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| **Traditional Procurement (Waterfall)** | **Agile Procurement** |
| * The procurement process runs in its entirety and at the end, the product is acquired; | * An iterative approach allows for portions of the final product to be acquired throughout the procurement process, a little bit at a time; |
| * Chance of failure exists throughout but is only more apparent near the end of the project; course corrections are very difficult at this point; | * Chance of failure exists throughout but is mitigated through the iterative approach; course corrections are ongoing and expected; |
| * Limited interaction with vendors; | * Ongoing interaction with vendors; |
| * Interaction with vendors can be on only one aspect at a time with little overlap on multiple subjects; | * Interaction with vendors is an ongoing discussion throughout the procurement process; |
| * Interaction with vendors is typically an “us and them”; | * Interaction with vendors turns into a partnership with a joint desire for success; the “us and them” turn into a “we”; |
| * Scope is determined and set; | * Scope is flexible and adaptable; |
| * All requirements need to be documented and known before a procurement is started (For NextGen this could have taken 1yr+); | * Start with the most important requirements; agile provides the opportunity to add requirements throughout the process without slowing down; |
| * Proposals are hundreds of pages long; | * Proposals are smaller in size and can use the actual product in question to be reviewed; |
| * Long contractual periods; | * Shorter contractual periods with Go/No-Go stages; |
| * Evaluation can take months; | * Evaluation can take weeks; |
| * Users come in at the tail-end of the process (after purchase) and are asked to participate in UAT (User Acceptance Testing); at this point, even if the user doesn’t like the product, that is the product that will stay; recommendations and suggestions must be saved for future development/projects; | * Users are invited to become a partner in the process and have a say in what works/doesn’t from the onset; more relevant course corrections are possible with their feedback; |
| * Procurement works one step at a time with no step on the critical path occurring before its time; | * Procurement process works in smaller/faster sprints allowing for changes to get to a better product by the end of the process (this could be faster but not necessarily); |
| * Lessons learnt are tallied after the purchase of the product and can only serve future project. | * Lessons learnt can be applied throughout the process and course corrections can be made to ask for more relevant requirements and get a better end-product. |