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FIDIC-SIDiR-EFCA Regional Infrastructure Conference

Krakow
7 & 8 March 2016

Leszek Bochen



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Dutch experience in implementation of
innovative procurement methods.

BVP Manual


Presentation of the manual

(including Polish translation)



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Dutch experience in implementation of innovative procurement methods.

I shall admit that it would not occur to me until recently that it would be me to have such an opportunity to present the book in front of such honourable audience.

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BVP Manual

the book is quite unique, though three months ago I did not heard about it.


the initiative of SIDiR - attempt to find a **way to improve** the situation in the field of public procurement in Poland

negative opinion of the current situation is quite common,

there have been made different attempts to improve the system, but no significant progress has been achieved

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BVP Manual

the idea to use the **Dutch experience** seems attractive to follow

a book that I want to tell about contains everything you need to be able to practice a particular methodology of procurement

procedure can **reduce** or even eliminate a significant **drawback** in procurement procedure

avoid awarding a contract to the bad contractor who competes only by a low price.



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BVP Manual

over 200 pages of text (the Polish version, it does not contain the whole of the original)

the authors have described in details the **methodology** in accordance with the principles of **Best Value Procurement**,

the **history** of its formation and implementation,

many **examples** of its use in practice

allow better understandings of the idea of BVP

convince doubters to take interest in



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BVP Manual

when we consider the so far results of projects using a procedure according to BVP (even if limited only to the Netherlands)

there can be only one **rational conclusion**

The **effort**

put into learning BVP, to study the book

attempt to apply this approach in a specific works, services or supplies project,

will pay.



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BVP Manual

written by 3 men from the Netherlands:
(in alphabetical order)

Mikolaj Fiksinski,
Jeroen van de Rijt
Sicco Santema.

the original title reads:

**PRESTATIE INKOOP MET BEST VALUE NAAR
SUCCESVOLLE PROJECTEN**



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BVP Manual – Polish edition

title of the Polish edition is


BEST VALUE PROCUREMENT

the original English name of the methodology.

we decided to give the English title
due to the **lack of good translation** which could convey in Polish
the meaning of the term

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BVP Manual – Polish edition


throughout the whole translated text, we decided to leave the
term *of Best Value Procurement* in the **original**

in our opinion any attempt to translate the term does not reflect
accurately the full content of this term

since there has not been coined a Polish term (perhaps never be)
it would not make much sense to translate it

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BVP Manual – Polish edition

my advice:


start reading the Polish version of the manual from its very beginning,
it begins with a splendid **foreword** worthwhile thorough reading

written especially for the Polish edition **by Professor Kashiwagi**,
the father of Best Value Procurement.

this **will encourage** to continue reading

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BVP Manual – Polish edition


other incentives:

the initial introductory chapters are about the idea of BVP and
provide historical background,

at least partially written by the authors of the textbook
especially for the Polish edition

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BVP Manual – Polish edition


content of the manual in Polish
Part A (the same as in the original)

includes a general introduction to the **issues related to procurement**,
discussed briefly from the point of view of BVP

those acquainted with the theoretical basis of NEO and IMT can skip this section

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BVP Manual – Polish edition

content of the manual in Polish
Part B

a chapter containing the **details of the process** of selecting the contractor based on the BVP

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BVP Manual – Polish edition

content of the manual in Polish
Part C


examples of use of BVP in Public Procurement projects in the Netherlands completed successfully

becoming familiar with these examples of use of BVP may encourage sceptics to carefully study the BVP.

reading the manual from Part C is not a bad idea

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BVP Manual – Polish edition


content of the manual (in Polish)
Part D,

contains the **most frequently asked questions**

will be proper if, despite a detailed description of the methodology which the manual includes, there are still some doubts.

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BVP Manual – Polish edition


content of the manual (in Polish)
Part E,

ready forms recommended for use

very helpful for those who decide to implement the BVP in their project

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BVP Manual


content of the manual
Part B

is the most comprehensive and also the **most important** part

in 32 sections are discussed the consecutive **phases of proceeding** compatible with BVP.

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BVP Manual

content of the manual

Part B

it has been started with the *first phase* - **preparation**,

- the selection of the project manager,
- defining the strategic framework
- composition of the implementation team,
- the formulation of project goals and developing a plan,
- formulating criteria ,
- preparing BVP manual for bidders,
- establishing of the short list and the information meeting.



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BVP Manual

content of the manual

Part B

these steps resemble a typical procedure of public procurement

but as usual the devil is in **the details** and these details, can be found in the text book

additionally with lots of **practical examples**



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BVP Manual

content of the manual


Part B

second phase - evaluation

- the *most suitable bidder* is found on the basis of written documents provided,
- learn how to conduct an interview,
- what is the role of price
- what is it prioritization.

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BVP Manual

content of the manual


Part B

third phase - concretisation


perhaps the most important in the whole process of preparing orders and the most unconventional.

on its results **depends the subsequent implementation** of the project

it is topped with signing the contract.

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BVP Manual

content of the manual


Part B

*last phase - **implementation***


as well for this period there are specific requirements such as:

- weekly reports
- director reports

but above all, one shall not forget about the fundamental BVP principle

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BVP Manual

content of the manual


Part B

the fundamental BVP principle,


which should be taken into consideration in the whole process of preparation and implementation of the project ie.

*purchaser knows **what** he wants,*

but he hires an *expert contractor* who knows **how** efficiently achieve these goals within the affordable budget

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Paradigm

this requires a **shift of paradigm**
(common in both public and private procurement)

- it is an employer who: *manage, direct and control*.
- has to be changed to: *transparency and accountability* and the use of *expert knowledge and experience* of the selected contractor

the way to achieve it can be known after reading the manual to which I sincerely encourage



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Thank you for your attention



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