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The XPD Approach

Implementing the Next Practices in Procurement and Project Delivery

Overview

Expertise-driven Project Delivery (XPD)™ is a complete procurement and project delivery approach. Rigorously tested and refined over the past two decades, **the XPD approach has been utilized on projects ranging in size from over $1.5 billion to less than $100 thousand: including project and services such as: IT Integration, Software & Hardware, Construction (DBB, DB, CMAR, JOC), Business Services, Facility Operations, A/E Design, Financial Services, and more.**

Phases of the XPD Approach

In today's challenging environment, all organizations are struggling to consistently receive high-performance teams from their vendors, contractors, suppliers, and consultants. The XPD difference is its focus on the team's expertise and approach to meeting the client's need. **The XPD approach has 2 distinct phases prior to contract signing and utilizes an interconnected array of tools, templates, and techniques to attract and select high-performing teams and solutions.**

High-Performing Teams

Research has proven that successful projects and services have a common theme: what matters most is the level of expertise of the actual key people performing the work and how early that team is involved in project planning .

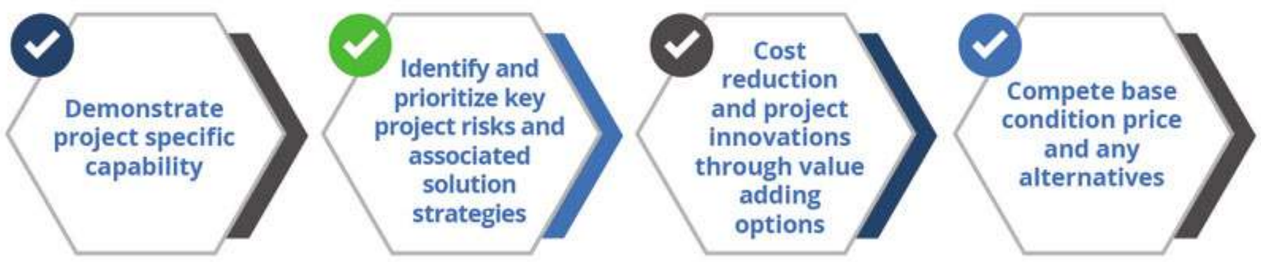
When it comes to project success, the capability, skill, and expertise of the key people is far more important than that of the company. But finding the best team is not enough. Once you have the best, their expertise needs to be implemented on the project. And the sooner the better. But most organizations are not structured to work with experts, they are structured to minimize the loss of working with lower performers. The XPD approach realizes this, and not only attracts and selects the high-performers, but also has the processes and tools to leverage their expertise and value into the client's project or service.

How XPD Works

Phase 1 Procurement & Selection

The primary goal of Phase 1 is to clearly differentiate high-performing teams from their competitors, along with their products or solutions.

Streamlined criteria include vendor proposals that:



What are the best criteria to differentiate vendor expertise? The project specific capability of the team, including their ability to identify, prioritize, and minimize risk.

XPD also includes specific processes for interviewing, evaluating, cost analysis, and the utilization of data-driven past performance information on the key individuals, the company, and the products/solutions.

A key principle underlying the XPD procurement phase is that it is the responsibility of the each vendor to differentiate themselves from their competition.

Simplar provides the hands-on implementation support, training, and all the tools, templates, and techniques needed to properly implement the XPD approach. Scope development, building the solicitation, proposal and evaluation criteria, interviews and demonstrations, validation, and partnering are all provided by Simplar.

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Proposal Page Limits: Less is More

As the frequency of poor performing projects and services increases, the natural reaction is to add more and more proposal requirements on future solicitations. But clients are now asking themselves, "How do we evaluate all of this material?" In many procurements, proposals can be 50 to 100 pages long, which results in evaluators "skimming" through the documents.

The XPD approach uses focused proposals that allows high-performers to more accurately differentiate themselves. Our work has proven that no more than 2 pages is needed for most proposal sections, even for projects over $1 billion. Less is More when it comes to proposal length.

Anonymous Proposals

Improving the fairness of your procurement environment is essential in attracting higher quality vendors, and increasing the quality of proposals received.

Many vendors believe that clients have "favorites", and that the award will be made to the same firm(s) that have consistently won in the past. This perception (whether real or not) impacts the number of vendors that propose, the quality of the proposals, the expertise of the team the vendor assigns, and the prices that are offered.

Evaluators Only See Anonymous Proposal Sections

XPD™ Approach

Evaluations/Scoring is Based on the Merit of the Solutions Not on Company Name

In the XPD approach, Vendors submit certain proposal sections without the name of their company, or the names of their personnel, products, or past projects. **This allows the evaluators to devote 100% of their attention on proposal quality without the distractions of names and branding.**

Using "anonymous" proposals attracts more firms, increases the quality of proposal contents, and improves the competitiveness of small and disadvantaged businesses.

Phase 2 Risk-Based Partnering & Planning

Once the highest-rated vendor is selected, Simplar facilitates a brief, yet rigorous, Risk-Based Partnering & Planning (RBP) process with the project team before the contract is signed. XPD's unique RBP phase, integrates the team and activates the expertise into the project. **The process results in greater alignment of stakeholder expectations and minimizes problems before they happen**

Impact of XPD

Reduce Schedule Delays by	Reduce Cost Changes by	Increase Owner Satisfaction by
40%-60%	**20%-50%**	**20%-30%**

- Unique facilitated partnering using the risk-based XPD CRISP process
- Mitigate risk by using vendor expertise to identify the optimal project approach and timeline
- Proactively identify and plan for project risks and mitigation strategies
- Team alignment through transparency, measurement, & positive accountability
- Assign Client resources and responsibilities through project completion

XPD Does Not Require New Contract Terms & Conditions

The XPD™ approach focuses primarily on the team selection and project delivery. No changes or modifications are required to the standard contract that the client has utilized in the past.

Selecting and partnering with the highest performing team allows for quality and value to exceed the minimums put forth in traditional contract documents.

Ready for XPD on your next project?

Engage Simplar to Save $$, Go Faster, Get Better Performance

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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