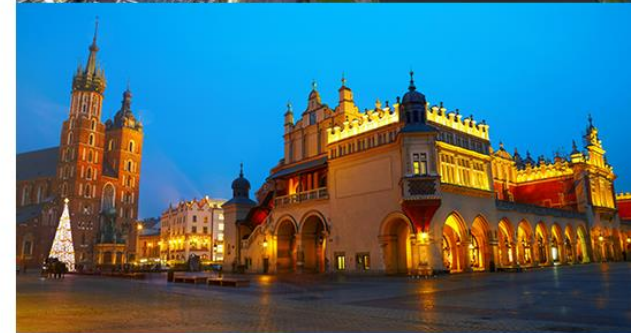


FIDIC-SIDiR-EFCA Regional Infrastructure Conference

Krakow

7 & 8 March 2016

Jeroen van de Rijt



Best Value Procurement implemented in European Legal Framework

Case studies.

Jeroen van de Rijt

My metrics



Name: Jeroen van de Rijt
Title: Best Value Consultant
Organization: Best Value Group
Located: Netherlands
Certification: A+ [2012, 2013 2014, and 2015]
Performance Metrics:



- Co-author of the 2 Dutch books on BV ("Prestatieinkoop" on longlist Mngmnt of the Yr 2011).
- Over 60 projects on Best Value; both in private sector and public sector.
- First in the Netherlands to use Best Value in numerous sectors; e.g. health care sector (Achmea), IT sector (Belastingdienst), social domain sector (Rotterdam).
- 15+ papers published and over 500 presentations.
- Member of the Rijkswaterstaat team in the Fasttrack projects; winner of Dutch Sourcing Awards 2012.
- Best Value expert in the 2 biggest BV projects in the Netherlands: N23 (2013) € 200 mln and Fast Track projects (2010) € 800 mln.
- Awarded Best Value Practitioner of the Year 2012 by Dean Kashiwagi.
- Program Director Best Value for NEVI (Dutch association of procurement agents).
- Initiator and member of the Dutch Certification Board.
- Coach of the core teams of Rijkswaterstaat & Provincie Noord Holland.
- Trainer for the 2-day course on Best Value for NEVI.
- 2014/2015 score of 4.78 (scale 1-5) on "level of expertise" and 8.18 (scale 1-10) on "overall score of training" (159 respondents); top 10% score of all NEVI trainers across all NEVI courses.

