
Seven Observations

An Independent Consultant's view
on CMS procurement



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Category

< Any Category

Software

- Business & Office (2)
- Networking (1)

Operating System

Any Operating System

- Microsoft Windows (1)

Price

Any Price

\$200-\$500 (1)

\$ to \$ GO

Seller

Any Seller

- Ademero, Inc. (1)

Listmania!

Software > "content management system"

Showing 2 Results

1.



Content Central - Workgroup Edition

[1 Used & new](#) from \$299.00

2.



Microsoft CONTENT MGMT SVR ENT ED-2002 EN CD EVA (Operating System)

Currently unavailable

Showing 2 Results

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The more you learn before you write the ITT, the more successful it will be

Learning involves dialogue

Ask sensible questions

Invest time – if you won't, the vendor won't

respond, the procurement fails

learning process: marketplace & requirements

CMS is not a commodity

Structured procurement happens for a reason

CMS is not a commodity

***Considered decision
making yields better
results...***

***Win-win...
... or you'll lose***

Structured procurements happen for a reason

Negotiating leverage

No corruption

Fair chance

***Protect interests of all
stakeholders...***

Mandated...

Right solution

Interest

Worth thinking about

Communicate

Give notice & time

Inform

Persuade

**If the right vendors don't
respond, the
procurement fails**

MAN

Realistic Chance

Qualify

Rational Requirement

Awareness

Marketplace...

Procurement is a learning process

*Ticking boxes
is a waste of time...*

Requirements...

*Know enough to ask
sensible questions*

**The more you learn before
you create the ITT/RFP, the
more successful it will be**

*Open up communication
channels*

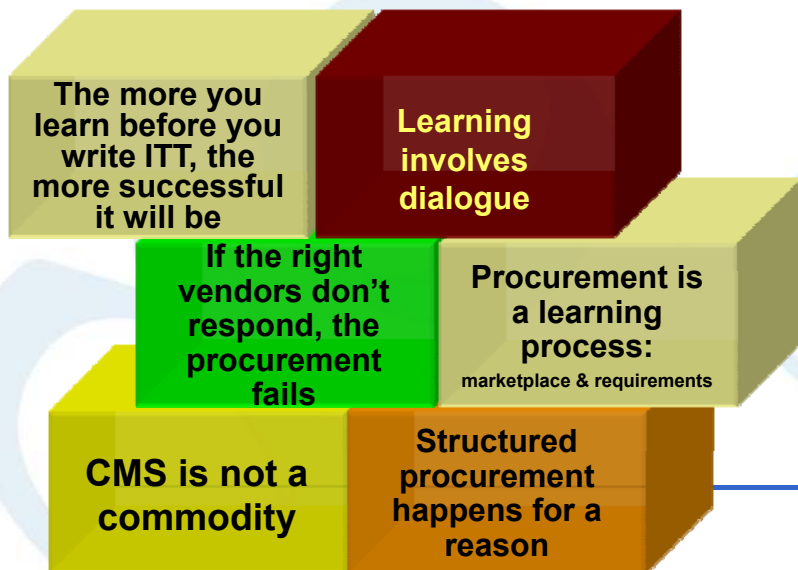
Learning involves open dialogue

*Invest time and effort
(If you won't, the vendor won't)*

Get the team first...

... work with them to choose the technology

Team matters at least as much as technology



And the goal is to achieve CHANGE

Thank You

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■ **Making sense of technology...**

- ❑ Many organisations are caught up in the complexity of technology and systems.
- ❑ This complexity may be inherent to the technology itself. It may be created by the pace of technology change. Or it may arise from the surrounding process, people and governance structures.
- ❑ We help untangle this complexity and define business strategies that both can be implemented and will be adopted by people throughout the organisation and its partner network. We then help assure delivery of implementation projects.

■ **Clients...**

- ❑ **Cisco Worldwide Education** – Architecture and research for e-learning and educational systems
- ❑ **Council of Europe** – Systems for monitoring compliance with international treaties; e-learning systems
- ❑ **Dover Harbour Board** – Systems and architecture review
- ❑ **European Agency** – ECM Roadmap
- ❑ **MessageLabs** – Architecture and assurance for partner management portal
- ❑ **National Savings & Investments** – Helped NS&I and BPO partner develop joint IS strategy
- ❑ **The Open University** – Enterprise architecture, CRM and product development strategies
- ❑ **Oxfam** – Strategy for content management, CRM, e-Commerce
- ❑ **Thames Valley Police** – Internet Consultancy
- ❑ **Sony Computer Entertainment** – Global process definition
- ❑ **Amnesty International, Endemol, tsoosayLabs, Vodafone, ...**

