



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 their \$130M Capital Improvements Program (CIP). The City sought to move from a manual “pencil-and-paper” system to a single software platform across the CIP.



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.



City of Lawrence

Better IT Projects with Simplar's XPD

The City partnered with Simplar to apply Expertise-driven Project Delivery (XPD™), including Scope Development, Request for Proposals (RFP), Risk-Based Partnering and Planning 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.

SOW Development Procedures

- Simplar's Request for Needs (RFN) process identified twenty separate gaps in the initial Statement of Work – allowing the City to update their SOW 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. The City found this approach better than traditional demos and sandboxing in every way.
- Competing implementation teams were required to participate in an expertise-driven interview competition. This let the city easily evaluate each team's true capabilities and skill.
- 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.

Risk-Based Partnering and Planning

- Pre-contract partnering and planning resulted in a collaborative team that executed a successful project

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



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