

Latest insights

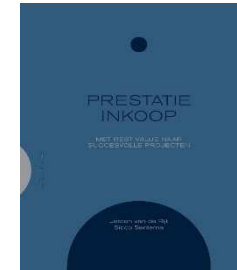
Laatste inzichten vanuit de 2016 BV Conference in Tempe

Utrecht, 2 februari 2016

Jeroen van de Rijt
Wiebe Witteveen



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.



Name: Wiebe Witteveen

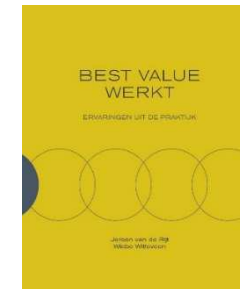
Title: Author, trainer, researcher and consultant

Organization: Best Value Group

Located: Netherlands

Certification: A+ [2012, 2013, 2014 and 2015]

Performance Metrics:



- Top score in the 2014 A+ Train the Trainer Exam [83%].
- Member of the BV Dutch Certification Board.
- 2 awards for application of Best Value approach [Dutch sourcing awards 2012 for “Operational excellence” and “Best procurement performance of the year” for the implementation of BV in the € 500 mln. Fast Track program].

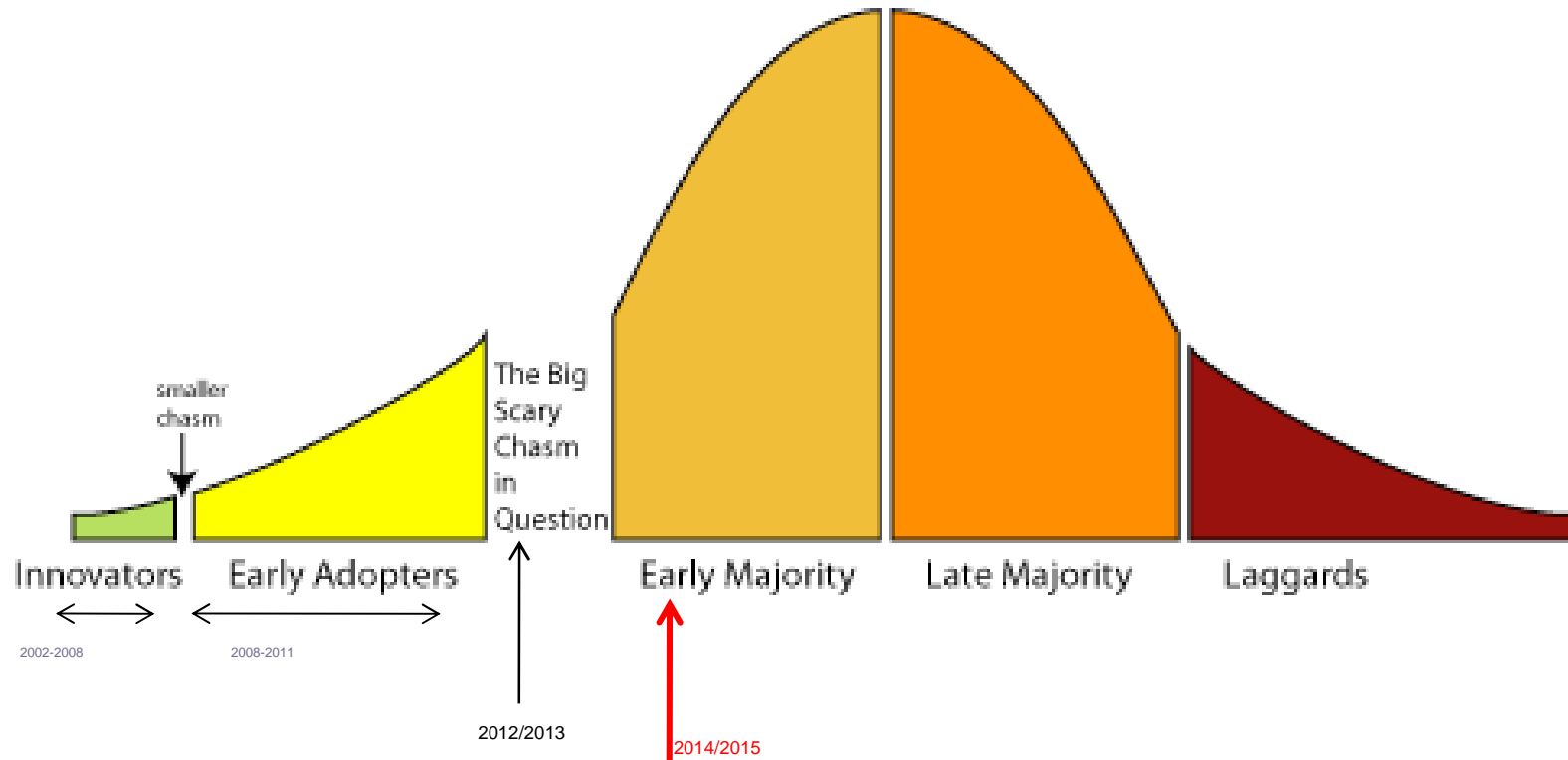
#	Performance Criteria	Results
1	# books on Best Value approach	1
2	# papers published on Best Value approach	11
3	# papers in high impact social sciences scientific journal	1
4	Average acceleration achieved in fast track program (16 projects)	1 year
5	Average % Reduction in transaction costs in Fast Track program	50%
6	Client satisfaction (training and presentations)	8.3
7	% Best Value vendor has highest MEAT quality score (since 2013)	100%
8	% Best Value vendor has lowest or second lowest price	80%

