



BEST VALUE PIPS PART 3 OF 3

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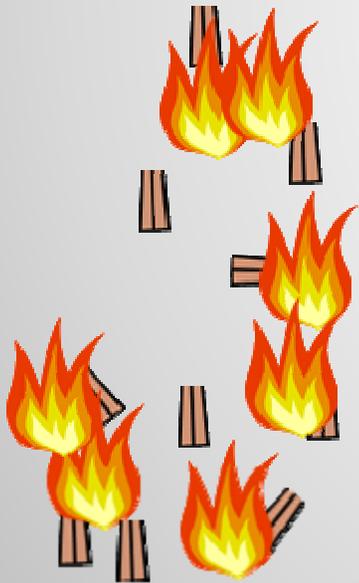
October 18, 2011



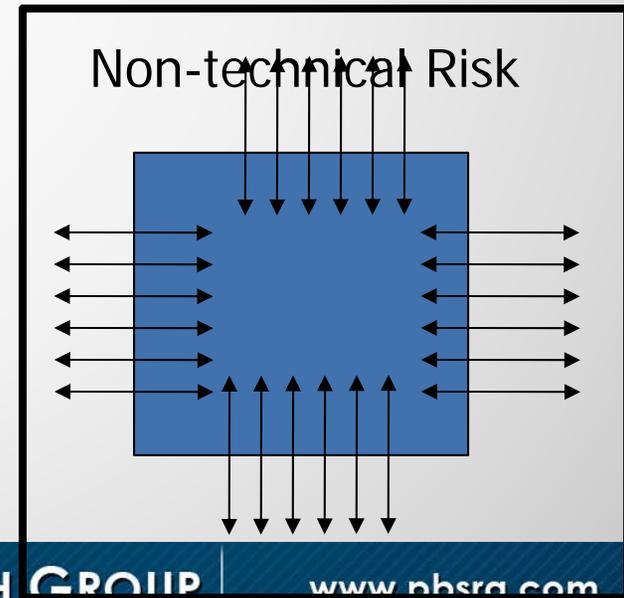
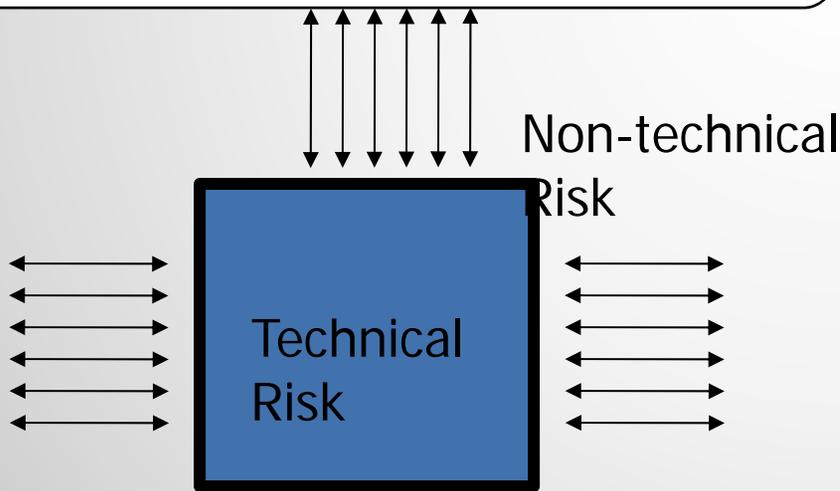
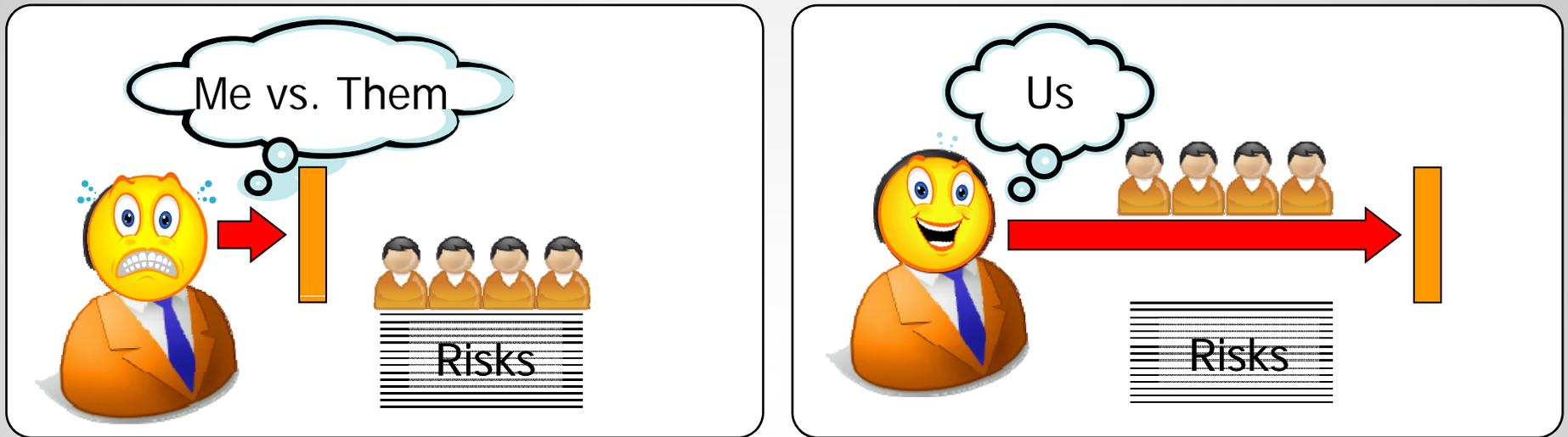
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The Expert cannot stop tornadoes and resulting fire. That is why we have insurance.



