

## **Using SLIM to Avoid Making Disastrous Acquisition Decisions**

### **The Situation:**

A QSM client used SLIM-Estimate in an oversight role. Their purpose was to evaluate internal vendor acquisition plans and decide if they were reasonable. This company had to rebuild a major application which was rapidly approaching obsolescence. The system was to be procured from an external source. A request for proposal was prepared and sent to likely bidders. In evaluating one vendor's bid they noticed that the vendor was proposing a two release implementation plan. The concept made sense, but the degree of parallelism in the two releases was troubling.

### **SLIM Solution:**

Using SLIM-Estimate we were able to show that the vendor's proposal was not practical. According to the proposal, Release 2 would begin production before the design phase of Release 1 was completed. This could lead to an abundance of rework, lower productivity, too many defects, and a huge overall cost and schedule overrun.

### **Result:**

Our analysis using SLIM enabled the procuring authority to uncover an unrealistic proposal and then select a vendor that had a good technical solution along with an effective execution plan. Their successful use of SLIM helped them avoid a major schedule and cost overrun which would have been on the order of 9 months, 270 person months, and 3.3 million dollars.

If you would like to learn more about how the SLIM-Suite can help your organization with effective acquisition strategies give Keith Ciocco a call at 800-424-6755.