

Expertise Driven Project Delivery COST-BENEFIT

The Expertise Driven Project Delivery (XPD) generates positive impact to organizations in several key areas to justify the time and investment of implementation. Examples of quantifiable efficiency gains and direct cost savings from past and present Client Organizations are attached to this document.

- 1. Process Efficiency Gains:** Whereas traditional evaluation processes are often time-consuming, our Expertise Driven approach to procurement minimizes resources required for conducting vendor evaluations by and focusing proposals on key information to clearly differentiate vendor expertise and eliminating marketing content. **50% + Faster Procurements**
- 2. Increasing Available Resources:** XPD RFPs lead not only to shortened procurement times but also result in hiring high performing vendors. High performers require less managerial oversight and client support than is traditionally seen. This is a direct result of the XPD where vendor personnel are experts at what they do, projects are preplanned in detail, and vendors are accountable to perform. **30% Minimization of Client Effort Managing the Work**
- 3. Development of Personnel:** Improvements in the skill set of individual internal team members are typically seen in the areas of procurement best practices, project planning, risk-management techniques, and more effective interactions with external vendors. Development of these skill-sets commonly results in direct cost and schedule savings. **1000+ Contact/Training Hours per Engagement**
- 4. Leveraging Industry Expertise:** XPD provides the structure and opportunity for vendors, as part of their proposal submittal, to minimize risk and generate innovative solutions that increase value to the owner. This is contrasted to a more traditional approach where vendors often limit their responses to a prescriptive Owner-generated scope and requirements. **25%+ Increase Proposal Quality & Quantity**
- 5. Risk Avoidance:** Our solicitation/RFP and the procurement process provides an open, fair and transparent system that virtually eliminates the risk of protest. This further attracts vendors and increases the opportunity for more competition on all solicitations. **Eliminates Protests**
- 6. Reduction in Change Orders and Schedule Delays:** Our risk-focused process has been proven to result in selection of higher performing vendors. When coupled with the process' rigorous clarification period and performance measurement protocols, organizations see significant reductions in change orders and schedule delays. **Delays and Changes reduced from 20% and Higher**
- 7. Organizational Measurement:** Widespread application of XPD performance measurement tools enables organizations to "roll-up" their project data into program-wide metrics. Historical and real-time metrics facilitate inter-department collaboration (and associated efficiency gains) and clearly pinpoint opportunities for continuous improvement. These metrics also quantify external vendor performance at the firm and project team levels, resulting in greater long-term accountability. **Creates Accountability and Leadership Metrics**

Simplar can help you!

Contact us for a Complimentary Presentation and Review

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