

# Best Value (in 15 minutes)

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J. De Koning MA BSc

## J.N. (Jaap) de Koning MA BSc

- Consultant contracting and procurement at Witteveen+Bos;
- Manager Amsterdam office;
- Trainer on contracting and procurement;
- Chair Internal Market Committee at EFCA;
- Member (Dutch) committee of procurement experts;
- Certified BVP expert (A+)
- Member several committees NI ingenieurs
- Author (Cobouw, in several books)

## J.N. (Jaap) de Koning MA BSc

- 19 years teacher at Post academic Institute University of Delft;
- Leading 7 workshops in Poland, Tjechia, Romania, Bern, Brussels, Bulgaria;
- Involved in 7 BVP-projects in Holland;
- 12 lectures / presentations on BVP in Holland;
- 4 articles about BVP.

## J.N. (Jaap) de Koning MA BSc

- 19 years teacher at Post academic Institute University of Delft, 23 courses given;  
*average score from participants 8.0*
- Leading 7 workshops in Poland, Tjechie, Romania, Bern, Brussels;  
*Customer opinion: (very) satisfied;*
- Involved in 7 BVP-projects in Holland; *winning offers: 5*
- 12 lectures / presentations on BVP in Holland; *customer opinion: (very) good;*
- 4 articles about BVP.

*Respons: 3 articles, 27 mentions and likes on Twitter.*

## What is Best Value?

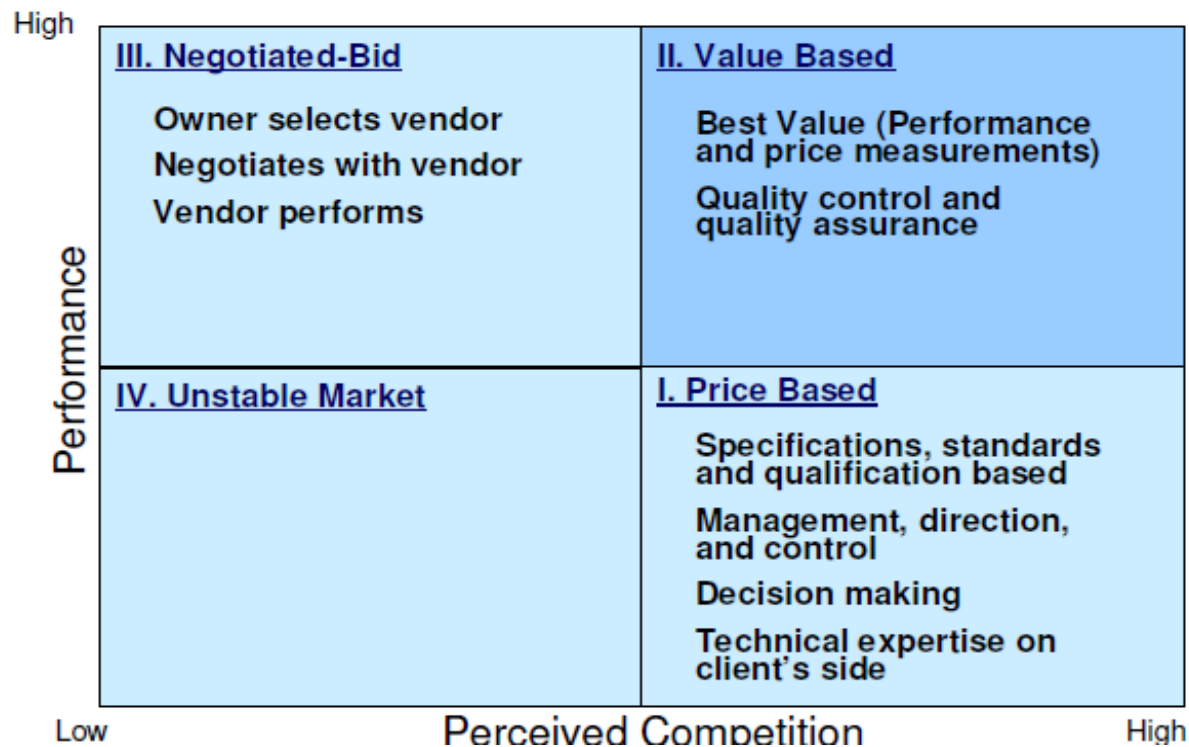
1. ?
2. ?
3. Expertise means maximum (dominant) information (metrics);
4. ?
5. ?