Agenda

- Laatste inzichten
- Casuïstieken uit de Train the Trainer track
- Best Value en jurisprudentie
- Q&A

Crossing the chasm

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



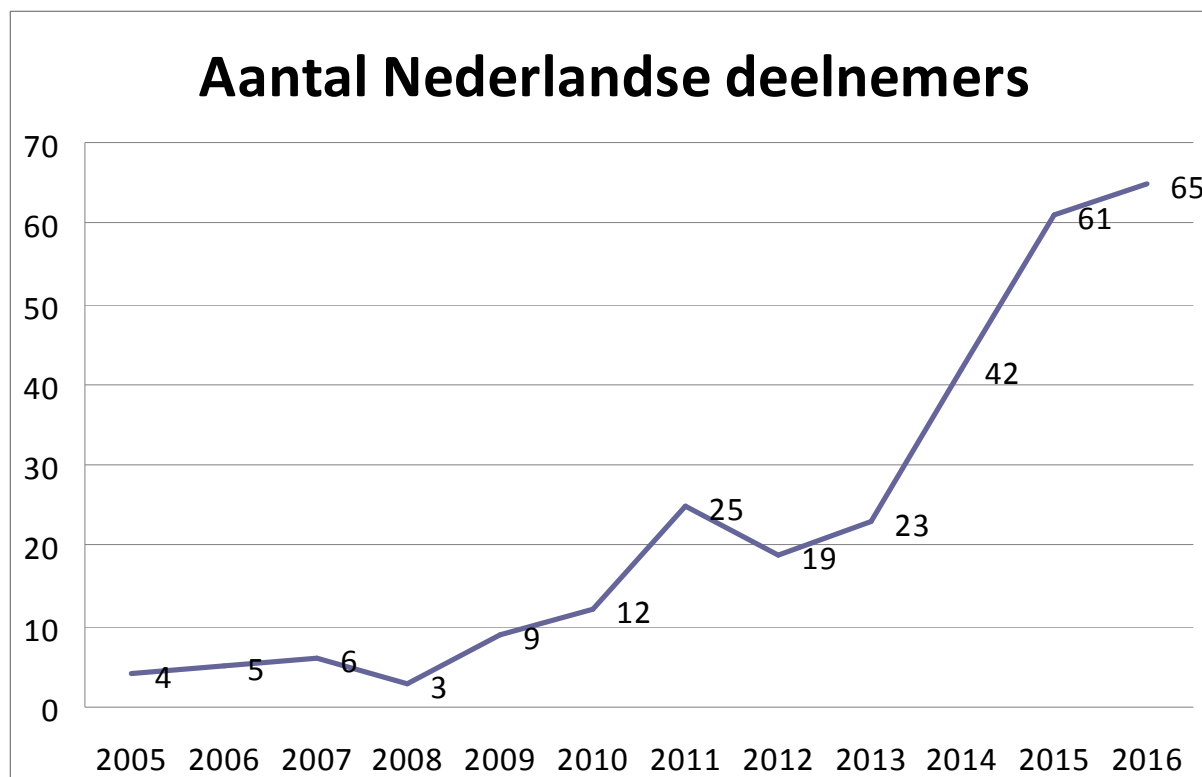
324 aanbestedingen met BV

NEDERLAND		OVERHEID		RIJKSOVERHEID		FACILITAIR IN NEDERLAND	
Aanbestedingen	324	Aanbestedingen	245	Aanbestedingen	54	Aanbestedingen	68
Publiek	245	Gemeente	69	Belastingdienst	6	Publiek	82%
Privaat	79	Rijksoverheid	54	Ministerie van Economische Zaken	2	Privaat	18%
Bouw / onderhoud	191	Waterschap	45	Ministerie van Sociale Zaken en Werkgelegenheid	2	Schoonmaak	29
IT	33	Onderwijs	31	Ministerie van Financiën	1	Drankautomaten	7
Facilitair	68	Provincie	25	Rijkswaterstaat	27	Kantoorartikelen	6
Commodities	16	Stichtingen	13	Raad van State	1	Kantoormeubilair	9
Zorg	16	Zorg	8	Overige	15	Catering	9
Werken	30,1%					Printers	8
Leveringen	15,8%					Leveringen	37,3%
Diensten	54,1%					Diensten	62,7%

Tabel 2 cijfers overzicht kwantitatief onderzoek

Bron: afstudeeronderzoek Archana Rewti (2015)

Dominante informatie



Programma conference

- Circa 120 deelnemers
 - Ruim 65 uit NL

Conference Agenda

The 2016 Conference Schedule is not available yet. See below for basic overview schedule and an example of the schedule from 2015 Best Value Conference

Be aware that the conference has shifted from previous years to Tuesday through Friday. The conference will start on Tuesday Jan 19th 2016 and end on Thursday 21st 2016!

