Procurement in the 23rd century

The Z Factor

PORT TAMPA BAY

What’s the plan?

01 Procurement at ZIM

02 Utilizing digital platforms

03 AI is here, can we use it?

04 Summary

ZIM costs 2022

Fuel

Billions

Vessel Chartering

Billions

Logistic Expenses

Billions

Information Technology

Hundreds of millions

Indirect Costs

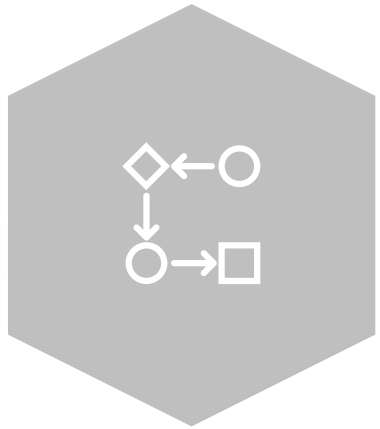
Hundreds of millions

The ZIM way

It’s NOT about the money

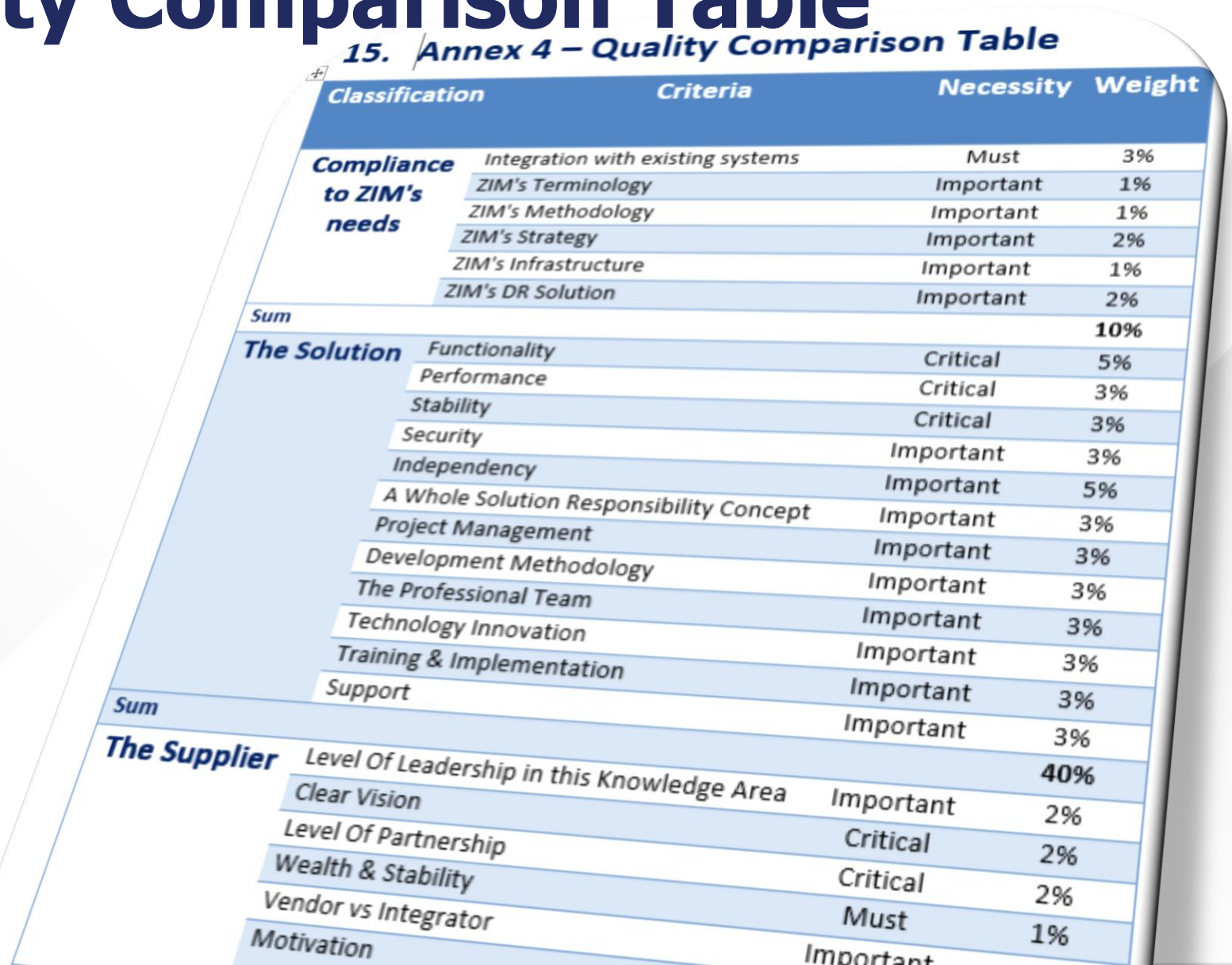
The ZIM way

ROI isn't everything



The ZIM way

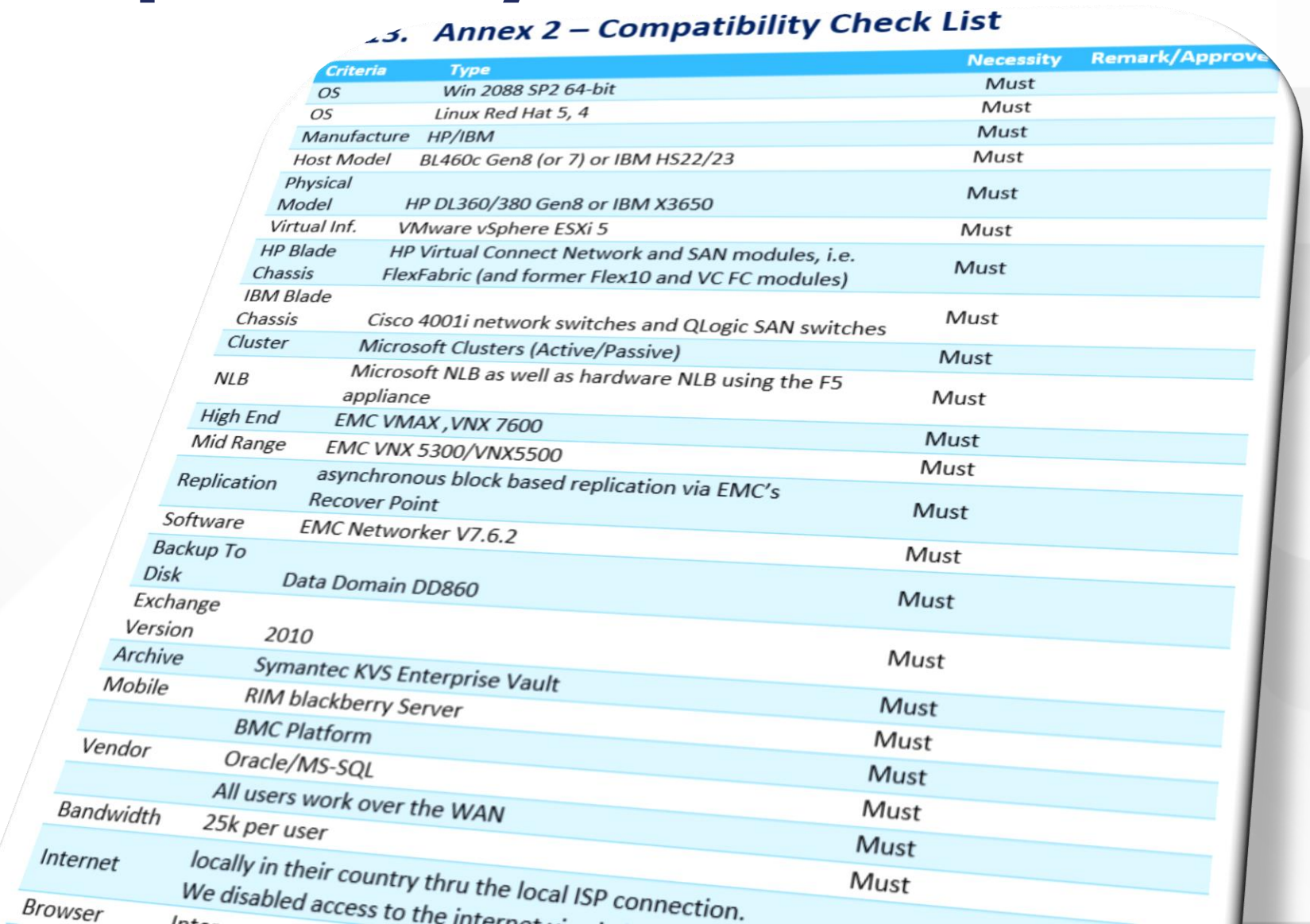
Quality Comparison Table



15. Annex 4 – Quality Comparison Table

Classification	Criteria	Necessity	Weight
Compliance to ZIM's needs	Integration with existing systems	Must	3%
	ZIM's Terminology	Important	1%
	ZIM's Methodology	Important	1%
	ZIM's Strategy	Important	2%
	ZIM's Infrastructure	Important	1%
	ZIM's DR Solution	Important	2%
Sum			10%
