

# CONOSUR TOUR

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Linda S. Salac M.A., MIT



# Building Bridges without Borders



## *The Environment in Government*



Rural Health

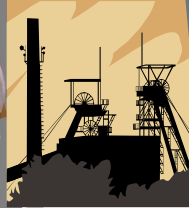
Migration of Youth /Brain Drain

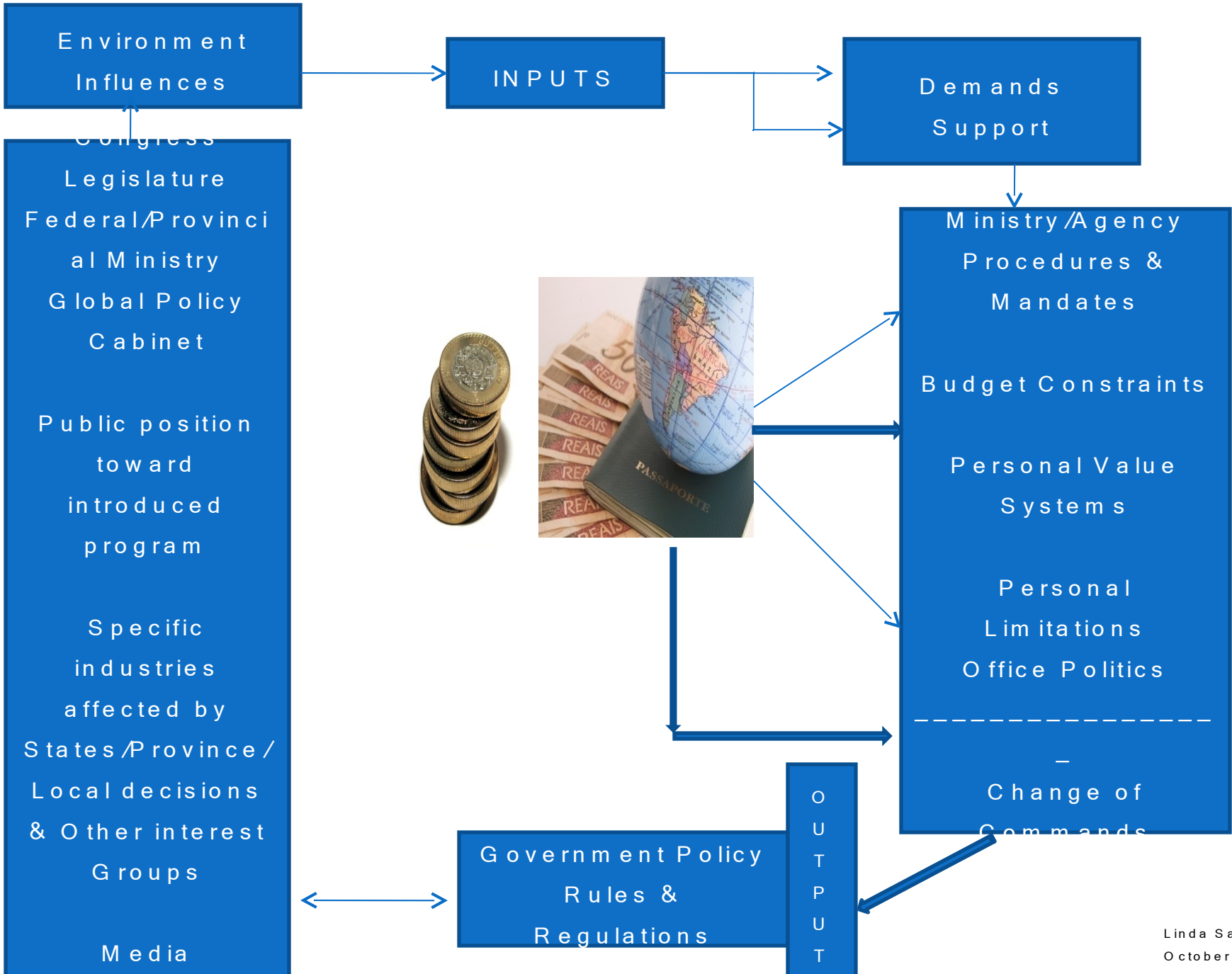
Schools

# PMI



## Government SIG





The Environment in  
Government Spinning Wheel

Federal, State & Local  
Government

President's Agenda

Governor/Provincial's Agenda

Local Mayor's Agenda

***Public Treasury is Bankrupt***

# The Reality in Government

- Most senior executives are still not technology savvy
- Budgets are fixed and viewed at other program expenses
- Legislators, decision makers remain suspicious
- Technology investments is in competition with “everything” requiring funding (\$\$\$\$\$\$)
- Demand is growing & priorities are unclear, shifting
- Mandates & Government initiatives
- Transparency in government
- Social Responsibility : Philanthropy or Charity & Profit
  - Corporate Social Responsibility
    - Impact of the “*Alien Tort Statute*”
  - Personal – Project Managers Social Responsibility

# Linda's 5 minutes presentation

## The 25% Rule

- Use “high touch” approach to building partnership & acceptance
- Structured articulation of all incoming projects. Sell value of projects
- Knowledgeable about “management reserve” in government
- Knowledgeable about mandates and government initiatives

# *Selling Points*

Elaborate to decision makers value of service to  
constituents

- Strategic Planning for automated & non-automated projects
  - Project Management Office
    - Educational training on Procurement Management
      - » Grant writing
      - » RFP , others strategies such as Terms & Conditions
      - » Statutes requiring “Purchase Orders” for commodities, services, supplies
- State / Provincial / Local government request are public driven including media
- Partnership with Universities / Colleges
- Demonstrate multiple benefits across enterprise **NOT** just a specific agency / Ministry

# *Justification to legislature & appropriations committee of project*

- Introduction of “*Sunset Law*”

- Funding Scheme

- Cost Benefit Analysis

- With or Without Project

- Burden Rate

- Hurdle Rate

- Turnover

- ROI - Payback period expressed in Years

- Labor Cost Analysis (Personnel)

# Top Management only need to know 5 & 25% Rule

- How much?
  - When?
  - What will be the result?
  - Value of your proposal
- 
- 1 -2 pages of presentation is enough to be heard
  - Be concise, be brief, and to the point
