

# Asset and Work Management Software:

## A Case Study in Saving Time and Money

### PROJECT BACKGROUND

The City of Rochester, Minnesota 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.



More on XPD <https://simplar.com/procurement-project-delivery/>

### 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)

Phase 1: Design (120 Days, Jan 2014)			
Key Tasks	Deliverables	Client Decisions	Risks
<ul style="list-style-type: none"> <li>Define &amp; Review Integration</li> <li>Define Workflows</li> <li>Process</li> <li>Review Assets/Service</li> <li>Review Personnel</li> <li>Integrate</li> <li>Security Plan</li> <li>Security Training Plan</li> </ul>	<ul style="list-style-type: none"> <li>Integration Definition</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> </ul>	<ul style="list-style-type: none"> <li>Integration Definition</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> </ul>	<ul style="list-style-type: none"> <li>Integration Definition</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> <li>Integration Plan</li> </ul>
Risk Plan			
<ul style="list-style-type: none"> <li>Provide documentation to IT &amp; GIS departments</li> <li>Collect approvals from IT &amp; GIS departments</li> <li>Document third-party integration points</li> <li>Collect SME approvals for third-party integration points</li> </ul>			

### RESULTS

The selected software services provider developed an exceptional risk mitigation and project execution strategy. The project had *no cost increases* and limited schedule delays due 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.
- ✓ See [Simplar's SOW White Paper](#) for more Information

**Simplar is Ready to Help You!**

Learn more at [www.simplar.com](http://www.simplar.com) or email Jeff Sawyer at [jeff@simplar.com](mailto:jeff@simplar.com)