



Buying and Delivering IT Using XPD



Expertise-driven Project Delivery (XPD)[™] is a proven procurement and project implementation approach that has been successfully implemented on more than 3,000 projects worth over \$15B. XPD is a cradle-to-grave approach that considers the entire Software Delivery Lifecycle. Simplar has successfully implemented XPD on IT Projects ranging from \$100K to \$100M+ for both private and public organizations.

The Software Delivery Lifecycle



SOW Development



RFP & Selection



Contract & Partner



Software Implementation



Change & Adopt

XPD SOW Development



Compile an effective Statement of Work (SOW) that attracts expert vendors to build an accurate proposal with minimal contingency.

How Simplar Differs from Traditional SOW Development:

- Step-by-Step procedures to gather requirements with business partners units and subject matter experts (SMEs)
- Unique process to incorporate recommendations from the vendor community using Simplar's RFN process
- Custom IT Development Package with Templates
- Library of SOWs from previous projects from across North America

XPD RFP & Selection



Utilize the RFP as a proactive tool to select the optimal software with an expert implementation team.

How Simplar Differs from Traditional Solicitation Processes:

- Full package of RFP language, evaluation templates, and training materials
- Eliminate marketing fluff via consistent proposal forms, anonymous evaluation criteria, and optimal page limits
- Interviews with the vendor's actual implementation team, not their sales representatives
- Scripted software verifications vs. sale oriented demonstrations





Contract + Risk-Based Partnering & Planning



As part of the contracting process, XPD builds a robust team environment that assembles a realistic implementation plan.

How Simplar Differs from Traditional Contracting:

- Pre-contract partnering and planning increases accountability for the entire contract term
- Vendor's Implementation team provides input to align contract and operational realities
- Emphasis on risk minimization (prevention), in addition to contractual risk transfer
- Formal definition of required Client actions & resources during implementation

XPD Software Implementation



Enhanced Project Management that increases transparency around the project, risk factors, and potential roadblocks.

How Simplar Differs from Traditional Project Control Systems:

- Alignment of project performance, client confidence, schedule progress, cost impacts, and risk events
- Measured environment built to support enhanced decision-making



XPD Organizational Change & Adoption Support

Realize organization change with adoption of the new tools and processes across the organization with the Simplar XPD approach.

Simplar Differs from Traditional Change Management Support:

- Structured approach to optimize allocation of change resources
- Database of more than 650 organizational change cases
- Scientific tools to assess, predict, and reduce resistance
- Change training scientifically built for adult learners

The Simplar Difference –Ask the Experts!

Proven application on hundreds of IT Implementations – from small (\$100K) to large (\$100M+)

Enterprise Resource Planning (ERP), Finance & Accounting, Asset Management, Geographic Information Systems (GIS), Project Management, Facilities Management, Human Resources (HR), Telecoms, Data Strategy & Warehousing, eProcurement, and Online Learning.

Documented results:



33% Reduction in Project Delays



41% Reduction in Change Orders



97% End-User Satisfaction



19% Reduction in Client Effort

Simplar provides the hands-on implementation support, training, and all the tools, templates, and techniques needed to successfully buy and deliver your next IT project using XPD



Simple Solutions | Exemplary Results
Tools + Training + Research

www.simplar.com