Basic Schedule Overview

*Optional Day 0 (Jan 18th) 1pm -5pm – Family Story

General Sessions Start: [Jan 19th 8am](#)

Day 1 (Jan 19th) 8:00am – IMT

Day 2 (Jan 20th) – PIPS

Day 3 (Jan 21st) – Case Studies / Workshops

General Sessions End: [Jan 21st 5pm](#)

*Optional Day 4 (Jan 22nd) 12:00pm – Train the Trainer Test / Retake of IMT /PIPS Test



Time	Day 1 Tuesday Jan 19, 2016	Day 2 Wednesday Jan 20, 2016	Day 3 Thursday Jan 21, 2016
8:00am	Registration	Registration	Registration
8:30am	IMT Overview	PIPS Overview	Case Studies / Workshops
10:00am	IMT Deep Dive	PIPS Deep Dive	Case Studies / Workshops
11:30am	IMT Deep Dive	PIPS Deep Dive	Case Studies / Workshops
1:00pm	IMT Deep Dive	PIPS Deep Dive	Case Studies / Workshops
2:30pm	IMT Deep Dive	PIPS Deep Dive	Case Studies / Workshops
4:00pm	IMT Deep Dive	PIPS Deep Dive	Case Studies / Workshops
5:00pm	Registration	Registration	Registration

 [Download 2015 Best Value General Agenda](#)



Time	Day 1 Tuesday Jan 19, 2016	Day 2 Wednesday Jan 20, 2016	Day 3 Thursday Jan 21, 2016
8:00am	Registration	Registration	Registration
8:30am	TTT Overview	TTT Overview	TTT Overview
10:00am	TTT Deep Dive	TTT Deep Dive	TTT Deep Dive
11:30am	TTT Deep Dive	TTT Deep Dive	TTT Deep Dive
1:00pm	TTT Deep Dive	TTT Deep Dive	TTT Deep Dive
2:30pm	TTT Deep Dive	TTT Deep Dive	TTT Deep Dive
4:00pm	TTT Deep Dive	TTT Deep Dive	TTT Deep Dive
5:00pm	Registration	Registration	Registration

 [Download 2015 Best Value Conference TTT Agenda](#)



What is Best Value?