  - Be aware of the 5 & 25% rule

# Government Process Approval

## Economically Feasible

- Cost – One time development cost
- Funding Source
  - Cash Fund
  - General Fund
  - Matching Grant
- Funding Request for Annual or Biennial Budget
  - YES
  - NO

## Operationally Feasible

- When will project start/finish
- Legislation approved
  - YES
  - NO
- Mandated
  - *Sunset Law*
    - YES
    - NO

## Management

on State Funded Projects that have  
country, state /provincial or local  
strategic importance

- All state agencies /ministry and public higher education institutions using “appropriations for information technology” should adopt project management and implementation procedures.
- All political subdivisions and major public service organizations should adopt similar policies to guide project management and implementation

# Understanding Difference

## Funding Recommendation

### Statewide Strategic Project

### Major Project

- Includes projects that would have significant effect on a core business function of the sponsoring organization.
- Any project that would incur total cumulative expenditures of \$250,000USD or more should be considered major project.

- Affects multiple government programs or departments. These may involve interfaces from other applications, provide data to or receive information from other government programs or organization countrywide that impact private industry, citizens, or employees of the government beyond the sponsoring agency / ministry that is going to affect enterprise perspective in a broader scheme.

# Communicating with Ease

## 4 Peak Performance Value

- Communication skills
  - Functional abilities
  - Technical abilities
  - Overall performance
- Wide range of skills, techniques, strategies relying on the organizations assumption that one single person has all the strengths required with awareness of the wider environment in which team operates in the organization and awareness of government policies, procedures, educational background and general knowledge of purchasing requirements, use of project management tools, negotiation skills, cost and benefit analysis, administration skills, etc.*



# Summary

- Technology
- Ministry Strategic and Tactical Objectives
- Delivery
- Customer / Stakeholders / Constituents

THANK YOU

LINDA SALAC, MA, MIT

[lindasaludsalac@aol.com](mailto:lindasaludsalac@aol.com)

402-464-0019

Moral: A word on being Moral: *If we are 95% sure of something we know is good, then out*

*of 100 instances we expect to be right 95 times and wrong 5 times*