Mathematica's Rapid-Cycle Vendor Selection and Procurement Service

Helping States Select Solutions to Address COVID-19 Response

As the COVID-19 pandemic advances, states are being bombarded with a bewildering array of technology that claims to address a wide variety of their response needs. States must move quickly to deploy their COVID-19 responses, and yet they have no clear framework for how to assess and procure the needed technology under these stressful conditions.

To meet this need, Mathematica has adapted strategic state procurement methods to enable rapid-cycle, innovative vendor selection and procurement for COVID-19 efforts. We offer a fast, flexible, and customizable solution for obtaining health technology, while retaining the standards of rigor associated with traditional state procurement. *In other words, we offer a government procurement solution that operates at the speed of commercial business.*
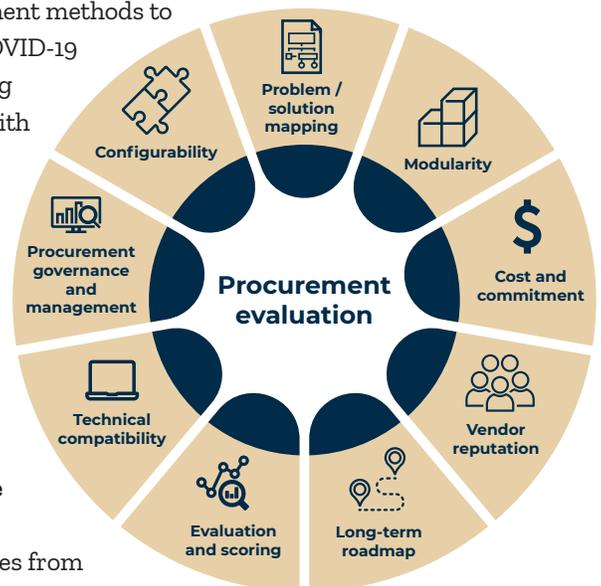
Our approach is **modular**. If you're looking for a quick and easy tool to help guide your evaluation of marketplace solutions, consider using our robust evaluation matrix as a stand-alone product. The matrix provides a reliable framework for deciding which technology option best meets your needs. For states looking for a more comprehensive solution, we have targeted options that are right for you.

Mathematica's unique procurement approach begins with **rapid-cycle strategic planning**. We help you *identify enterprise strategic priorities* using impact-to-effort matrix analyses, *gather and interpret* perspectives from stakeholders, and *define "the problem"* through guided narrative interviews. From there, we work with you to quickly **produce a statement of objectives (SOO)**—based on your *business and nonfunctional requirements*—that can be used as a request for proposal. This SOO, compared with traditional statements of work, fosters vendor innovation and accelerates procurement.

We provide an **evaluation matrix**, with prebuilt and custom evaluation criteria, to help you evaluate and assess vendor responses quickly and fairly. Once you are ready to select a vendor, we provide **ongoing procurement support** to ensure that the chosen solution continues to meet your needs.

Why partner with Mathematica? Two reasons. First, our more than 50 years of in-depth, broad procurement experience in health and human services stands out in a saturated marketplace. Second, we've been at the forefront of supporting COVID-19 reopening efforts across the country with our data-driven, evidence-based approach. This positions us well to help you assess the myriad COVID-19 solutions flooding the market.

Let's Progress Together. If you would like to learn more about this new service, please contact Andrew Hurwitz at AHurwitz@mathematica-mpr.com, Caitlin Nehila at CNehila@mathematica-mpr.com, or John Stern at JStern@mathematica-mpr.com.

Procurement evaluation wheel with segments: Problem / solution mapping, Modularity, Cost and commitment, Vendor reputation, Long-term roadmap, Evaluation and scoring, Technical compatibility, Procurement governance and management, Configurability