



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



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



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Tools + Training + Research

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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

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Asset and Work Management Software:

A Case Study in Saving Time and Money

Project Background



The City of Rochester, Minnesota used **Simplar's XPD process** to select an IT services provider to successfully implement an enterprise based, map-centric work and asset management system. With a total budget of more than \$550,000 for software and hardware installation, integration, and data migration. The new system allows the city to efficiently manage their growing public infrastructure.

More on XPD <https://simplar.com/procurement-project-delivery/>

Selection Process

With a strong focus on value and expertise, Simplar's XPD process requires the industry to bring their most **qualified individuals, teams, integrators, and installers to the table at a competitive price**. The proposers were evaluated on:



Results

The selected software services provider developed an exceptional risk mitigation and project execution strategy. The project had **no cost increases** and limited schedule delays (only delays were associated with City staff retirements).

“We were wrapping up the contract (implementation) quite nicely and are continuing momentum with the application. I really love the product!”

- City's GIS Coordinator

Recommendations



The **Statement of Work (SOW)** developed by the Owner is extremely important to project success. Simplar's team assists with the format and content structure, and provides templates that assist the owner.



The RFP and procurement processes are just the first steps. Contracting, planning, implementing, and organizational adoption are additional critical tasks that Simplar provides expertise and support.



Traditional IT project software demonstrations are ineffective and can even be misleading. Simplar's approach cuts through the marketing and uses actual, in-use software systems, where a current user from one of the vendor's other customers performs the demonstration.



See **Simplar's SOW Research Study** for more Information

Learn more about how Simplar can help you. Visit the Simplar Document Library at www.simplar.com/library