

Go/No-Go Decision Analysis: Harris County IT Consulting Services RFP

Go/No-Go Decision Analysis

Harris County Information Technology Consulting Services RFP

Executive Summary

This document presents a comprehensive Go/No-Go decision analysis for the Harris County Information Technology Consulting Services Request for Proposal (RFP). After careful evaluation of the opportunity against BroadAxis's strategic objectives, capabilities, and competitive position, we recommend a **GO decision** to pursue this opportunity.

RFP Overview

Client: Harris County, Texas (third-largest county in the United States)

Scope: Information Technology Consulting Services

Contract Term: 12 months (starting September 1, 2025)

Renewal Options: Four (4) one-year renewal options

Key Sub-Projects:

1. Core Initiative Consulting Services
2. ERP Transformation Strategy and Consulting Services

MWBE Goal: 13.30% for Sub-Project 1

Strategic Alignment Assessment

Strengths and Opportunities

- **Service Alignment:** The RFP requirements directly align with BroadAxis's core services in IT consulting, infrastructure support, and system transformation.
- **Geographic Advantage:** As a Texas-based company, BroadAxis is well-positioned to serve Harris County's needs.
- **Minority-Owned Status:** BroadAxis, as a minority-owned business, is advantageously positioned for the 13.30% MWBE requirement.
- **Long-term Partnership Potential:** The contract includes four potential one-year renewals, offering a pathway to sustained business growth.

- **Multi-vendor Selection:** Harris County intends to award to multiple vendors, which increases our chances of selection.

Challenges and Considerations

- **Competition:** The opportunity will likely attract significant competition from established IT consulting firms.
- **Resource Allocation:** Meeting Harris County's needs may require dedicated resources that could impact other ongoing projects.
- **Contract Size and Complexity:** The breadth of services requested demands comprehensive capabilities across multiple IT domains.
- **Timeline Considerations:** Pre-proposal conference is scheduled for July 8, 2025, giving adequate preparation time.

Capability Match Analysis

Technical Capabilities

- **ERP Transformation:** BroadAxis has demonstrated experience in enterprise system modernization projects.
- **Infrastructure Support:** Our team has the necessary expertise in network management and cybersecurity.
- **Strategic IT Planning:** We excel at aligning IT initiatives with organizational objectives.
- **Cloud Migration:** BroadAxis has successfully guided clients through on-premise to cloud transitions.

Operational Readiness

- **Resource Availability:** We have qualified staff who can be allocated to this project.
- **Geographic Presence:** Our Texas-based operations enable effective on-site service delivery.
- **MWBE Compliance:** We meet the minority-owned business requirements for this contract.
- **Scalability:** Our organizational structure allows us to scale resources to meet varying project demands.

Win Probability Assessment

Competitive Advantages

- **Client-Centric Approach:** BroadAxis's focus on understanding client needs aligns with Harris County's requirements.
- **Texas-Based Operations:** Local presence provides logistical advantages.
- **Minority-Owned Status:** Direct alignment with diversity contracting goals.
- **Industry Experience:** Relevant experience in government and public sector IT consulting.
- **Flexible Support Model:** Our logistical and operational support capabilities match Harris County's needs.

Risk Factors

- **Competition:** Large consulting firms may have prior relationships with Harris County.

- **Scope Complexity:** Broad scope requires demonstrated capabilities across multiple domains.
- **Resource Commitment:** Significant resource investment required for proposal development.

Financial Analysis

Potential Revenue

- Base contract (12 months) with potential for four annual renewals
- Multiple sub-projects offering diverse revenue streams
- Opportunity for expanded services within the contract framework

Investment Requirements

- Proposal preparation resources
- Pre-contract marketing and relationship building
- Dedicated project team allocation

Decision Recommendation: GO

Based on comprehensive evaluation of the RFP requirements against BroadAxis's capabilities, strategic objectives, and competitive positioning, we recommend pursuing this opportunity. The Harris County IT Consulting Services RFP presents a strong strategic fit with our service offerings, geographic focus, and minority-owned business status.

Next Steps

1. **Form Proposal Team:** Establish a dedicated team for RFP response development.
2. **Attend Pre-Proposal Conference:** Participate in the July 8, 2025 conference to gather additional information.
3. **Develop Discriminators:** Identify and articulate key differentiators that set BroadAxis apart from competitors.
4. **Partner Identification:** Evaluate potential subcontracting partners to strengthen proposal in specialized areas.
5. **Resource Planning:** Begin preliminary staffing plan development for project execution.
6. **Proposal Timeline:** Create detailed schedule for proposal development, review, and submission.

Conclusion

The Harris County IT Consulting Services RFP represents a significant opportunity that aligns with BroadAxis's capabilities, strategic direction, and growth objectives. While the opportunity presents challenges, our analysis indicates that BroadAxis is well-positioned to compete effectively and deliver exceptional value to Harris County.

Prepared by: BroadAxis-AI

Date: [Current Date]