



Digital Transformation Advisory (RFP #900)

City of Stamford

Board of Representatives, Finance Committee

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Cyber Security in the Age of AI



Digital Transformation Advisory

Transformation Goals

- City-wide efficiency
- Enhanced cyber-security
- Leverage ERP
- Overcome Digital Deficit
- Prepare for the future

Transformation Areas

- Cloud Migration
- Data Analytics
- Citizen Services
- Business Services
- Smart City

Authoritative Roadmap

Vision – Art of the Possible - Interviews -
Workshops – Assessments - Evaluations –
Presentations – Strategy – Technology
Deficit Backlog – Technology Alignments



VENDOR SELECTION

An evidence-based approach for RFP response evaluation and vendor selection

1 Assemble Team



Evaluation Team

Primary

- IT
- Purchasing

Supporting

- Mayor's Office
- Legal
- Administration

2 Review Proposals



Ten Respondents

- Avanade
- Biorbit
- Cannon
- Deloitte
- Gartner
- Kodak
- Mola
- Slalom
- T-Mobile
- Veoci

3 Presentations



Presentation by Four Top Candidates

- Avanade
- Deloitte
- Gartner
- Slalom

4 Final Evaluation



Evaluation Criteria

- Quality of Proposal 40%
- Qualifications and Experience 20%
- Price 40%

5 Conditional Contract



Winning Candidate

- Avanade (Unanimous)
- Jointly owned partnership of Microsoft and Accenture

World-Class Alliance



Stamford-Avanade-Microsoft

The alliance provides Stamford with a unique opportunity to benefit from (literally) the top global minds, in top corporate positions, regarding City Digital Transformation.

The alliance provides Stamford with access to the best technology ecosystem for City Digital Transformation.

The alliance benefits Stamford by leveraging lessons learned by Avanade and Microsoft at larger cities, thereby avoiding costly mistakes and time-consuming missteps.

Contract

Funds

- Existing IT budget

Contract cost

- \$750K Total value of proposal
- (\$350K) Discount/investment (Microsoft and Avanade)
- \$400K Final cost to City

Named Microsoft and Avanade top people

- Trever Esko – Microsoft Public Sector Technology Leader
- Chris Willis – Avanade, Global Lead Digital Advisory





Thank you for your attention!

Any Questions?