



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/the-xpd-approach/>

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).

“*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.



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.



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.



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

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