

Joint EBT Procurements: WIC & SNAP

Mark Barner

FNS State Systems Office



The Pro's

&



The Con's

The **recency effect** is a cognitive bias that results from disproportionate salience of recent stimuli or observations. For example, if a driver sees an equal total number of red cars as blue cars during a long journey, but there happens to be a glut of red cars at the end of the journey, he or she is likely to conclude that there were more red cars than blue cars throughout the drive.

psychology.wikia.com

In other words...

Cons

- Timing
- Funding
- Others?

Considerations

- More communication required
- Need a strong PM
- WIC implementation costs vs. EBT services (included in CPCM)
- RFP language
- More preparation time needed
- More solicitation time needed

A little fun time...

- What movie won the Academy Award for Best Picture in 1994?

Forrest Gump





Pros

- Lower CPCCM
- Many states have the joint RFP and Contract experience
 - Western States EBT Alliance-WSEA (AK,AZ,CO,GU,HI,ID,NE,WY)
 - Northeast Coalition of States-NCS
(CT, NH, NY, RI, VT, MA)
 - CA & MT did a joint procurement and contract
 - SC & FL SNAP RFP and Contract included WIC EBT as an option
- Can identify options for various services
- Get to know your State colleagues in SNAP or WIC
- Others?

- If you have questions or need assistance please reach out to your Regional Office, State Systems Office, or the WIC EBT Branch.
- It is in your State's best interest and our best interest to have a fully successful RFP and resulting contract.