The Solution	Functionality	Critical	5%
	Performance	Critical	3%
	Stability	Critical	3%
	Security	Important	3%
	Independency	Important	5%
	A Whole Solution Responsibility Concept	Important	3%
	Project Management	Important	3%
	Development Methodology	Important	3%
	The Professional Team	Important	3%
	Technology Innovation	Important	3%
	Training & Implementation	Important	3%
	Support	Important	3%
Sum			40%
The Supplier	Level Of Leadership in this Knowledge Area	Important	2%
	Clear Vision	Critical	2%
	Level Of Partnership	Critical	2%
	Wealth & Stability	Must	1%
	Vendor vs Integrator	Important	
	Motivation		

The Computability Check List



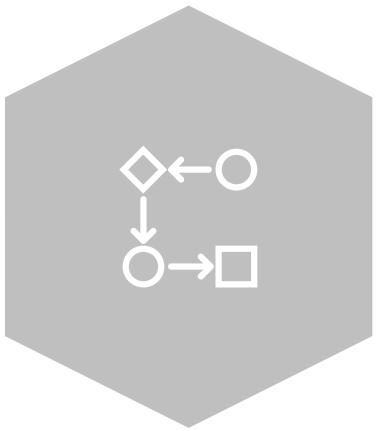
13. Annex 2 – Compatibility Check List

Criteria	Type	Necessity	Remark/Approve
OS	Win 2088 SP2 64-bit	Must	
OS	Linux Red Hat 5, 4	Must	
Manufacture	HP/IBM	Must	
Host Model	BL460c Gen8 (or 7) or IBM HS22/23	Must	
Physical Model	HP DL360/380 Gen8 or IBM X3650	Must	
Virtual Inf.	VMware vSphere ESXi 5	Must	
HP Blade Chassis	HP Virtual Connect Network and SAN modules, i.e. FlexFabric (and former Flex10 and VC FC modules)	Must	
IBM Blade Chassis	Cisco 4001i network switches and QLogic SAN switches	Must	
Cluster	Microsoft Clusters (Active/Passive)	Must	
NLB	Microsoft NLB as well as hardware NLB using the F5 appliance	Must	
High End	EMC VMAX , VNX 7600	Must	
Mid Range	EMC VNX 5300/VNX5500	Must	
Replication	asynchronous block based replication via EMC's Recover Point	Must	
Software	EMC Networker V7.6.2	Must	
Backup To Disk	Data Domain DD860	Must	
Exchange Version	2010	Must	
Archive	Symantec KVS Enterprise Vault	Must	
Mobile	RIM blackberry Server	Must	
	BMC Platform	Must	
Vendor	Oracle/MS-SQL	Must	
	All users work over the WAN	Must	
Bandwidth	25k per user	Must	
Internet	locally in their country thru the local ISP connection.	Must	
Browser	We disabled access to the internet		

