Request for Proposal

Technical discovery

**1. Project Overview.**

Schlumberger OKC Valves is seeking an IT organization to provide a front end solution to an existing document storage system. The intent is to work with an existing code base to add features and improve the customer experience.

**2. Company Introduction.**

The OKC Valves plant is in the Cameron Group of Schlumberger. The plant makes valves for the oil and gas industry. It is one of the largest plants in the Cameron Group with over 200 employees. It makes from 300,000 to 900,000 valves each year.

NEEDS WORK

**3. Existing Technical Environment Overview.**

4. Service Requirements.

5. Company Requirements.

6. Budget.

7. Criteria for Selection.

8. Proposal Requirements.

9. RFP and Proposal Timeline.

10. Questions.

Agile development or waterfall?

Risk.

11. Notes.

- contracts as mechanisms for apportioning risk

- termination provisions as these may need to allow customer a “no fault” termination right at the end of each iteration/sprint.

- There is a need with agile contracts to draft the extent of customer-side delegated authority: what happens if there is disagreement over any given user story; the process when new user stories need to be introduced; and what is the definition of “done”.

- generally, customers will ask for some degree of additional protection through a hybrid process, whether through a priced “[minimum viable product](http://www.computerweekly.com/news/2240216339/The-digital-CIO-How-digital-technology-will-change-the-way-organisations-work)” or an agreed process to arrive at a fixed price per sprint once the sprint plan has been put together.

- tied greater rewards to speedy delivery or more valuable functionality.

- One approach is to share the risk and rewards so that projects blend time and materials with success-based delivery fees, but again, this requires good project governance to keep both sides happy.

- ability to dump functionality that the customer wanted, to get to a lean solution that fits actual business needs. This is something that Mitchell says must be permitted: “Customers often have their own business needs about time for delivery and suppliers have to be able to meet those – they too must be documented.”

- That said, contracts should contain a dispute resolution clause and a governing law and jurisdiction clause.

- there’s also the possible addition of a “no-fault” termination right for the customer at the end of each sprint, without termination fee or other sanction beyond payment for work properly completed, to reflect the agile approach of a working product at the end of each sprint.

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