

Value Management for personal sustainability.

Anthony Wilson October 2008.

Introduction.

- 12 years of VM experience.
- Past President of HKIVM.
- Organized and participated in over 30 VM studies.

Photo of first conference



Contents

- Personal Background.
- Why VM?
- VM training.
- Organizing and managing VM studies.
- VM experiences
- Conclusions.

Personal background.

- Trained as an Architect in Edinburgh, Scotland.
- Worked in private sector in UK and overseas.
- Came to Hong Kong 1981 with ArchSD.
- Roles very varied from, urban design, client scoping, design, site supervision, administration, and project management.





Why VM????

- Change of circumstances.
- New challenges.
- Interest.
- What is it?
- Surprise.



NO! I CAN'T BE BOTHERED WITH NEW IDEAS!
I'VE GOT A BATTLE TO FIGHT!



VM Training.

- Overseas course
- Three parts, core VM aspects, excercises and Facilitation.
- Benefits.
- Never the same.



Organizing and Managing VM Studies.

5 Critical success factors.

- Full Client/Employer support.
- Proper management of the process.
- The use of a qualified VM practitioner.
- The following of the 5 phase job plan.
- Having a suitable venue for workshops.

Organizing VM's, 3 major parts;

1. Pre Workshop: Planning and setting up, includes selecting VM facilitator, selecting participants, determining the study objectives, briefing the participants and gathering preliminary information.
2. The workshop process. 2 to 5 days duration Follows the Job Plan. Information, analysis, creativity, judgment and development phases. Action Plan.

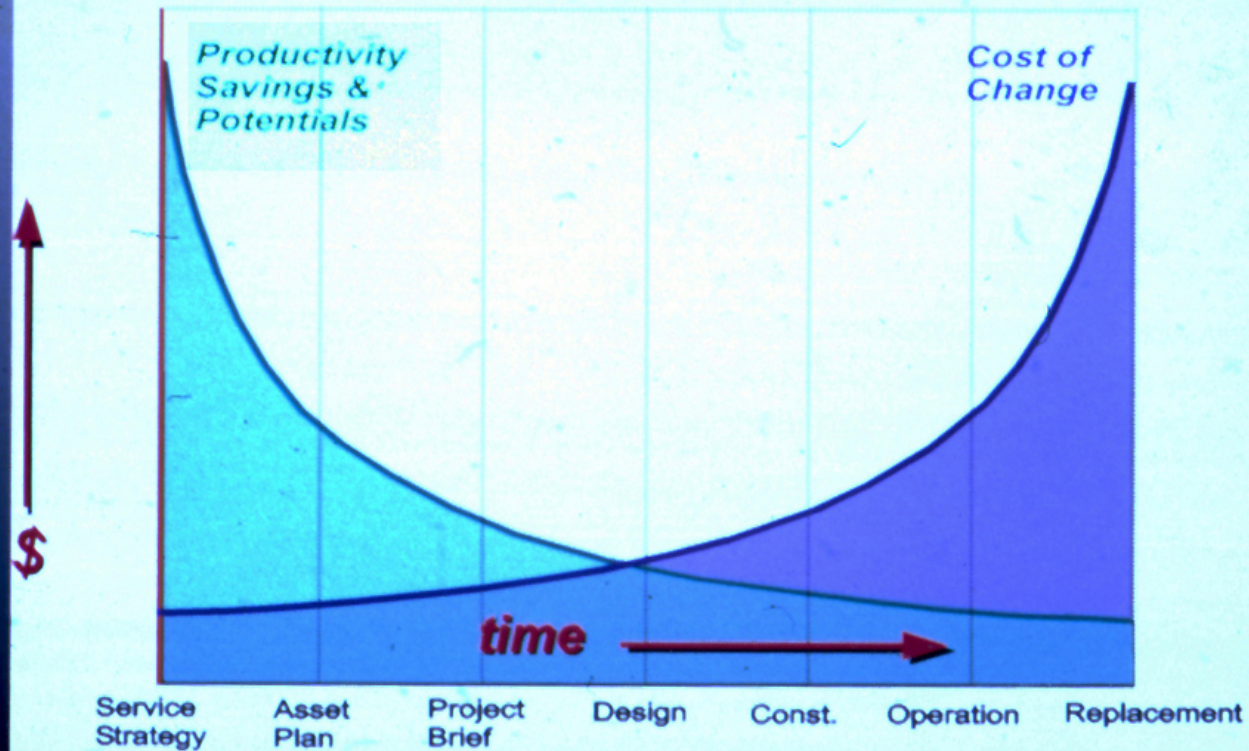
3. Post Workshop. De-briefing, Full final report and follow up actions to the action plan.

- Often different people are responsible for different actions, therefore monitoring is required.