Best Value Group



Jeroen van de Rijt



Wiebe Witteveen



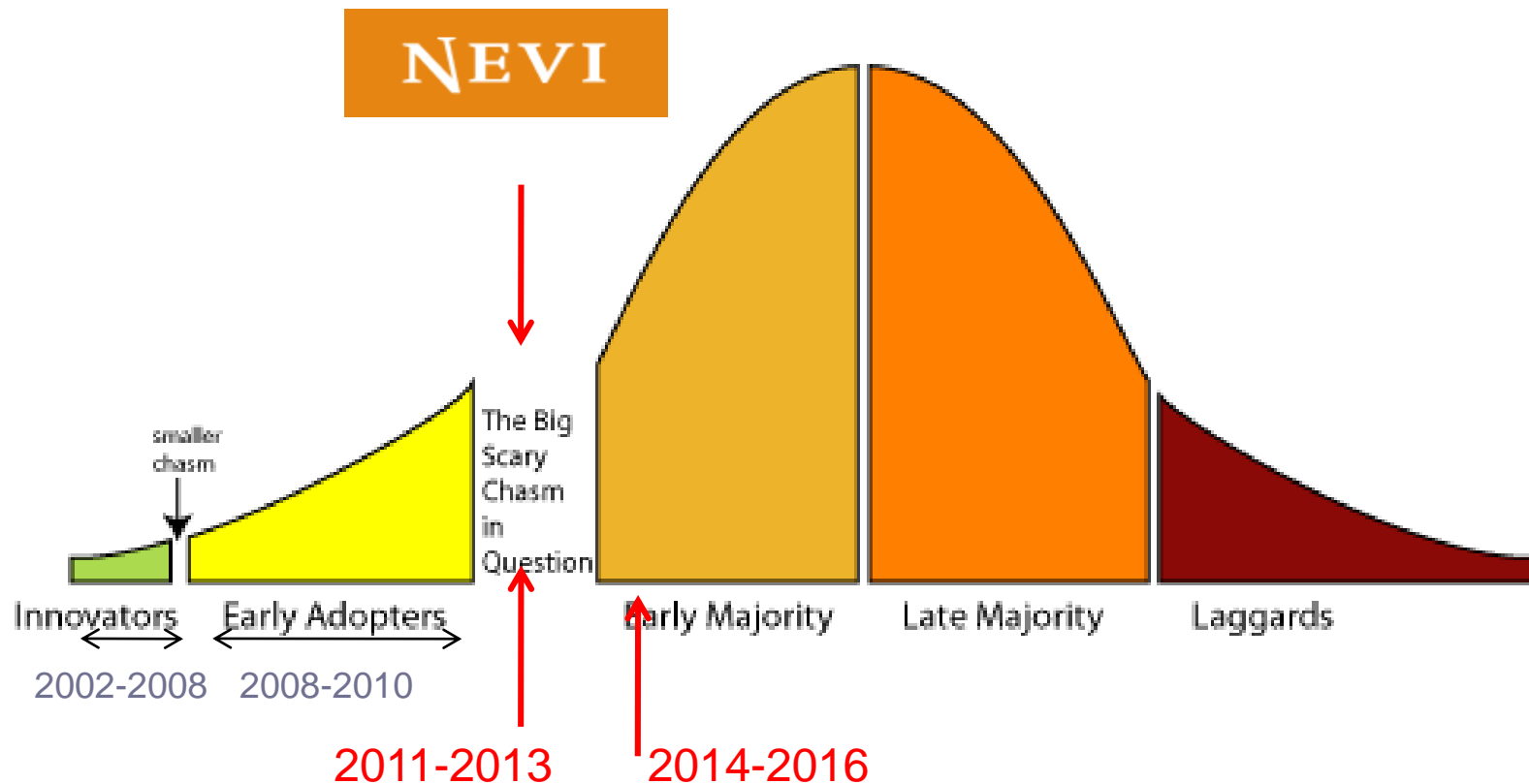
Wencke Heijblok

Outline

- History of Best Value in the Netherlands
- Projects
 - Results
 - Lessons Learned
- Tips & Tricks
- Q&A

Crossing the chasm

Geoffrey Moore's 'Crossing the Chasm' diagram
circa 1991



Drivers for adoption

- In general
 - Low bid tendering led to frustration
 - Clients not getting what they intended to get
 - Fits in a trend of outsourcing of activities by large public clients
 - Budget cuts on public authorities
 - Procurement law: more (obligatory!) focus on quality
- In construction
 - Outcome parliamentary inquiry Committee of Construction Fraud
 - Move towards integrated contracts

Drivers for adoption (2)

- Success of the Fast Track project
- Open-mindedness of Dutch people
- Ambition & persistence of small group of visionaries who set up a (still growing) network of practitioners

Launching project: Fast Track Project

- Program results: 15 projects finished (expectation was 10)
- Delivery time of projects accelerated by 25%
- Transaction costs and time reduced by 50-60% for both vendors and client
- 95% of deviations were caused by Rijkswaterstaat or external [not vendor caused]
- Ministry of Transport wins prestigious Dutch Sourcing Award



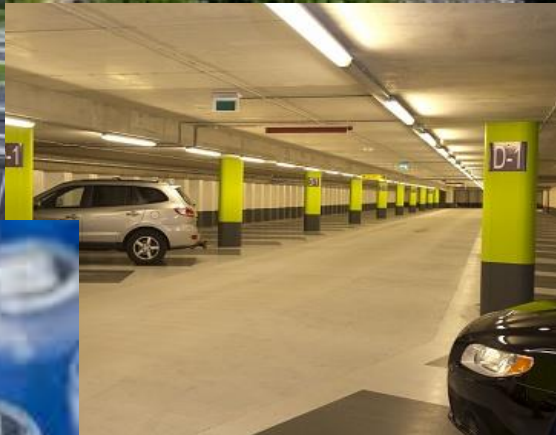
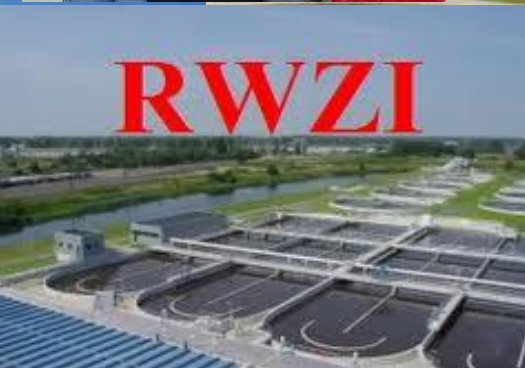
Results: high quality & low price go hand-in-hand

