

BEST VALUE CONFERENCE 2012

February 13-16, 2012 @ Fiesta Resort Conference Center

Why you should attend the Best Value Conference?

New Era of Owners and Facility Managers

Need for a Best Value Environment

With the down turn of the economy and cut in government funding owners and facility managers are asking themselves similar questions “How do I decrease costs and management while increasing my quality and value?” Best Value Performance Information Procurement system (PIPS) offers owners, managers and buyers a unique option: Pay less, receive better service at a higher value, from an expert vendor.

Participants will learn the following concepts:

1. How to change a bureaucracy into a Best Value environment.
2. How to optimize delivery services.
3. How to create a Best Value Environment.
4. How to fix the problem between procurement and technical end users.

Performance Information Procurement System (PIPS)

PIPS, a proven and tested concept of supply chain thinking allows clients to hire vendors who think in the best interest of their clients. PIPS has been developed and extensively tested in a variety of services. Results show that vendors and clients:

1. Increase their profit*
2. Increase accountability*
3. Decreases transactions and management*
4. Decreases cost of service*

*All while increasing performance and value of vendor services.

PIPS Extensively Developed and Proven System

- 17 Years
- 900+ Industry and government projects tested.
- 4.6 Billion dollars delivered services (1994-2010).
- 1.8 Billion Netherlands infrastructure construction test.
- 5% Increase in Vendor Profit
- 98% On-time, On-budget, Customer Satisfied
- GSA (largest organization in U.S. delivering services implementation (2009)
- System is capable of being used on any kind of service. Has been tested on services ranging from (Construction, Food, Information Technology, Health, Facilities, Janitorial, Television...etc.)

Case Study: Changing the General Services Administration (GSA) Region 6

GSA: General Services Administration (GSA) is the major supplier of products and communications for U.S. government offices. They provide federal employees with transportation, office space, and manage cost efficient policies.

Overview: In 2009, the GSA, Region 6 partnered with ASU to assist in improving efficiency and project performance.

Scope of Work: Implement the PIPS best-value process and IMT concepts to increase the efficiency of the GSA, and increase the performance of outsourced services

Calculated Savings 1st Year Results (2009-2010)

Metrics	9 BV Projects	32 Projects	Calculated Savings
Budget	6% below	4.5% below	\$225,000
Average Change Order Rate	4%	7.1%	\$465,000/yr

The outcome of these projects (when compared to 9 non best-value projects) has shown that Best Value:

1. *Reduced*- total # of change orders in projects by **6%** (difference of approximately \$1M dollars)
2. *Reduced*- total # of project delays by **60%** (difference of approximately 1,000 days)
3. *Decreased*- total # of Construction Management (CM) functions by **50%** (approximately \$60,000 Savings)
4. *Increased*- Project Manager (PM) Satisfaction by **50%**

Future: Success in the GSA Heartland Region 6 has moved Performance Based Studies Research Group (PBSRG) to requesting additional funding for a third year of training and implementation of PIPS into all of GSA's systems.