

# 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:

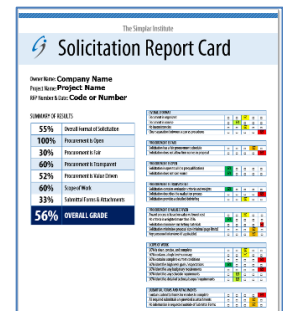
- Customized for IT Scope Development package using detailed fill-in-the-blank templates
- Step-by-Step procedures for engaging business units and subject matter experts (SMEs)
- Unique process to incorporating expert recommendation from the vendor community
- Library of examples from previous projects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



## 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	⚠

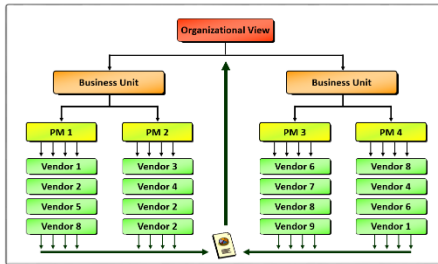
### Main Differences from Traditional Implementation Planning:

- 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:*

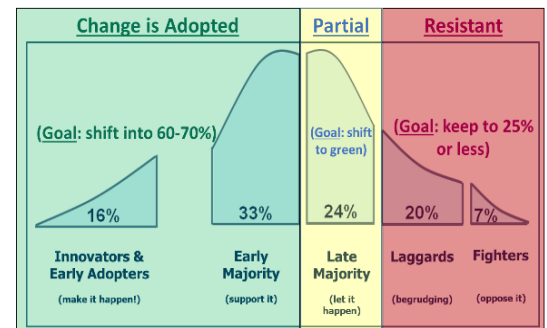
- Create a partnering culture and skillset within the project team
- Transfer reporting responsibilities to the vendor team
- Augment predictive planning for project cost, schedule and risk
- Measured environment built to support enhanced decision-making
- Organizational roll-up capabilities linked with 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](http://www.simplar.com) or email Jeff Sawyer at [jeff@simplar.com](mailto:jeff@simplar.com)