The ZIM way

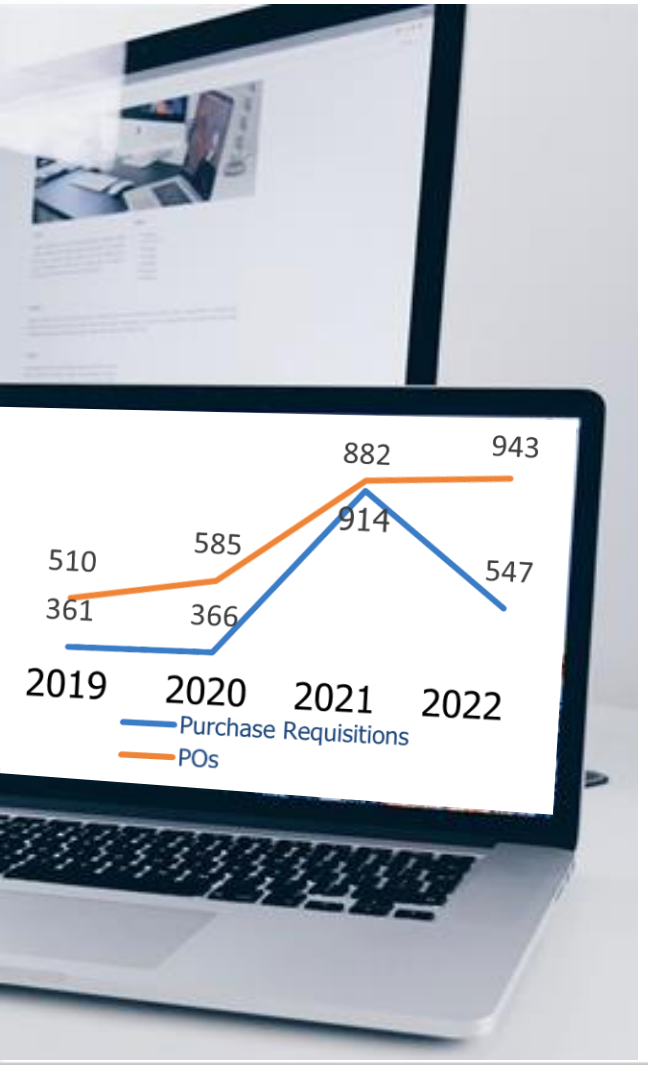
The ZIM way

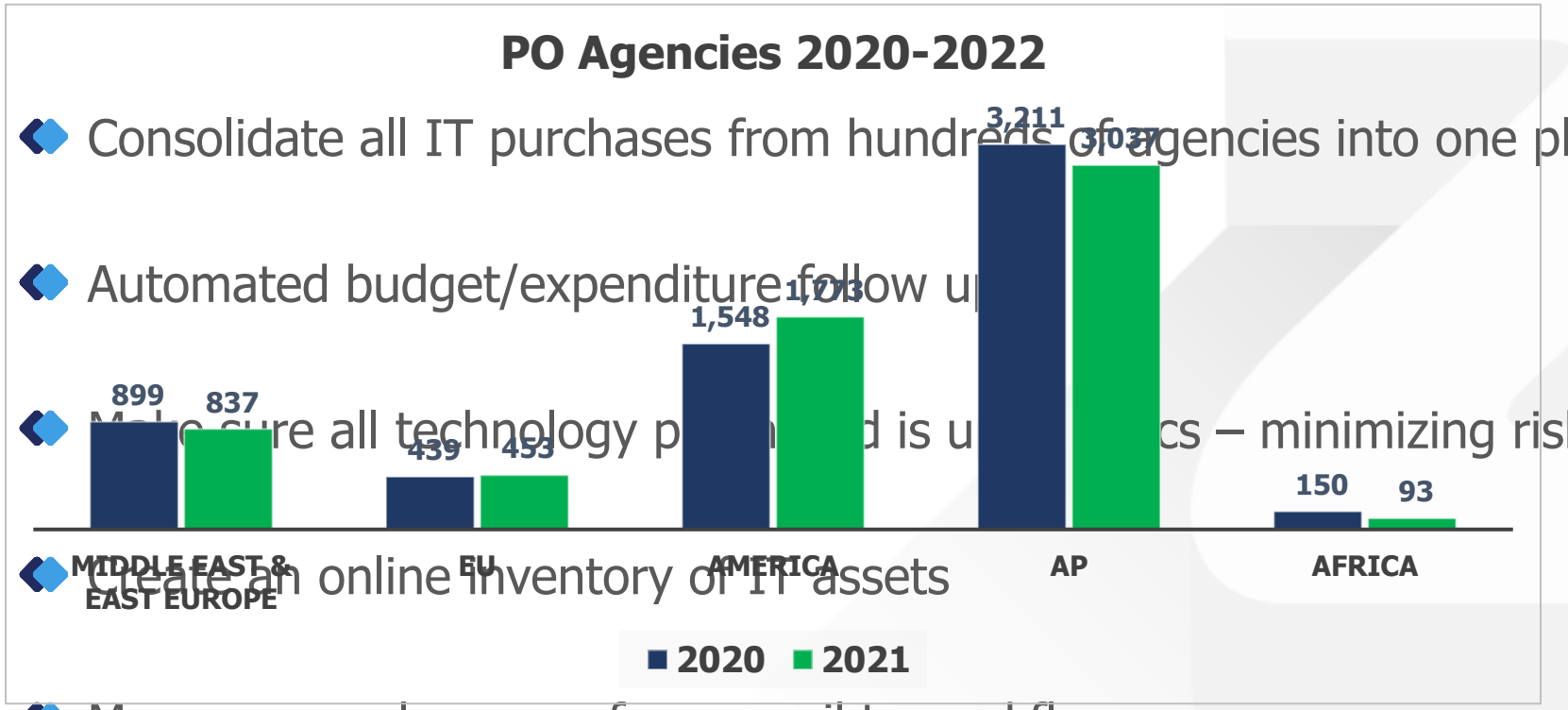
The ZIM way



Company wide collaboration

The need for a consolidated IT procurement process





- Consolidate all IT purchases from hundreds of agencies into one place
- Automated budget/expenditure follow up
- Make sure all technology purchased is u cs – minimizing risks
- Create an online inventory of IT assets
- Move approval process from email to workflow
- Improve control by company/function

Total 2020	Total 2021	Total 2022
6,247	**6,193**	**7360**

The IT procurement process

The IT procurement process

Create IT Purchase Order

All IT procurement under one type of SAP Purchase Order

The IT procurement process

Asset Procurement

Hardware plus Software License
subtracted from agency IT yearly budget
Hardware assigned an internal serial number

