



Best Value Europe

Presents:

Oslo, 14 jan '15, Susan van Hes

Susan van Hes MSc MBA



:
Director of **Best Value Europe** (BVE); BVE connects and facilitates Best Value experts, provides B, B+ and A training and certification

Top scorer of the A+ **Train the Trainer exam** in 2013 (103%) and 2015 (100%)

> **40 projects in BV**, both in public and in private sector, **zero law suits or complains**.

Organized 4 **Best Value conferences** with **more than 700 attendees**.

Success rate for training persons for Train the Trainers exam of **100%**.

Developed **an interactive B certification training** including playing a Best Value game, where the principles and the process of Best Value are integrated. Trained and certified over **100 persons** in 8 months and got an **average score** of **9.3** of the last 40 attendees.

Very experienced **interviewer**, interviewed more than 170 key personnel, trained > 40 persons for interviews, with an average score of more than 7.5

>**15 years** of experience in **project management** and **engineering**.

Program

- Best Value in the Netherlands
- What is Best Value
- Project result
- How to start
- Best Value Europe

Best Value in the Netherlands

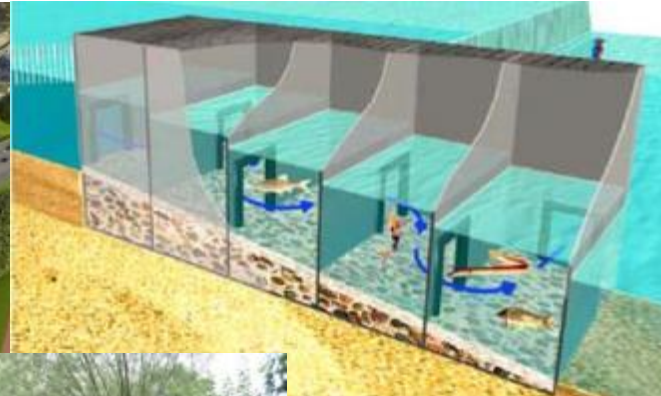


Best Value in the Netherlands

- 324 tenders, 245 public and 79 private
 - Construction and maintenance: 191
 - IT: 33
 - Facilities: 68
 - Commodities: 16
 - Healthcare: 16
- Projects: 30%
- Delivery: 16%
- Services: 54%
- 27 A+ certified individuals



Best Value projects



ROTTERDAM CLIMATE INITIATIVE

50% CO₂ reduction
100% Climate Proof
Rotterdam Approach

Most sustainable world port city

As a low-lying coastal city with Europe's largest international port, Rotterdam faces the responsibility seriously of creating a sustainable city, region and Europe. By taking sustainable ambitions to a strong economy, Rotterdam will become the most sustainable world port city.

Mission & ambition

Improving the climate for the benefit of people, the environment, and the economy. That is the challenge confronted by the collective institutions Port of Rotterdam, the City of Rotterdam, employer organization Deminor, and DCE&E Environmental Protection Agency Rijnmond.

Programme on Sustainability and Climate Change

A clean, green and healthy city where sustainability contributes to a strong economy. This is the ambition the Rotterdam Municipal Executive wants to work on with the new Rotterdam Sustainability Programme. Reducing carbon emissions by 50% preparing for the consequences of climate change, improving air quality and reducing noise are the main goals of the programme. The Municipal Executive will invest € 1.1 billion in 2015 to...

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Wat buyers want?

Realisation of objectives



Risk and deviation minimized



10 Main Causes of Project Failure

source: http://www.umsl.edu/~sauterv/analysis/6840_f03_papers/frese/

1. Incomplete requirements
2. Lack of user involvement
3. Lack of resources
4. Unrealistic expectations
5. Lack of executive support
6. Changing requirements & specifications
7. Lack of planning
8. Didn't need it any longer
9. Lack of IT management
10. Technical illiteracy

What is Best Value?

Best Value is an approach based on common sense and logic;

- that uses natural law
- increases the predictability of project success
- utilizes expertise

Best Value



Experts kunnen in de toekomst kijken.

Project: Road for bicyclers

Goal: Realize a bike road which is more durable compared to traditional infrastructure



Bike road: selection

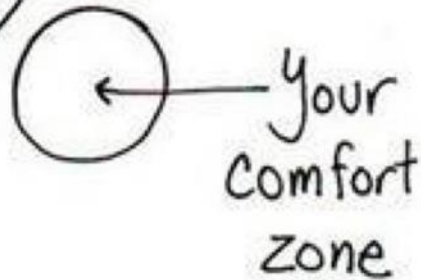
	Vendor A	Vendor B	Vendor C
Projectcapability	6	10	6
Risk assesment	8	8	6
Value add	6	8	6
Interview 1	8	10	6
Interview 2	6	10	8
Total	40	56	38
Budget	1.6 miljon	0.9 miljon	1.6 miljon

Vendor B has highest quality and lowest cost

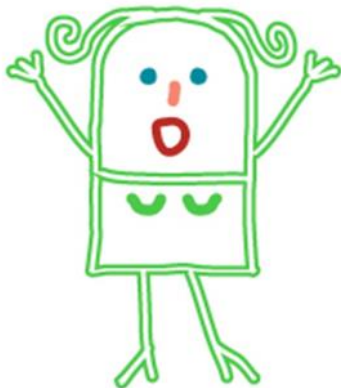
Project: bike road

- 40% cheaper
- Realisation 2 months faster
- Innovative: first implementation of this type of asphalt in the Netherlands
- Knowledge development program
- 18% reduction of CO2 emission
- 10 years of maintenance included

How to start?



?



Best Value B certificate training: 19.-20. april 2016 in Oslo (DIFI)



Best Value Europe



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