

The Best Value Approach: Call for Pilot Projects

Free Procurement Training

Dr. Dean and his research partners are offering all US based professionals **FREE procurement and project management training and one pilot project**, applying the Best Value Approach (BVA) for quality-based procurement and delivery.

The BVA was developed at ASU by Dr. Dean Kashiwagi and is now the **top licensed technology through ASU**. It has proven to **cut costs 10-30%** while **saving time 20-50%**.

Our Results

2K+
Projects

\$6.6B
Value

94%
On Budget

95%
On Time

98%
Satisfaction

Simple RFP Creation

No Exp. Needed
in procured service

2 Page
Requirement Statement

Fast Procurement Processing


6 Page
Vendor Submittals

< 1 Hour
to Rate Proposals

Project and Risk Management

Full Project Plan
Before Contract Award

Semi-Automated
Project Tracking System

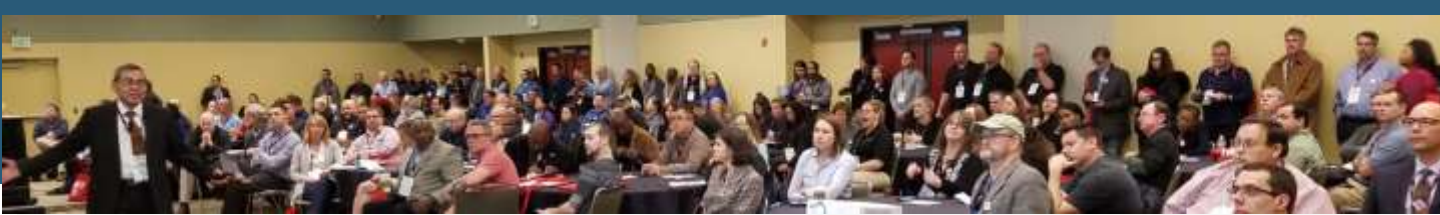


“Stop over managing and specifying your projects today and start utilizing the vendor’s expertise!”

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Best Value Approach: Four Phases



Preparation

We assist clients define their desired outcomes and limitations in a 2-page requirement, leaving how to achieve those outcomes up to the expert vendor selected.



Selection

Vendors are rated based on five criteria: Expertise, Risk, Value Added, Interview and Cost. The proposals are 6-pages which are rated based on claims supported by metrics of similar projects to the requirement.



Clarification

The 1st place vendor presents their full proposal in detail for client approval before contract signing, including a schedule, performance metrics, technical documents and risk mitigation.



Execution

Using the Best Value Approach licensed project monitoring system, vendors will measure and report project performance, deviations and potential risk and mitigation.

Range of Services and Highlighted Cases

The Best Value Approach can be used to procure and manage any project or service. It has even proven to be helpful with “difficult” projects including those requiring innovation, fast delivery time, limited budget, and/or clients with an unclear or an undefined scope of work.

AZ State University

13 Projects | \$1.7B |
100% Satisfaction

Harvard University

8 Projects | \$13M |
Cornet Global Award

Univ. of Minnesota

355 Projects | \$322M |
0% vendor change rate

State of Oklahoma

30 Projects | \$141M |
\$71.8M cost avoidance

State of Oklahoma

30 Projects | \$141M |
\$71.8M Savings

State of Utah

5 Projects | \$85.8M |
7% under budget