Laatste inzichten

1. Best Value ook elders in Europa

2. Metrics, metrics, metrics

3. Prestatieonderbouwing vaak verkeerd gebruikt

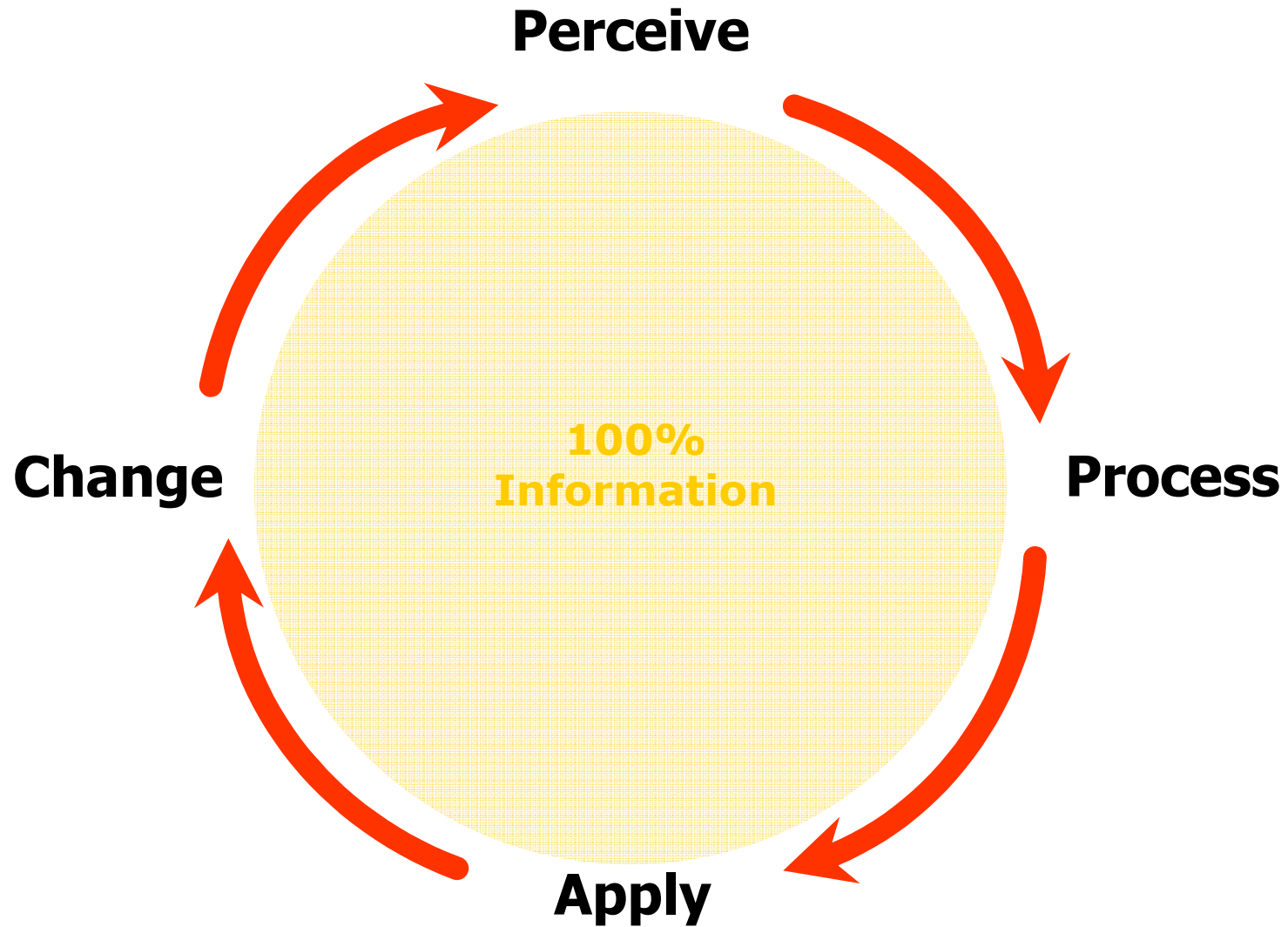
4. Best Value wordt steeds meer juridisch

