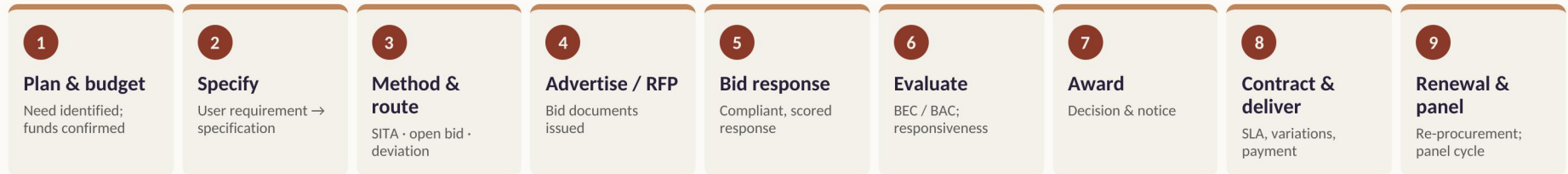


Series Process Map

One procurement, three vantage points — how the three handbooks map onto a single public-sector IT procurement lifecycle.

THE LIFECYCLE

left → right



INSTITUTION

buy-side

VOLUME 01 · BUY-SIDE

The IT Procurement Officer's Handbook

Runs the procurement, end to end — the institution's side of every stage.

Precondition:
panel membership

VOLUME 02 · SELL-SIDE

The SITA Panel Bid Manager's Handbook

Wins the bid — from RFP to award.

SUPPLIERS

sell-side

VOLUME 03 · SELL-SIDE

The Public-Sector Account Manager's Field Guide

Holds the relationship across cycles — positions before, supports during, renews after.

Read the columns as one shared process; read the bars as who is doing what. The officer runs it; the bid manager wins specific bids inside it; the account manager works the whole relationship across many cycles of it.

WHO EACH HANDBOOK IS FOR

VOLUME 01 · BUY-SIDE

The procurement officer

inside the institution

Plans, specifies, chooses the method, runs evaluation and award, and manages the contract — the institution's side of the whole lifecycle.

VOLUME 02 · SELL-SIDE

The bid manager

for a panel supplier

Holds panel membership, then turns RFPs into compliant, well-scored, winning bids — the supplier's side of stages 3 to 7.

VOLUME 03 · SELL-SIDE

The account manager

across the relationship

Works the long game — positioning before the need is scoped, supporting delivery, and securing the renewal cycle after cycle.