<div> <div>Quality</div> <div>Price</div> </div>	#3 in quality	# 2 in quality	#1 in quality
Lowest price	1	1	10
Nex to lowest price	-	2	6
Second to lowest price	-	3	5

28 out of 28 projects in Price Top 3

27 out of 28 projects #1 or # 2 in quality

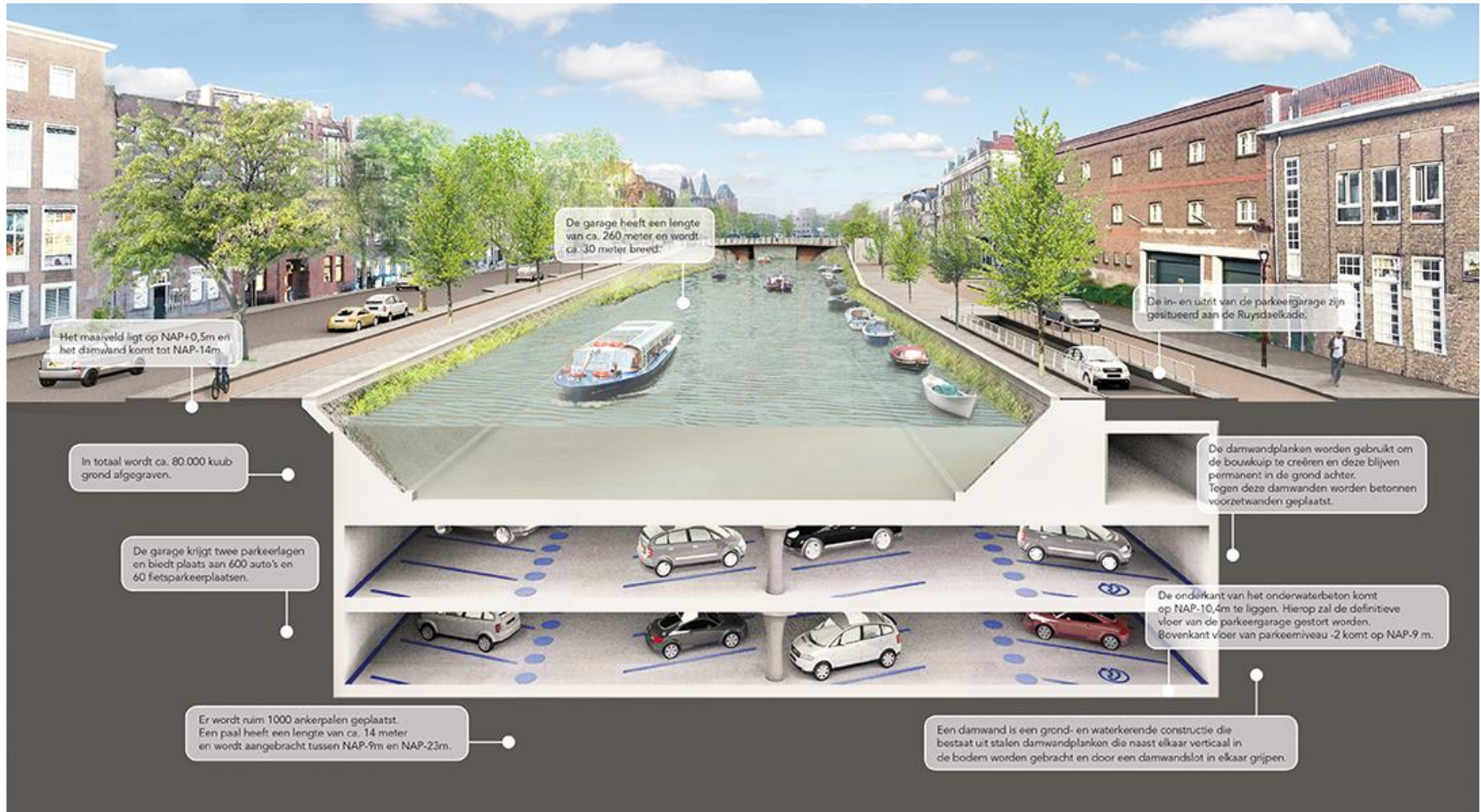
10 out of 28 projects #1 in quality and #1 in price



