

BEST VALUE PROCUREMENT

EXPERIENCES FROM THE NETHERLANDS (CLIENT POINT OF VIEW)

OSLO, NOVEMBER 15TH

JEROEN VAN DE RIJT



Complex IT project

Cataract surgery

Food Services

Fastrack €800M

Parking Garage €55M

Airport, €100M

Supplies of routine products

Construction works

Super complex Bio repository

Maintenance 8 year contract



TOPICS

1. Nederlandske eksempler og erfaringer.

2. Hvordan kan oppdragsgiver legge til rette for og utføre best value i gjennomføringsfasen?

NOISE REDUCTION SCREEN



LAUNCHING PROJECT: FAST TRACK PROJECT

1. Program results: 15 projects finished (expectation was 10)
2. Delivery time of projects accelerated by 25%
3. Transaction costs and time reduced by 50-60% for both vendors and client
4. 95% of deviations were caused by Rijkswaterstaat or external [not vendor caused]
5. Ministry of Transport wins prestigious Dutch Sourcing Award

Lesson:
Start with a sense
of urgency



N248B: INCREASING OVERALL CLEAR HEIGHT



IT OUTSOURCING AT HAN



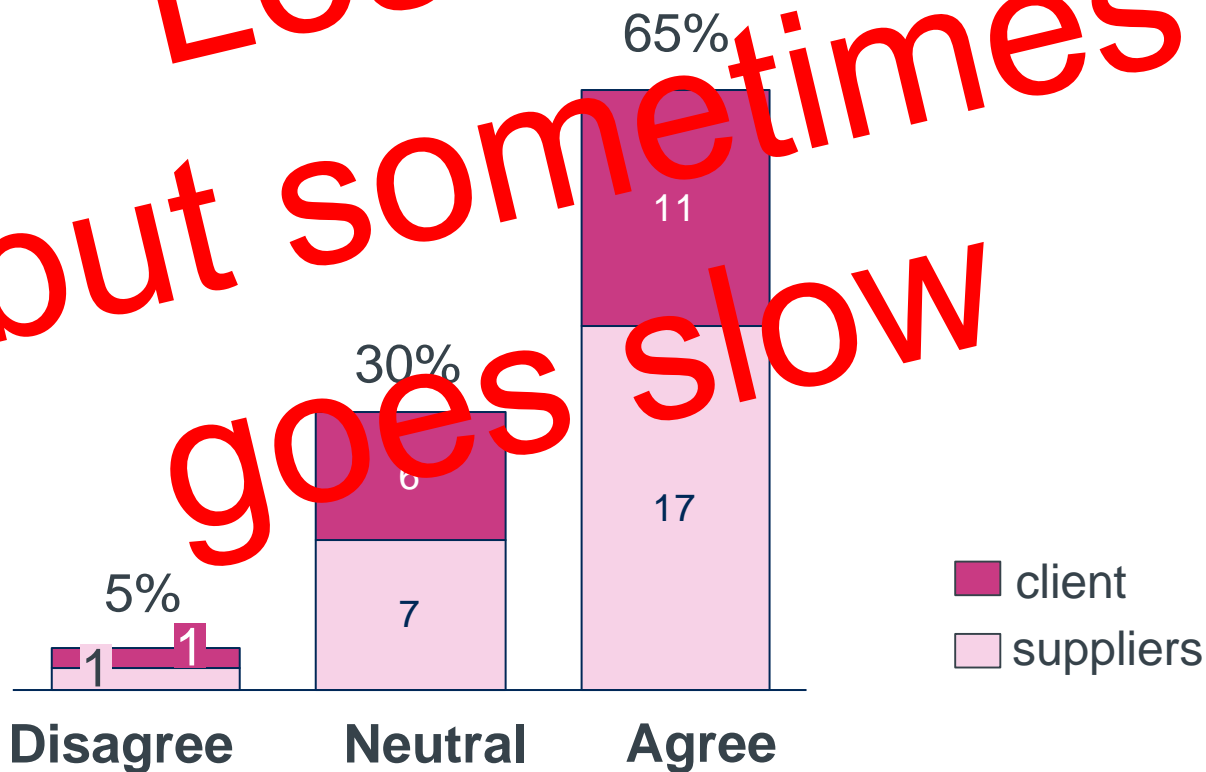
HEALTH CARE FOR HEALTH CARE INSURER

Evaluation: “Best Value has contributed to the quality of health care”