5. Belang van plafondbedrag minder door
introduceren van de “competitive range”

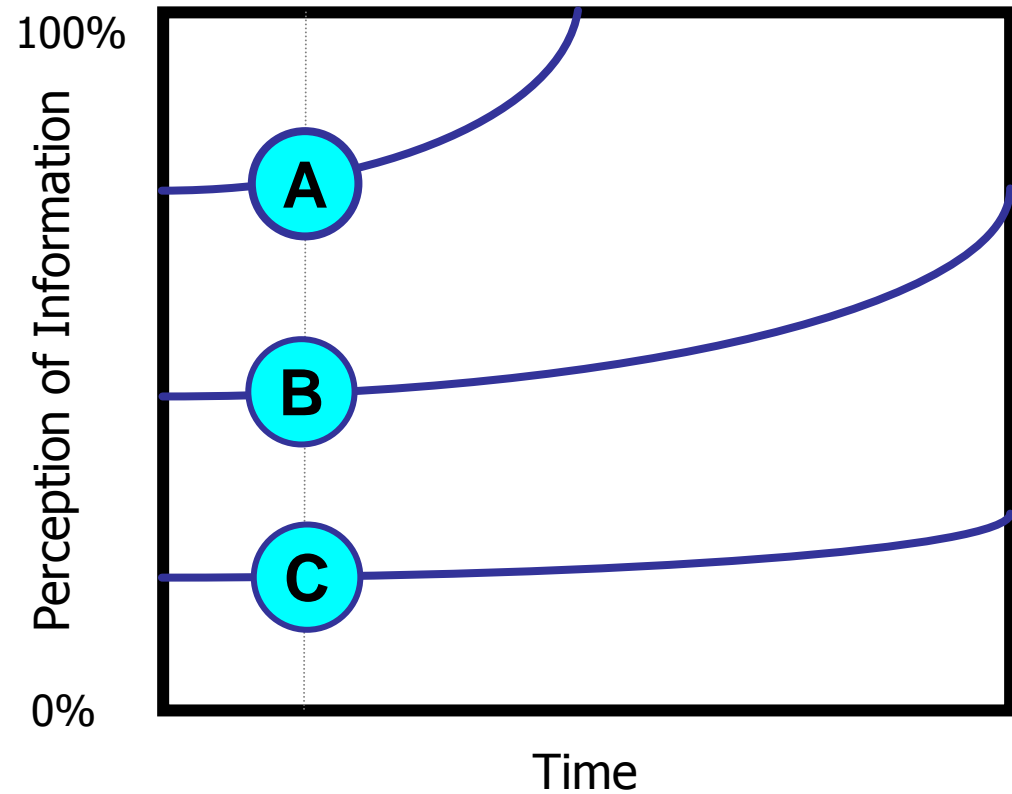
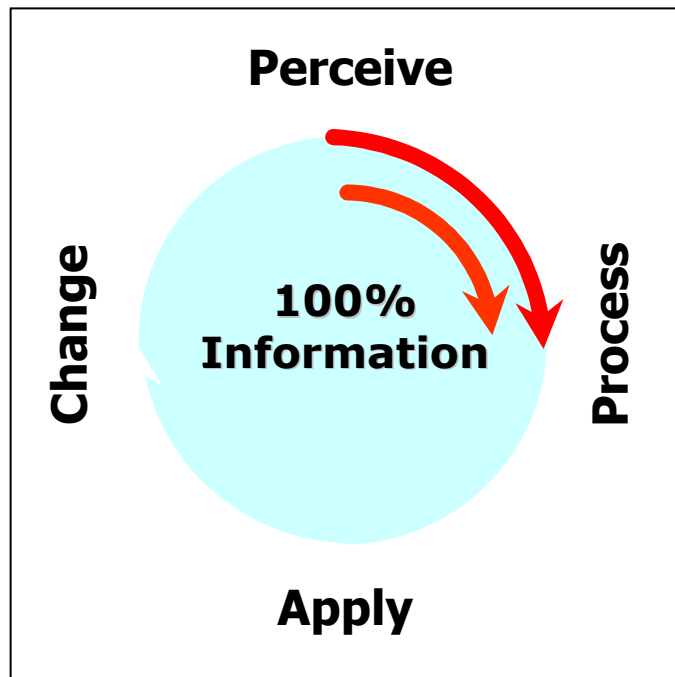
6. Zo open mogelijk speelveld

7. Zo weinig mogelijk denken,
zo veel mogelijk observeren

Cycle of Learning



Cycle of Learning



Train the Trainer vraagstukken

Q&A

Het Nederlandse Best Value Congres

13 en 14 april 2016