The IT procurement process

Ongoing and Peripherals

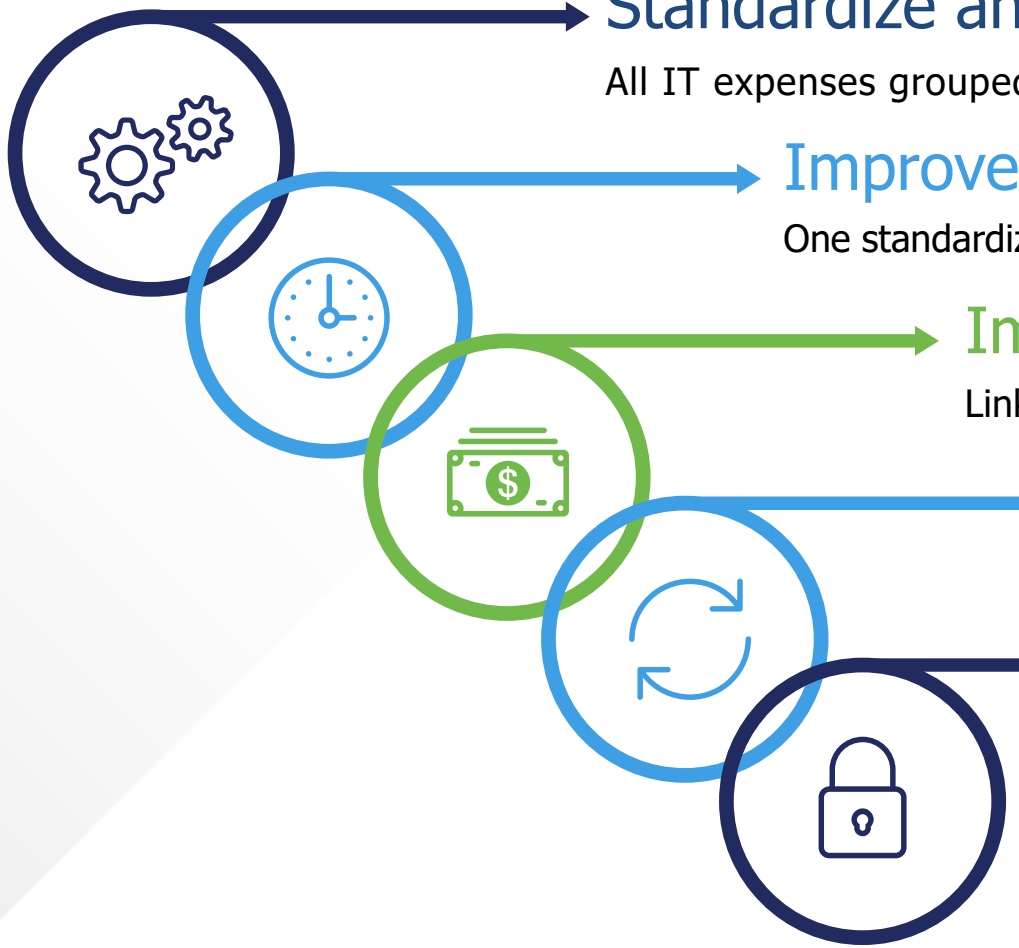
Maintenance, training, communication and network
Expenses charged on a G/L account

The IT procurement process

Approvals via SAP workflow

Multiple levels of approvals depending on the cost

Benefits



Standardize and Consolidate Procurement Process

All IT expenses grouped under one global process, maintaining standards and minimizing risks

