

# BEST VALUE CONFERENCE 2012

February 13-16, 2012 @ Fiesta Resort Conference Center

## High Performing Contractors Can Win and Control in the Low-Bid Market

Many contractors are struggling for work and are complaining about the low bid system. Many feel the best value award is not possible with current regulatory laws. Various efforts are focused fully on abolishing the low-bid awards through adjustments in local policy and procurement rulings. Dr. Dean, Director, Performance Based Studies Research Group (PBSRG) has solved the issues with the low-bid award. His solution does not require a change of laws or owner policy. It requires a contractor to change their way of thinking, a paradigm shift from a reactive to a pro-active approach. Best Value practiced Contractors are able to maximize profit and minimize risk. Dr. Dean will rollout this methodology in the 2012 Best Value Conference. This innovative practice places the destiny of a project in the hands of the highest performing contractor and not the lowest bid. A high performance contractor who has been a research partner with PBSRG, has been testing this new approach out and is pleasantly surprised at the results. Thom Tisthammer, Wattle & Daub, will give a presentation along with Dr. Dean at the next annual conference. Dr. Dean will present the methodology and all forms needed for the new approach.

## Certified Best Value Contractors

PBSRG will be encouraging owners to form best value advisory groups of contractors with performance lines and knowledge of best value practices. These performance lines will show understanding and capability of best value performance. This will help clients regulate and sustain best value processes. PBSRG will be educating owners to seek contractors who have the Best Value Certification and show how these contractors will influence the selection of contractors in the future. It will allow owners to see if the contractors can measure and control their project deviations and think in the best interest of the client. The 2012 Best Value Conference will be training on the most up to date Performance Information Procurement Systems (PIPS) and Performance Information Risk Management Systems (PIRMS). The Certification Exam will follow the conference.

## Train the Trainer

One of the most difficult tasks for clients and contractors is to train their best value trainer. Signups for this year's conference as trainers, will not only receive a special training, but the program will have personal access to Dr. Dean for the rest of the year. This course will cost \$1,500 early bird rate, and will include personal training and testing throughout the year. The requirement to be in this course is to pass the certification exam before attending the conference. The course will be a breakout session, and will only include advanced best value trainers. It will go for three of the four days, and will contain quizzes, exercises, presentations, and an exam. This class will be capped at 50 attendees.

Secure your seats at the Conference and rooms and the Fiesta Inn. For more information go to: [www.pbsrg.com](http://www.pbsrg.com) or <http://www.ksm-inc.com/best-value-conference/>. For questions about the registration or discounts, contact:

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