Best Value PIPS Structure moves vendors from left side to the right side



Set-Up Page

Do not edit the form using the **CUT/PASTE** feature!!!
Please use the drop down for selection.

| Project Setup Information | |
|---|---|
| Project ID / Task Order | |
| Project Title | |
| Location | |
| Region | |
| Contractor | |
| Designer/Architect | |
| Project Schedule/Budget | |
| All Phases in the Task Order | |
| Risk Management Plan Meeting Date | |
| NTP Date of Workplan | |
| NTP Date of Construction | |
| Workplan Completion Date | |
| Final Completion Date | |
| Total Task Order Duration | 0 |
| Awarded Workplan Cost | |
| Total Awarded Cost | |
| Total Awarded cost should compile all phase contracts (FFP). | |
| Final Completion Date & Total Awarded Cost is the same as WP completion date & Awarded WP cost, IF the phase awarded is Work Plan only. | |

| Contact Information | |
|-----------------------------|--------------------------------|
| Contracting Office (COE) | |
| COE Phone | |
| Facility Director | |
| FD Email | |
| Facility Manager | |
| FM Phone | |
| Project Manager | |
| PM Phone | |
| Regional Project Integrator | |
| Regional PI Phone | |
| QA Representative | |
| QA Phone | |
| QA Email | |
| Contractor POC | |
| Contractor POC Phone | |
| Contractor POC Email | |
| Designer/Architect POC | |
| D/A POC Phone | |
| D/A POC Email | |
| MEDCOM POC | Charleszetta "Charlie" Jay |
| MEDCOM POC Phone | 210-221-8620 |
| MEDCOM POC Email | Charleszetta.Jay@AMEDD.ARMY.ML |

If you have any questions, please contact mrmp@pbsrg.com

Project Setup Schedule&Budget Risks RMP Report

Microsoft Excel - 090114 Weekly Report Template

Type a question for help

A1

Risk management plan is a living document that identifies:

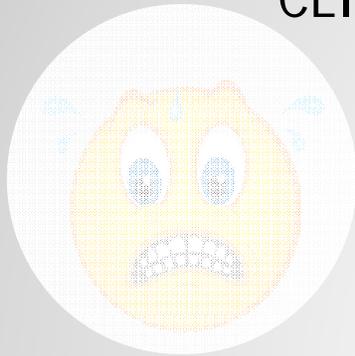
- Risk that the vendor does not control
- How the risk will be managed and minimized
- If the risk happens, what will transpire
- Will become a part of the contract and minimize procurement transactions