## Best Value

- Prof. Dean Kashiwagi
- (former) State University of Arizona
- Projects are suboptimal:
  - Price is too important;
  - Client controls too much.



## Industry Structure



## What is Best Value?

1. The best projectresult is the best mix between price and quality;
2. ?
3. Expertise means maximum (dominant) information;
4. ?
5. ?



## Best Value; what is Quality?

- Quality is a predictable outcome;
- Quality is not decision making;
- Quality is using experience / knowledge / information.

## What is Best Value?

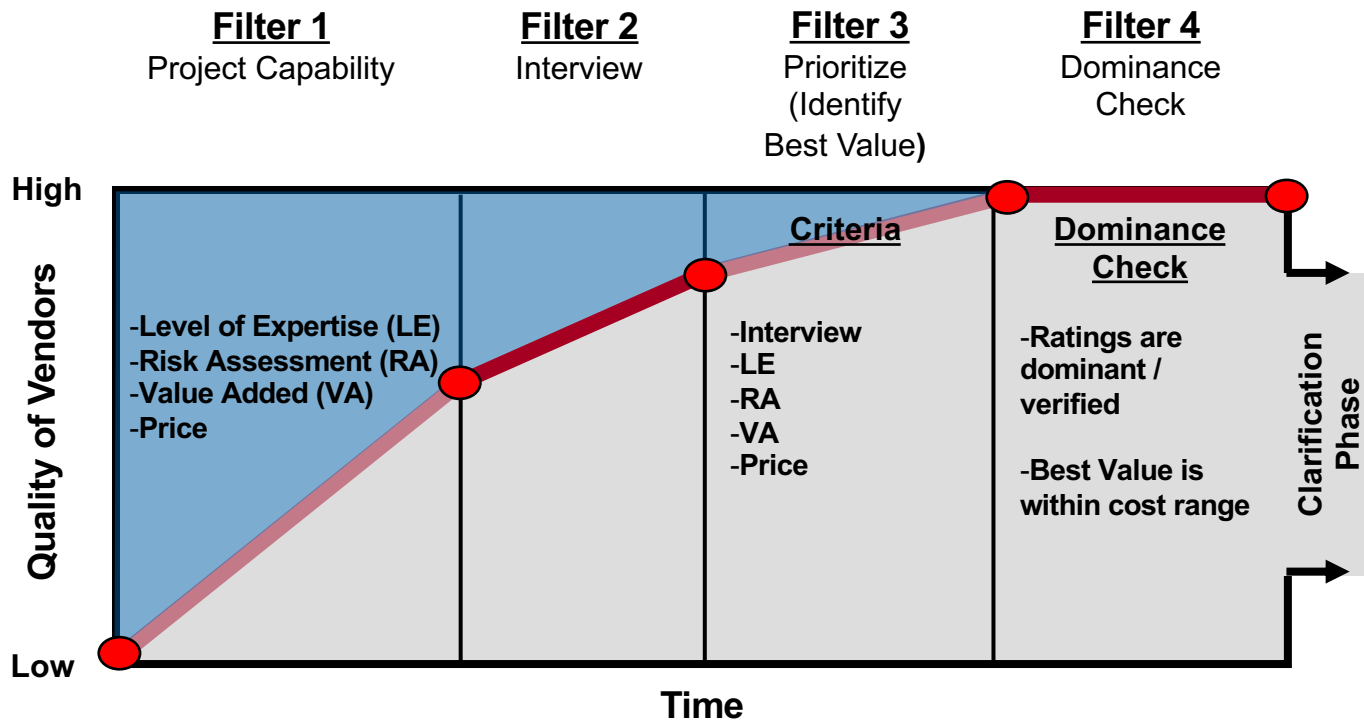
1. The best projectresult is the best mix between price and quality;
2. The (best available) expertise is somewhere in the market, not with the client;
3. Expertise means maximum (dominant) information;
4. ?
5. ?

How to find the expert?



Best Value Procurement

## Best Value Procurement (BVP)



## What is Best Value?

1. The best projectresult is the best mix between price and quality;
2. The (best available) expertise is somewhere in the market, not with the client;
3. Expertise means maximum (dominant) information;
4. Find the expert (BVP);
5. ?

And now the execution of the project.



Execution

## What is Best Value?

1. The best projectresult is the best mix between price and quality;
2. The (best available) expertise is somewhere in the market, not with the client;
3. Expertise means maximum (dominant) information;
4. Find the expert (BVP);
5. Put the expert in the lead (and leave him/her there).

# Thank you!

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