Asset and Work Management Software:

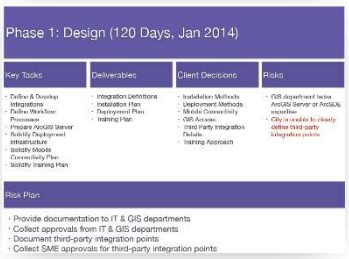
A Case Study in Saving Time and Money

PROJECT BACKGROUND

The City of Rochester, Minnesota population is expected to grow to more than 135,000 people by 2030. The City used Simplar's XPD process to select an IT services provider to successfully implement an enterprise based, map-centric work and asset management system. With a total budget of more than $550,000 for software and hardware installation, integration, and data migration, the new system allows the city to efficiently manage their growing public infrastructure.

SELECTION PROCESS

With a strong focus on value and expertise, Simplar's XPD process the industry to bring their most ***qualified individuals, teams, integrators, and installers to the table***. The proposers were evaluated on:



- Risks that are unique to the City's Asset and Work Management project;
- Potential value added ideas or suggestions for improvements;
- Proven past performance history of the firm and critical individuals;
- Interview of key personnel and discussion of the team's integration strategy;
- Cost (license fees, annual maintenance, various implementation services)

RESULTS

The selected software services provider developed an exceptional risk mitigation and project execution strategy. To date, there have been ***no cost increases*** and limited schedule delays (primarily to the staff retirements within the City).

> *We're wrapping up the contract quite nicely and are continuing momentum with the application… more groups are coming online are depending on the system. I really love the product!*
> ***--City's GIS Coordinator***

RECOMMENDATIONS

- ✓ The Statement of Work (SOW) developed by the Owner is extremely important. Simplar's research shows a direct correlation between the quality of the scope and the project execution process.
- ✓ Traditional IT project software demonstrations are highly ineffective and can even be misleading. Instead, require that the vendor's past client provide a demonstration of an ***actual, in-use software system*** of what is being offered.
- ✓ The RFP and procurement processes are just the first steps. Contracting, planning, implementing, and organizational adoption are all important considerations too.