Having penalty clauses for contractor failure to meet requirements

C. Having gates or off-ramps at logical milestones throughout the project

D. Establishing principles by which the desired project outcomes will be co-managed
What is the primary reason that partnerships become unsustainable (pick one only)?

A. One (or both) of the partners is not ‘partnering-enabled’

B. The RFP and contract are too restrictive or prescriptive

C. The RFP evaluation criteria has a prevailing emphasis on price

D. There is an inappropriate balance between the requirements of due process and program delivery
To what extent can a well executed IT partnering project deliver program benefits (pick one only)?

A. A great deal

B. Some

C. Little

D. None