

Best Value; the Bidder's view

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The Bidder: Witteveen+Bos

- Consulting Engineers, since 1946;
- 1100 employees; 5 offices in NL;
- Turn-over 140 mln euro in 2017 (65/35);
- Owned by the employees;
- 'Difficult projects are fun!'



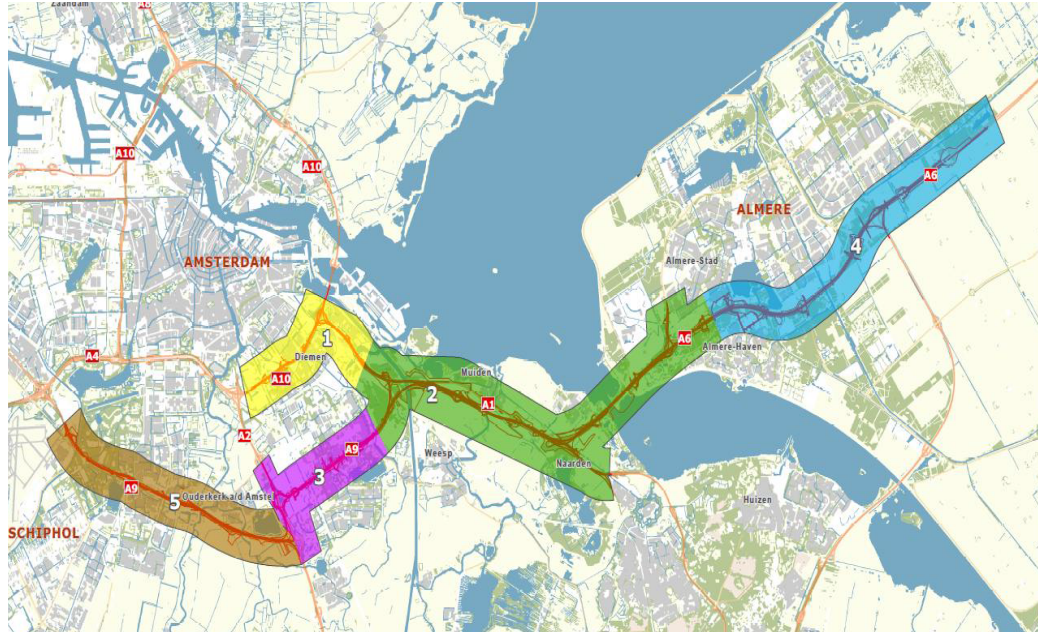
General experience on Best Value

- 25+ Best Value projects;
- We can show we can deliver high quality;
- Procurement costs are not lower or higher;
- Higher score than “normal” MEAT procedures.



SAA A9 experience

1. Preparation phase
2. Scores on price and quality
3. Execution phase; Weekly's
4. Role and behaviour



1. Preparation

- Choices made (on capacity, added value, timeline);
- We want the project!
- Gather information
- A good team



2. Scores on price and quality

	Arcadis	Witteveen+Bos	Arup/Nebest
Bid	€ 2.100.000	€ 1.764.500	€ 2.199.851
Total quality	€ 105.000	€ 1.244.725	€ 1.073.743
Bid minus quality	€ 1.995.000	€ 519.775	€ 1.126.109
Ranking BPQR	3	1	2
Risk Assessment	6	8	8
Value added	8	8	8
Level of expertise	6	8	8
Interview 1	6	8	8
Interview 2	4	10	8

Elements of success

- We understood Best Value (Procurement), we educated the team;
- Key person had recent experience;
- A clear plan of approach, an excellent scope;
- A clear price, nothing too much;
- The clarification phase.



3. Execution phase and the Weekly's

- Focus on external risks;
- Other risks were discussed in regular meetings.

The logo for Business Weekly, featuring the words "BUSINESS" and "WEEKLY" in a serif font. "BUSINESS" is in a light blue color and "WEEKLY" is in white. Both words are set against a solid dark blue rectangular background.

BUSINESS
WEEKLY

4. Role and behaviour

- KPI's on role and behaviour, every 6 weeks;
- Projectmanagers on client and our side would never point to the other;
- Both had the same goal: a good projectresult.
- Example: one key member did not function well; mutual intervention;
- It was a pilot;
- We never took over...



Thank you!

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