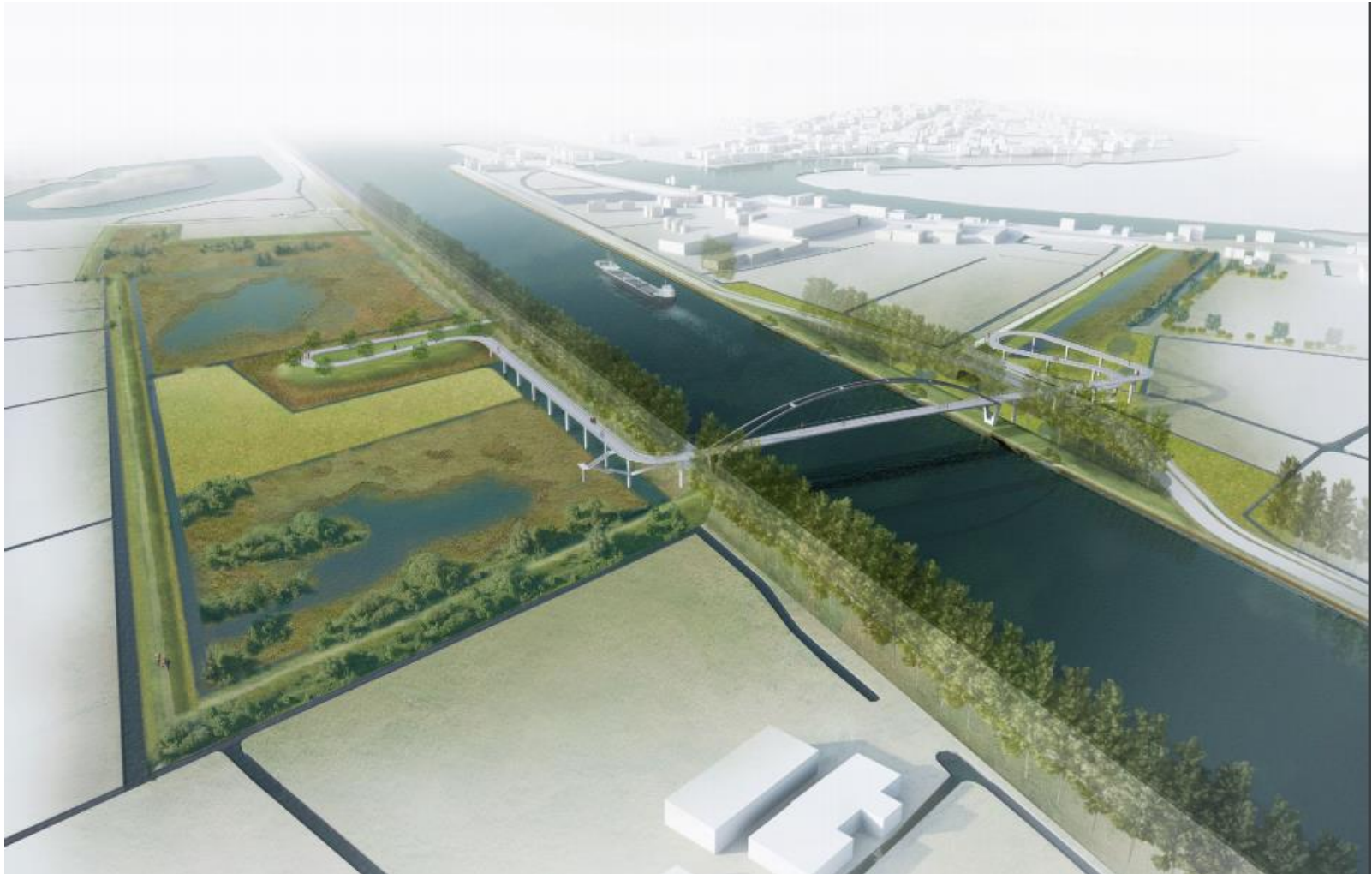
Development Lelystad Airport



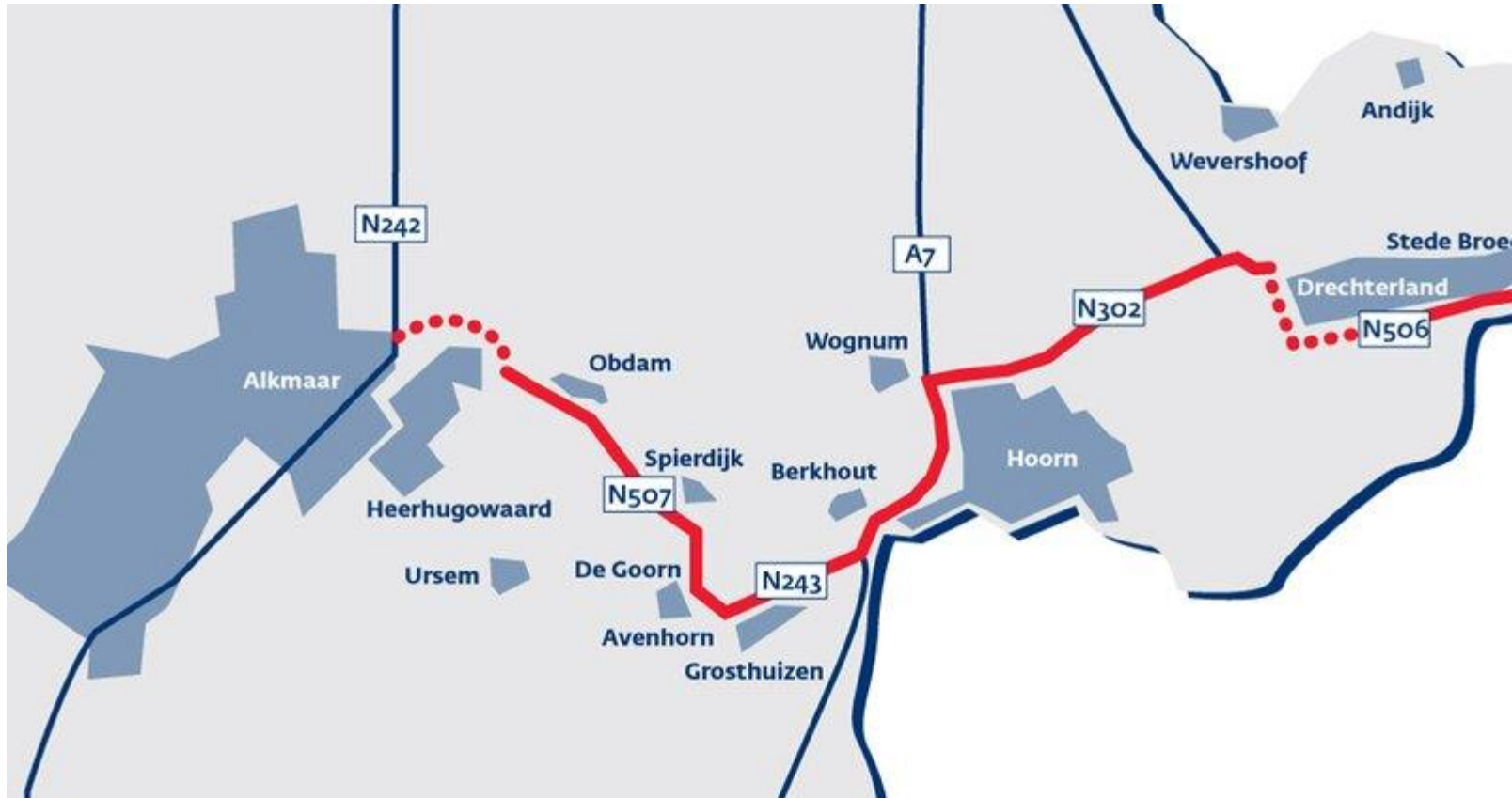
Underground Parking Garage in Amsterdam



Bycycle Bridge Nigtevecht



N23 Westfrisiaweg



Buying innovation: Biorepository



Renovation Sewage Treatment System Groote Zaag



Some Tips & Tricks

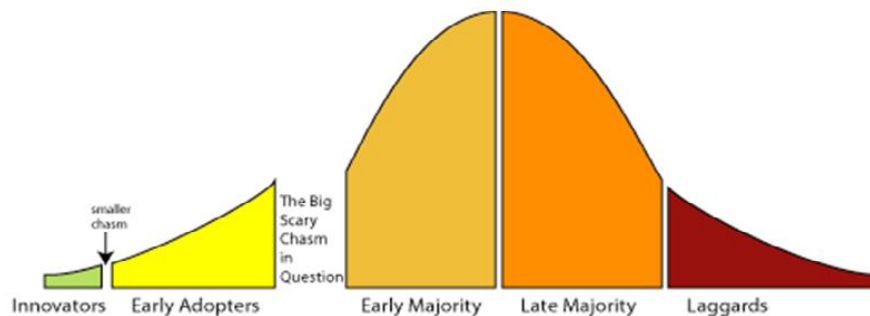
- Start with a small team of visionaries
- Pay lots of attention to the project goal / the intent
- Stick to the methodology
- Focus on dominant information
- Do not rush the project
- Realize that BVP is (much) more than Procurement
- Use expertise!!!

Take aways

In the Netherlands we encounter the same issues

Role of “launching client / project”

Crossing the chasm by network of visionaries



Q&A

More info?

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