

PROCUREMENT SUPPORT FOR LOTTERIES



MANAGEMENT OF LARGE AND COMPLEX LOTTERY RFP PROJECTS

adesso supports the procurement project with a tender regulation-compliant selection process by managing the complete process from requirements gathering, RFP creation, until evaluating the vendors proposal

PROVEN TENDER MANAGEMENT PROCESS

For every phase of the PRFP process adesso is able to fully support its clients with a complete portfolio of services.

Planning & Scoping

- > adesso supports lotteries in solving the main challenges in the planning & scoping phase
- > Developing an RFP strategy
- > Analysis of improvement potentials
- > Defining milestones and advise on RFP project governance measures to align with RFP goals & timeline

Preparation Phase

- > Coordination of all relevant stakeholder through the planning phase
- > Consolidation of requirements – ensuring consistency of requirements
- > Support of the prioritization requirements and optimization of processes
- > Defining appropriate selection and award criteria

Evaluation & negotiation

- > Providing the methodology and tools for evaluating the technical and commercial proposal
- > Utilizing technology and business expertise for the evaluation of proposals
- > Providing an objective evaluation complementing the lottery results

Award & Contract signing

- > Supporting the justification of the vendor selection

Project Kick-Off

- > Ensuring a smooth and structured project initialization
- > Supporting the setup of a project organization and appropriate processes for an efficient implementation phase

CHALLENGES

- > Defining and structuring the functional, non-functional, and technical requirements
- > Structured approach for evaluating technical and commercial proposals
- > Choosing appropriate selection and award criteria – compliant with tender laws
- > Finding the right solution



SOLUTIONS

- > A professionally managed requirements process
- > Defining suitable criteria for vendor selection
- > Utilizing proven evaluation and award criteria
- > Evaluating the proposed solutions and create decision proposal



WHY ADDESO?



20 years of industry expertise
adesso supports lotteries with procurement projects for lottery terminals, central systems, and interactive channel solutions.



PLANNING & SCOPING

Commercial & technical strategy | Timeline | Market Research



PREPARATION

Requirements catalogue | Prioritization & weighting | Definition award criteria | Evaluation matrix | Contract | RFP document



VENDOR QUALIFICATION

Qualification criteria | Vendor evaluation | Vendor selection



EVALUATION & NEGOTIATION

Request for Proposal | Bid management | Presentation onsite | Negotiation workshops | Proposal evaluation | Final evaluation | Decision making



AWARD & CONTRACT SIGNING

Decision justification | Award | Inform bidder | Contract signing



PROJECT KICKOFF & INITIALIZATION

Project setup | Internal project organization | Project governance

ALL THE SKILLS YOU NEED



Ranging from software development, modern technology, and architecture solutions to project management, IT service management, and strategy consulting.

Find out more:



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