

# PURCHASES GONE WILD!

...Tales of Failures -  
- and redemption!  
from the trenches of  
public procurement.



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# WHY. WHY. WHY?

- WHY ARE THERE FAILURE STORIES?
- WHY DO WE SHARE STORIES?
- WHY DOES THIS HELP?



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# Why are there failure stories?

- INFORMATION IS GROWING AT AN ACCELERATING RATE.
- WE ARE MORE INTERDEPENDENT THAN EVER BEFORE IN HISTORY.
- THERE ARE MORE REGULATIONS, POLICIES AND PROCEDURES.
- THERE ARE FEWER WORKERS.
- MORE CAN GO WRONG IN A GIVEN PROCUREMENT THAN CAN GO RIGHT.



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# Why do we share stories?

Significant events  
contribution



Celebrating Failure  
by James Dyson



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# Why do we share stories?

- An organization uses information strategically in three areas:
  - to make sense of change in its environment;
  - to create new knowledge for innovation; and
  - to make decisions about courses of action.

Source: The International Journal of Information Management 2009  
<http://www.sciencedirect.com/science/journal/02684012>



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# Why do we share stories?

- NPR MORNING EDITION ARTICLE
- BUSINESS WEEK ARTICLE



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# Why does this help?



- Developing Resiliency!



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# Resiliency!



- WHAT IS RESILIENCY?
- RESILIENCY AND CHANGE:  
USE IT!



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# IT WAS A DARK, AND STORMY NIGHT....

The specifications were, well,  
 **WILD!**

- The tables; well , almost!
- A 40,000 lb. beam breaking machine; heavy!
- The Tank Room; tanked



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*In the meantime, at the office...*

Communication was, well,  
**WILD!**

–The “Selection” Letter

–The copies, and how to  
count them



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Later, there was NO agreement.....

The contracts were, well,  
**WILD!**

- Air Computers
- \$2 million dollar positioning system woes



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# AND SUDDENLY, IT WAS YOUR TURN.....

- Please gather into groups of 6 or less.
  - Introduce each other
  - Select a reporter
  - Each person shall share at least one story about a mistake (change the names to protect the guilty.)
  - Have the group determine which story will be shared with all participants
  - Have the reporter OR the story owner tell the story when called upon.



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AND THEN, IT WAS TIME TO SHARE.....



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# AND THEN IT WAS TIME TO SAY “GOODBYE”

- THANK YOU!

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