Improve Efficiency of Procurement Process

One standardized process for purchasing and approving all IT purchases

Improve Budget Monitoring

Linking purchases with Internal Orders and Cost Centers

Synchronize Workflow

All stages of approval performed in the SAP system

Ensure Information Security

50% decrease in Agency IT spending

ChatGPT

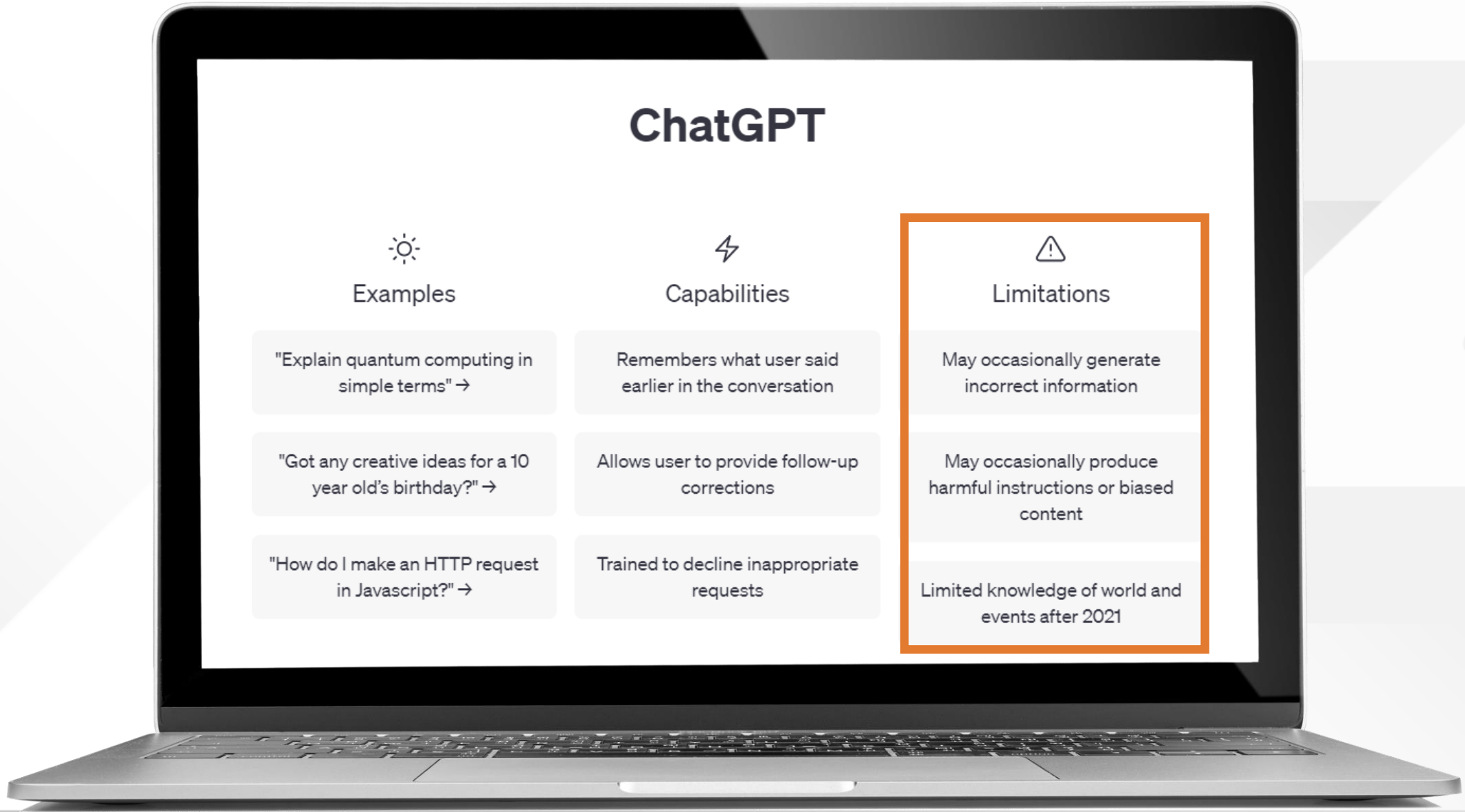
Bard

שלום לך, אני שומעת הרבה על מודל לשוני
בשם ChatGPT.

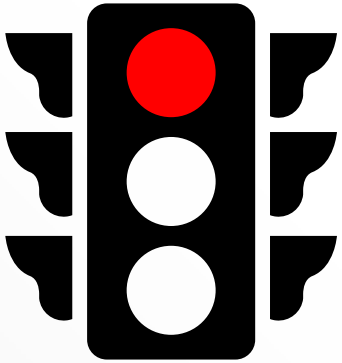
Let’s see how it works!

https://chat.openai.com

The Disclaimer



ChatGPT: Dos and Don’ts



Don’t give it proprietary information.

Don’t assume it’s right.

Don’t fear it.

Do enjoy it.

Do use it with care, bearing in mind its potential negative effects.

Do consider how to best minimize the risks to ourselves and society (including strong privacy laws).

For example:

Automation and process improvements

Microsoft Power Automate

Microsoft Lists

Power Apps

integromat

zapier

Thank You

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The Z Factor