Overall 65% positive

Suppliers more positive than client (Zilveren Kruis)

Lesson:
.....but sometimes it goes slow



DEVELOPMENT LELYSTAD AIRPORT



Air & Landside
Infrastructure (€58 mln)

Terminal (€20 mln)

Integrated Services
(€24 mln)

RESULTS

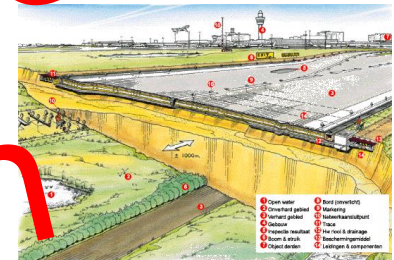
AIR & LANDSIDE INFRASTRUCTURE

- **Innovative foundation technique**

- 30,750 ton tarmac reduction, 167,000 M3 sand reduction
- Saved 10.000 truck loads to the project (406.000 KM)
- 490,000 Kg CO₂ emission reduction

- **Airport runway and taxiway lights**

- All LED, 30% energy savings
- The lights are replaceable without a power closing down (less operational down time)
- Each light is separately programmable and the technical status can be monitored at the office



Lesson: Best Value can lead to innovation

BICYCLE BRIDGE NIGTEVECHT



Lesson:
Do not filter between
phases

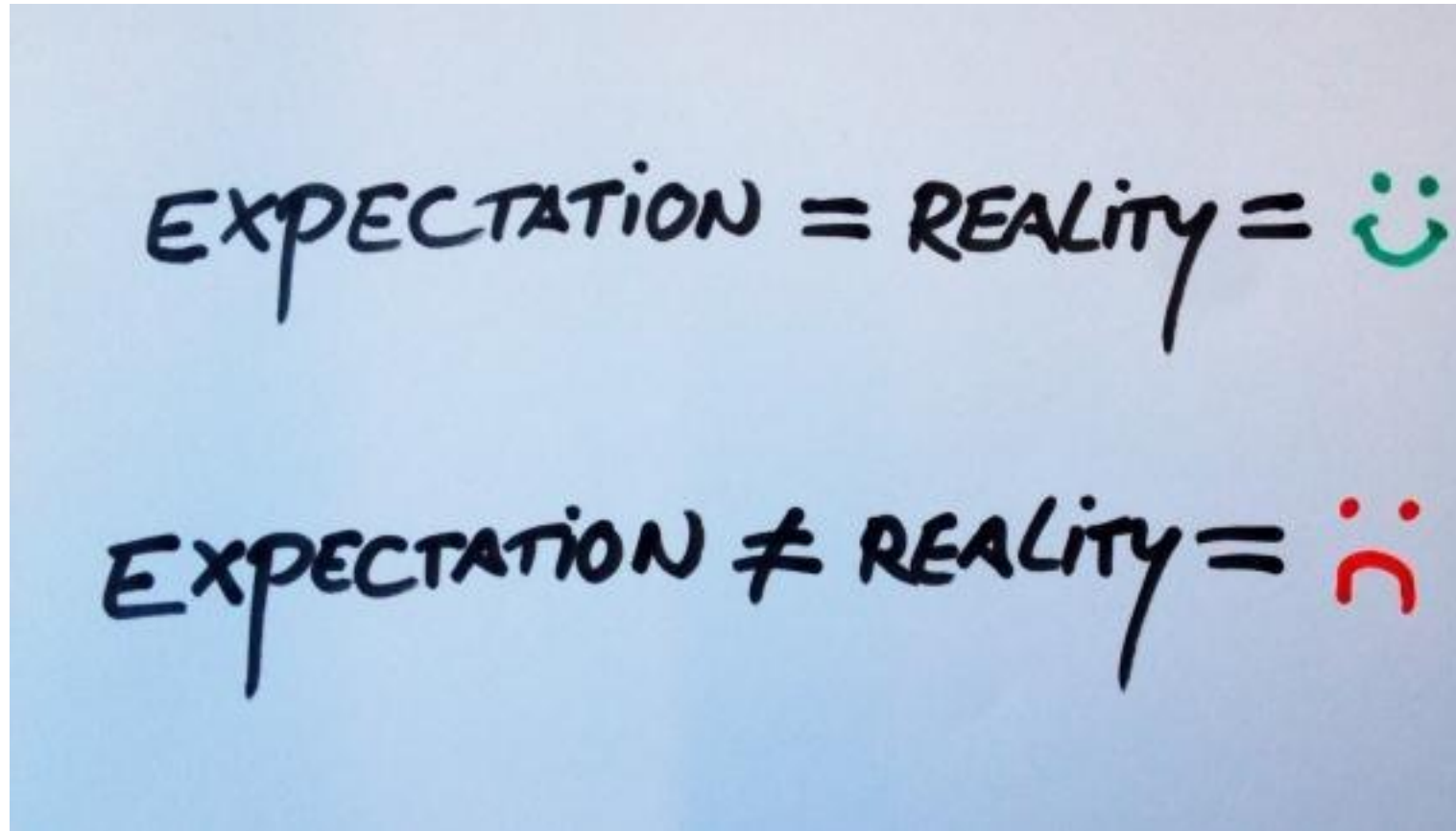
UNDERGROUND PARKING GARAGE IN AMSTERDAM



LESSONS FOR CLIENTS

- 1. Make an explicit choice for Best Value**
- 2. Train your people (but only the ones who can handle it.....)**
- 3. Keep in mind that quality is always cheaper**
- 4. Do not expect miracles**

EXECUTION PHASE



CLARIFICATION & EXECUTION PHASE



LESSONS: EXECUTION PHASE

1.Keep talking “metrics”

2.Be honest & fair

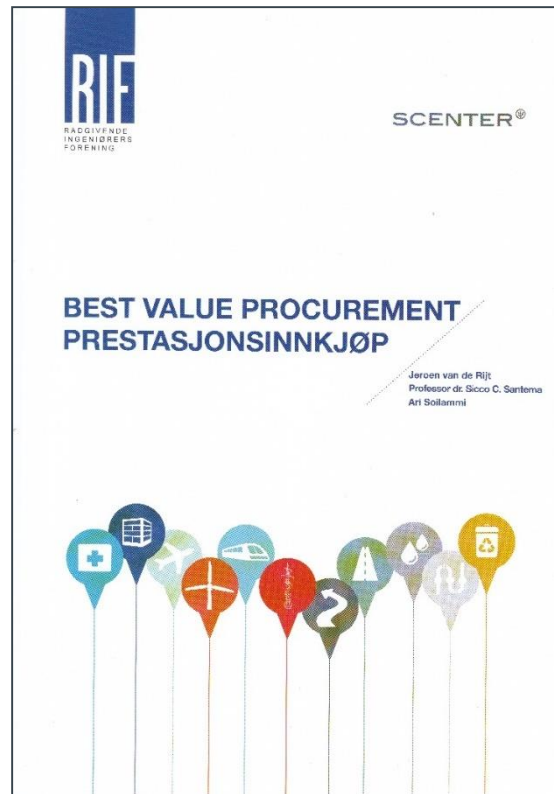
3.Do not expect miracles

BEST VALUE GROUP



BVP-seminar – erfaringer fra de første pilotene

MORE INFO?



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