

Business Case

Expertise Driven Project Delivery

The Expertise Driven Project Delivery (XPD) generates positive impact to organizations in several key areas to justify the time and investment of implementation. Detailed Examples and Case Studies of quantifiable efficiency gains and direct cost savings are available on simplar.com.

1 50%+ Faster Procurements

Traditional evaluation processes are slow and require additional hours of effort from critical employees. Our XPD approach focuses on the right information that clearly differentiates vendors and reduces eliminate marketing content. This all saves time, effort, and gets to you to a contract quicker.

2 30% Minimization of Client Effort Managing the Work

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.

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. Your people learn to implement the XPD processes themselves.

4 25% More Competition

XPD provides the structure and opportunity for vendors that they find most attractive in a solicitation. This results in more competition, better pricing, and better proposals.

5 Eliminates Protests

XPD's procurement process provides an open, fair and transparent system that virtually eliminates the risk of protest.

6 20%+ Reduction in Changes and Delays

The XPD approach to procuring high performing vendor teams, coupled with XPD's rigorous clarification process and its performance measurement protocols, has proven to result in signification reductions in change orders and schedule delays.

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.

Organizations Simplar's Team has Helped

- Georgia Pacific
- Los Angeles Dept. of Water & Power
- State of Alaska
- Westar Energy
- City of Lawrence, KS
- Hallmark
- General Electric
- Western University
- Arizona Public Service
- Dalhousie University
- Google
- Waddell & Reed
- Intl. Facility Management Assoc.
- City of Brooklyn Park, MN
- City of Los Angeles, CA
- University of California Riverside
- Seattle City Light
- Simon Fraser University
- Leduc County
- Center for Procurement Excellence
- Province of British Columbia
- City of Spruce Grove
- Compass Group
- Arizona State University
- University of Alberta
- State of Idaho
- US Air Force
- US General Services Admin.
- State of Tennessee
- Alaska Aerospace