



STATE OF MICHIGAN
DEPARTMENT OF INFORMATION TECHNOLOGY

LANSING



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Horizon Program Kicks-Off, Allows for More Effective IT Planning

Lansing - The Michigan Department of Information Technology has announced the launch of a new supplier outreach and education effort, designed to help prepare technology suppliers to do business with the State of Michigan. Paramount to supplier education is the new Horizon Program. This program implements a more effective process for state business partners to market their IT services, and improves the ways in which the state can learn about new technologies.

The Horizon Program does not change or replace the current Request for Proposal (RFP) or prequalification processes. Instead, it is an adjunct team of DIT employees charged with helping the state get the most value out of its IT planning.

The state's priorities are defined in the Cabinet Action Plan and the IT Strategic Plan so that suppliers may review them to determine if their products suit the state's needs. Established suppliers will have the opportunity to work with DIT's Office of Strategic Policy to present to the Horizon team. New suppliers will need to establish themselves with the Office of Contracts & Procurement before meeting with the Horizon team. The Horizon team, a cross-functional agency group and its ad hoc members, will evaluate the various supplier suggestions and either decline or advance the initiative for further study or possible RFP.

This new program has benefits for both the state and its IT business partners. The state will be able to concentrate on solutions which are targeted to specific needs and which meet with current standards and direction. This will help to eliminate time spent researching products that the state simply does not need. Further, the state will have the opportunity to get updates on new technology, so that leading-edge products can be reviewed for feasibility and value. Conversely, IT suppliers will know the state's objectives in advance and know they are moving in the correct direction with their efforts. Improved access, a larger audience and reduced risk are also important benefits for suppliers.

DIT Contract and Procurement Director Norm Buckwalter says, “The Horizon Program helps us to get maximum value out of state technology purchases. With budgets the way they are, we need to work with our suppliers to leverage existing investments and make the most intelligent planning decisions for state agencies and the taxpayers.”

By developing a new program to review prospective technology advancements, DIT hopes to improve efficiency for all involved in the IT purchasing process, and increase value for the department by focusing on the most worthwhile and cost-effective technologies.

Learn more about the Horizon Program at www.michigan.gov/horizon

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