Project SETUP / Schedule&Budget / RISKS / Report / **RMP** / Client Action Item

Ready NUM

Paradigm Shift: Supply Chain/System Inefficiency

CLIENT



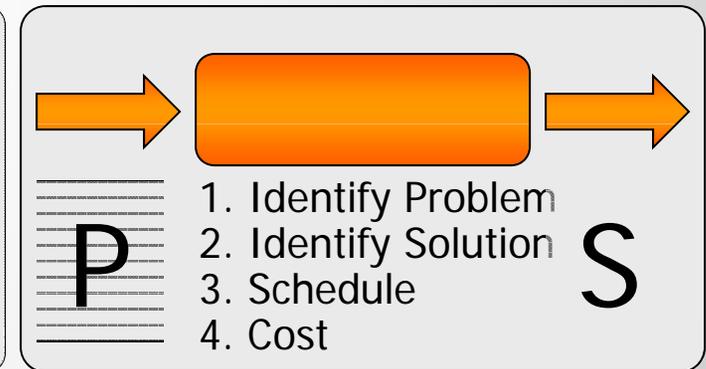
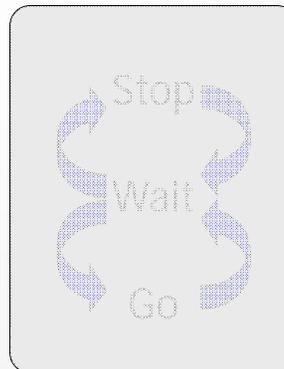
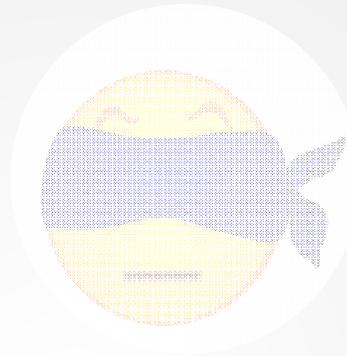
- ~~Decision Making~~
- ~~Management~~
- ~~Control~~
- ~~Direction~~

INEFFICIENCY



TOTAL COST: **\$\$\$\$\$**

VENDOR



PROFIT: **\$**

Traditional Concepts

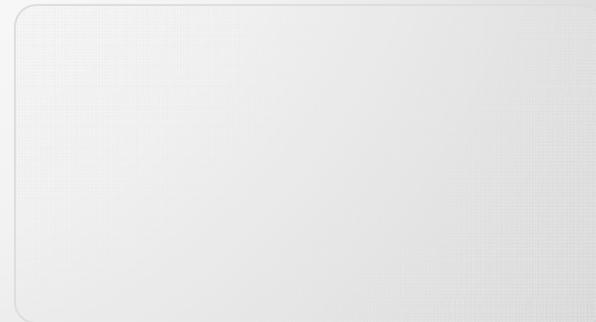
- The wrong party is doing the talking
- User/consultants cannot scope and cost
- Project risk is being minimized through management, direction and control
- Vendors learn to be reactive
- Environment becomes price based
- Cost for delivering services is higher and value is lower

Performance Information is a Vendor Practice



Performance Info

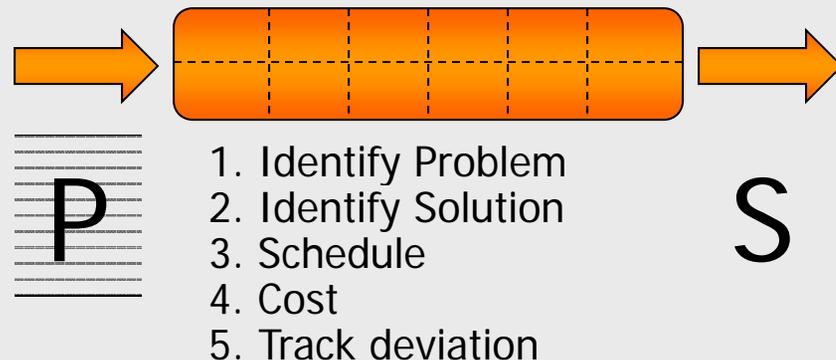
| NO | CRITERIA | FIRM A |
|----|---|--------|
| 1 | Overall customer satisfaction | 9.8 |
| 2 | Percent of roofs that have never leaked | 99% |
| 3 | Percent of roofs that do not currently leak | 100% |
| 4 | Average age of roof surveyed (years) | 17 |
| 5 | Total number of roofs evaluated | 50 |



Best Value Model: Vendor Model



- Increased Decision Making
- Increased Management
- Increased Control and Direction
- High Trust



Latest Manuals

- IMT
 - IMT/KSM
 - Industry structure
 - Measurements
 - Observation; deductive logic
- PIPS: Best Value Standard
 - Case studies
 - Protests
 - Use of Performance Information
 - Changes over time (history of lessons learned)



2012 Best Value Annual Conference

Feb 13-17, 2012 in Tempe, AZ



Certification and Testing of vendor and client personnel.

Availability of videos (16 class and functions) to reinforce the paradigm shift.

Methodology to implement and educate the weekly risk report and risk management plan. Teaching aids and how to teach your personnel.

Industry partner programs: GSA, contractor model, entire 16 week video program on both IMT/best value PIPS



**Early Registration before Dec 15, 2011:
For more details visit us at:**

pbsrg.com

For Information and Questions
Please Contact:

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405-521-2112

Visit the web at:
www.pbsrg.com



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