



VA TECHNOLOGY ACQUISITION CENTER INDUSTRY ENGAGEMENT

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VA



U.S. Department of Veterans Affairs

Office of Information and Technology



Modernization and Acquisitions

- Modernization requires focusing IT resources efficiently
- Acquisitions and strategic sourcing play a large role
- Our focus areas:
 - Maximizing cost efficiencies
 - Increasing organizational collaboration
 - Minimizing duplicative contracts

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Strategic Sourcing Focus

- **Implement** best practices
- **Select** best value
- **Hold** suppliers accountable
- **Monitor** supplier performance reports
- **Identify** cost avoidance
- **Align** purchase projections with spend
- **Implement** enterprise contracts
- **Provide** CIO visibility

Benefits to Suppliers



- Stronger relationships
- Reduced complexity
- New channels for innovation
- Long-term outlook
- Consistent supplier management
- Easier identification and selection
- Reduced cost to engage with VA

Category Management



Hardware



Software



Telecom



IT Services (cloud)



IT Security

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Managed Services



Frees IT staff



Improves efficiency



Lends to scaling



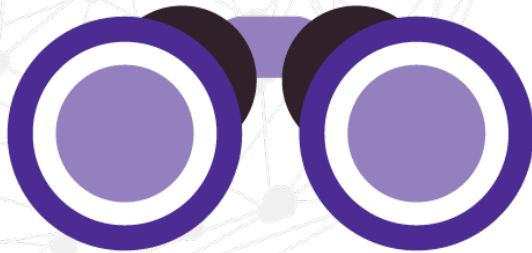
Allows around-the-clock assistance



Accelerates return on investment

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Strategic Sourcing Outlook



Next steps:

- **Develop** training plan
- **Conduct** communication campaign
- **Train** personnel
- **Flesh out** supplier/category management processes
- **Standardize** acquisition processes
- **Identify** suppliers
- **Invest** VA resources

QUESTIONS?

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