



# Using XPD to Procure & Deliver IT Solutions



City of Lawrence, KS –  
Municipal Operations

## Project Background

Using XPD, the City of Lawrence, KS went to market for a software solution and implementation services related to project management, tracking, budgeting and analysis of Capital Improvements Projects (CIP). The City was in the midst of a \$130 million Capital Improvements Plan and sought to move from a manual “pencil-and-paper” system to a single software platform across the City’s Capital Program.

**The City’s main goals were to implement a software with functionality to provide:**

- ✓ On-Line Bidding
- ✓ Scenario-based analysis of Portfolio Projects
- ✓ Project Bid Management
- ✓ Scenario-based analysis of Funding Sources
- ✓ Advertising & plan distribution
- ✓ Create project schedules
- ✓ Addendum and proposal portals
- ✓ Project cost tracking
- ✓ Mobile device access
- ✓ Pay apps, submittals, change orders, etc.
- ✓ Customizable work flow processes
- ✓ Historic cost analysis and projections

The system’s five-year initial cost was \$700,000 for implementation services and annual licensing & support.

## Better IT Projects with Simplar's XPD

The City partnered with Simplar to apply Expertise-Based Project Delivery (XPD), including Scope Development, Request for Proposals (RFP), Pre-Award Clarification, and Post-Award Performance Metrics. Highlights include:

### Total Project Success

- This significant IT project finished on-budget, Go-Live started on schedule, and completely met the client’s expectations and needs.

### Scope Development Procedures

- Simplar’s Request for Needs (RFN) process identified twenty (20) separate gaps in the initial Scope of Work – allowing the City to update their Scope before moving to RFP – which reduced the risk of change orders.

### RFP and Evaluation Process

- Simplar applied their Software Verification process, enabling the City to see current, real-time examples of the competing products. This approach is better than traditional demos and sandboxing in every way.
- Competing implementation teams were required to participate in an expertise-based interview process. This let the City easily evaluate each team’s true capabilities and skill.

### Pre-Award Clarification & Post-Award Metrics

- Simplar’s XPD “Value Assessment” created significant savings to the City’s approach to licensing the product.
- No bait-and-switch. Simplar’s XPD process allowed the City to keep the vendor’s “A-Team” for the entire implementation.

