

CostPerform & Cost model design

Most consultants start their Cost-Management projects with a design phase. Tool selection is only done once the requirements from the design becomes clear. But why not use CostPerform to speed up to design phase & improve the outcome of it. Show your client your cost management professionalism!

Designing a cost model

As a consultant, you have many ways to design a model to manage your client's costs. You can interview stakeholders, sketch outlines of a model, show Powerpoints, write down specifications on paper and/or create a proof of concept model in Excel. Perhaps you're not aware of CostPerform capabilities in this design phase. We believe CostPerform is very well suited to also use in the design phase, even a formal tool selection needs to be done in a later stadium. For example, CostPerform's Whiteboard function is designed to be used in Rapid Prototyping session and can replace Powerpoint when it comes down to reporting results from the design phase. CostPerform's flexibility ensures that your creative process is not limited and the rapid and easy way to setup and populate a model can well be used to experiment with a proof of concept. CostPerform contains pre-programmed functions allow for quick results without having to "program" everything in Excel.

To our opinion, using CostPerform as a design tool saves time and results in a better specification of the final cost management system.

Improve your design

In our experience an interactive design approach results in better cost management systems compared to a non-interactive approach. Managers need to sit together to discuss the information needs, the data availability & quality to come to a cost model they understand, need and they can produce on time/at low cost. A traditional design approach, where only consultants and financial staff sit together, mostly results in black box solutions. Perfectly right but useless.

Interactive design helps to understand the information needs of all stakeholders and creates a sense of understanding and shared ownership of the responsibility to manage costs together. That in its self is a pre of interactive design!

Many functions in CostPerform support interactive design.

- Add user defined attributes, formula's and references.
- Copy paste objects from Excel, for quick population of the model.
- Whiteboard drawing and creation of objects and allocations.
- Data input automation is key to a successful implementation. With CostPerform's tasklist manager the consultant can create the interfaces with existing data sets already in the design phase and can create data-sets that are not available but are needed for the final cost model. The complete interface specification ready and tested.

Save time

Not only the quality of the design but also the time to produce the design can be shortened with CostPerform.

- Preprogrammed constructions like (conditional) distribution and big-data model.
- Predefined calculation rules without having to program them first.
- Design and built the data interface in the design phase and prevent fixing design errors later (oops, the data we designed to use is not available)
- Show and try the predefined analysis and reporting options instead of building them in Excel.

But we have Excel for that

Of course, you think Excel is the most obvious tool to use in the design phase. Excel is "for free", everyone knows it etc. You also know that Excel is not the tool to be used in the implementation phase and you know you have to program each cell. Explaining or understanding an excel model is only easy for the one that created the sheets. You have to create sample reports where you don't know if they are possible in the future tool. Interactive construction of a proof of concept model in Excel becomes cumbersome in case too many changes occur in a short timeframe. You'd probably have to start from scratch before every iteration.

To our opinion, Excel is the next best alternative for CostPerform in the design phase. CostPerform is designed for a specific purpose. Excel not.

But we are independent and objective

We understand the independent position and objective attitude of consulting firms. To our opinion, using CostPerform in your design phase just shows that you are prepared to use the best in class tools for the best results in the shortest timeframe. Because the design license is not for free, your client does not have to feel obliged to buy CostPerform.

Although the client has had enough time to experimented with CostPerform and hopefully had a good impression, we see no reason why the client cannot ask for a tool selection after the design license has expired. Perhaps the market provides better tools than CostPerform. In that case, knowing CostPerform in detail makes the client more knowledgeable in the tool selection phase.

Our deal for consultants

Your current consulting license does not allow to do work for the client with CostPerform if the client has no license. If you understand that using CostPerform in your design phase is best we offer the following specific

- Cloud based- 2 user license
- 3 months unlimited usage
- Free use of metamodel templates
- All in, fixed price € 3.000 ext VAT
- No obligation to buy

How to order

You can order a license by emailing your request to carlos@qprcostcontrol.com. Your request should contain the name of the client user, a purchase order and the name of the consultant for the design phase. After a valid request, we'll setup the license and send the login parameters to the client and consultant. After 3 months the license stops automatically. The Metamodel information and cost model data is dumped into excel and transferred to the client by email.