

Expertise-Based Approach in IT Delivery

A Different Approach: Expertise-Based Project Delivery (XPD)

XPD is a proven, research-based approach that has been successfully implemented on more than 3,000 projects and \$15B in spend. XPD can be leveraged for a cradle-to-grave approach that considers the entire Software Delivery Lifecycle. Simplar has successfully implemented XPD on IT Projects ranging from \$10K to \$100M+

The Software Delivery Lifecycle



XPD Scope Development

Compile an effective Scope of Work that attracts expert vendors to build an accurate proposal with minimal contingency.



Main Differences from Traditional Scope Development:

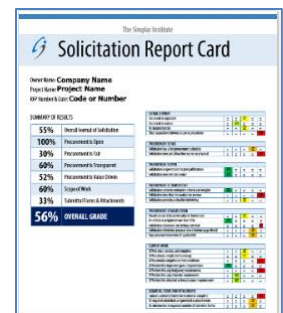
- Customized for IT Scope Development package using detailed fill-in-the-blank templates
- Step-by-Step procedures for engaging business units and subject matter experts (SMEs)
- Unique process to incorporating expert recommendation from the vendor community
- Library of examples from previous projects across North America

XPD Evaluation & Selection

Utilize the RFP as a proactive tool to select the optimal software & an expert implementation team to bring it to fruition.

Main Differences from Traditional Solicitation Processes:

- Eliminate marketing fluff via consistent proposal forms, anonymous evaluation criteria, and maximum page limits
- Full package of RFP language, evaluation templates, and training materials
- Interviews with vendor's actual implementation team, not their sales representatives
- Scripted software verifications rather than sales-oriented demonstrations



SOLICITATION REPORT CARD	
Overall Grade: 56%	
55%	Final Round of Submitter
100%	Proposer's Score
39%	Proposer's Cost
60%	Proposer's Proposal
52%	Proposer's History
96%	Compliance
33%	Submitter Form & Responses
56% OVERALL GRADE	

XPD Pre-Award Clarification

Assemble a realistic implementation plan – that leverages vendor expertise & minimizes risk – before contract award.

Planning Element	Status
Simplar's Clarification Item #1 of 20	✓
Simplar's Clarification Item #2 of 20	✓
Simplar's Clarification Item #3 of 20	⚠
Simplar's Clarification Item #4 of 20	✓
...	
Simplar's Clarification Item #20 of 20	⚠

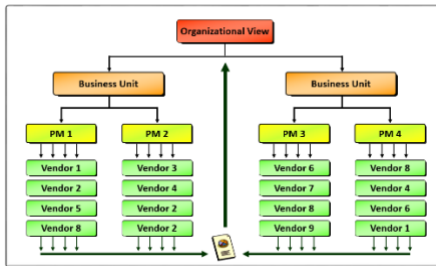
Main Differences from Traditional Implementation Planning:

- Pre-contract timing increases accountability for the entire contract term
- Vendor's implementation team input to align contract with operational realities
- Emphasis on risk minimization (prevention) on top of contractual risk transfer
- Formal definition of Client actions & resources throughout implementation

Expertise-Based Approach in IT Delivery

XPD Post-Contract Performance Metrics

Measure performance to increase transparency around status, risk factors, and forecast potential roadblocks.



Main Differences from Traditional Project Control Systems:

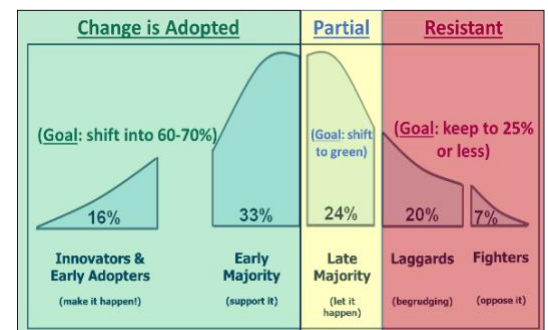
- Create a partnering culture and skillset within the project team
- Transfer reporting responsibilities to the vendor team
- Augment predictive planning for project cost, schedule and risk
- Measured environment built to support enhanced decision-making
- Organizational roll-up capabilities linked with contract close-outs

XPD Organizational Change & Adoption Support

Ensure proper planning for the timeline, effort, and resources needed to successfully adopt the change.

Main Differences from Traditional Change Management Support:

- Structured approach to optimize allocation of change resources
- Scientific tools to assess, predict, and reduce resistance
- Database of more than 550 organizational change cases
- Significant experience delivering professional development training



The Simplar Difference – Ask the Experts!

- Proven application on hundreds of IT Implementations – from small (\$10K) to large (\$100M+)
 - Including: Enterprise Resource Planning (ERP), Finance & Accounting, Asset Management, Geographic Information Systems (GIS), Project Management, Facilities Management, Human Resources (HR), Telecoms, Data Strategy & Warehousing, eProcurement, Online Learning, and many more.
- Documented results:
 - Reduction in delays (20-40% less duration)
 - Reduction of change orders (35-50% less dollars)
 - Higher customer satisfaction (94-98% average)
 - Reduction in client administrative time (50-95%)
 - Reduced client PM effort for vendor management (10-30% reduction in time)
 - Better risk management, more transparency, and a culture of positive accountability

Contact Simplar for a Complimentary Presentation

Learn more at www.simplar.com or email Jeff Sawyer at jeff@simplar.com