

Acquiring Value Engineering Services

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Overview

- Things to Consider
- What to Acquire
- Methods of Acquisition
- Viewpoint of Service Provider
- Q & A Session / Panel

Things to Consider

- Will you be providing the study facility?
 - Availability / Proximity to project
- How long of a study do you need?
- How much pre- and post-workshop effort will be required by the service provider?
- Is a field review/site visit included in workshop time?
- How will executive buy-in be obtained?

What to Acquire

- Value Team Leader
 - CVS
 - Experience
- Multidisciplinary Team
 - About 12 members
 - Independent
- Facility and Catering

Methods of Acquisition

- Request for Quotations
 - Quick for well-defined services
 - Based on cost
- Request for Proposals
 - Time consuming
 - Can Evaluate Team skills and experience
- Retainer / Services on Demand
 - Time to set-up but quick for multiple small studies

Service Provider

- Buyer needs to decide what they are buying
 - Commodities
 - Solutions (Services)

Commodities

- Price matters
- Need clear Terms of Reference
- Need to know what you want
- Prescriptive

Solutions

- Need to know what problem you want to solve
- Price not as important
- Not prescriptive
 - Let service provider innovate to your benefit
- Still need clear Terms of Reference

Q & A Session