- The best time to do VM studies is as early as possible in the process, the idea stage.
- This is before the briefing/scoping and concept design stages

Value Management Potential

Cost impact of making changes overtime



VM experiences.

- Distribution Centre, illustrates success and why to do VM earlier in the process, the greater the impact.
- Fish Market, illustrates how investigating the functions of the project can make sure that a full understanding is reached by all.



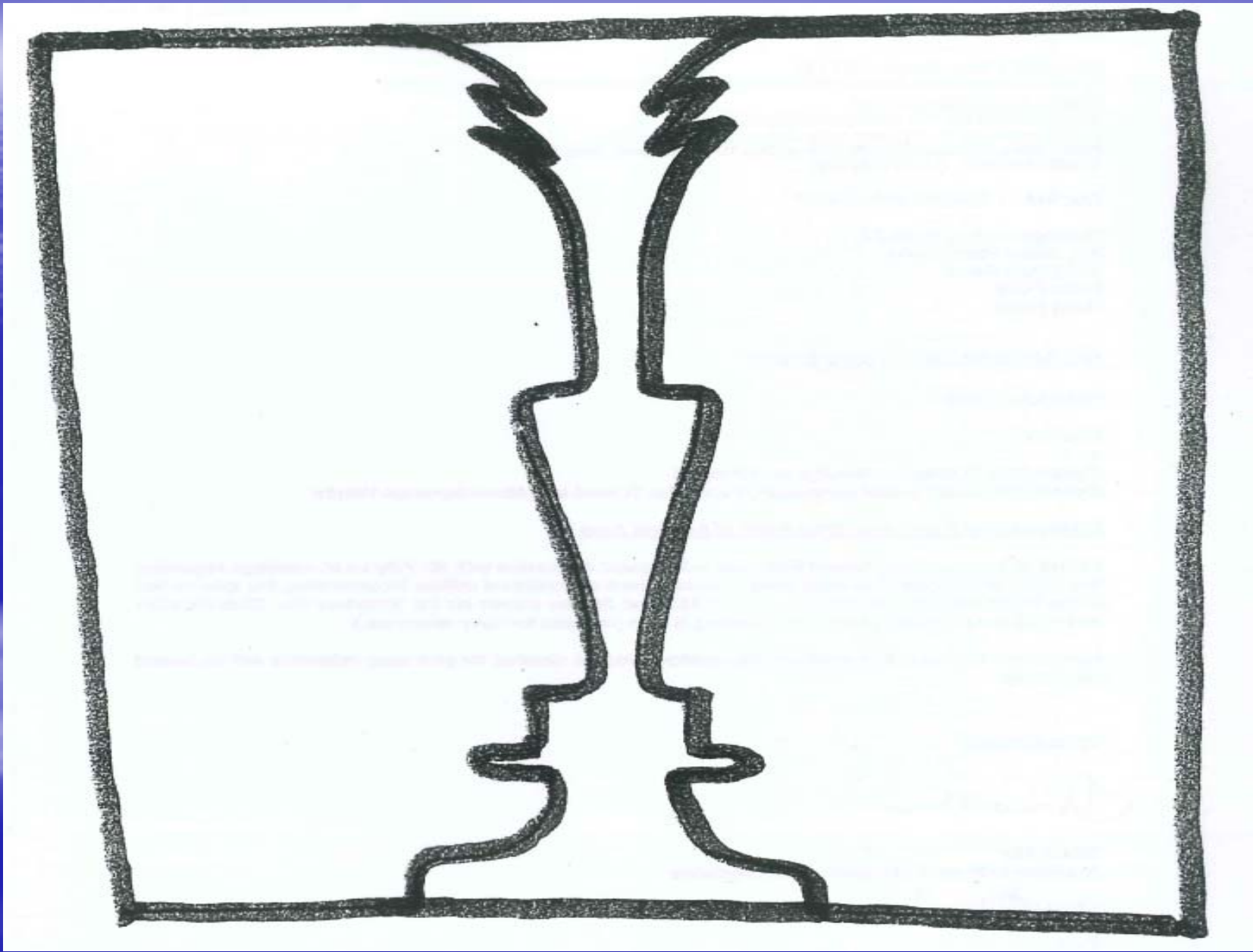
Conclusions.

Some key learning points are:

- Systems thinking
- Change will happen
- Facilitation skills
- Early VM is best



- The VM job plan
- Information collection and sharing
- Givens and assumptions
- Function analysis
- Creative problem solving



- Evaluation techniques
- Consensus building
- Skills are developed in analysis, communication, questioning at various levels, planning, objective setting, organizing, promoting, interpreting and understanding concepts and multi-disciplines.

- VM is about people and communication face to face. In days of e mails and teleconferences, much is achieved, but even more can be done in workshops.
- Strong Client Facilitator relationships are formed.

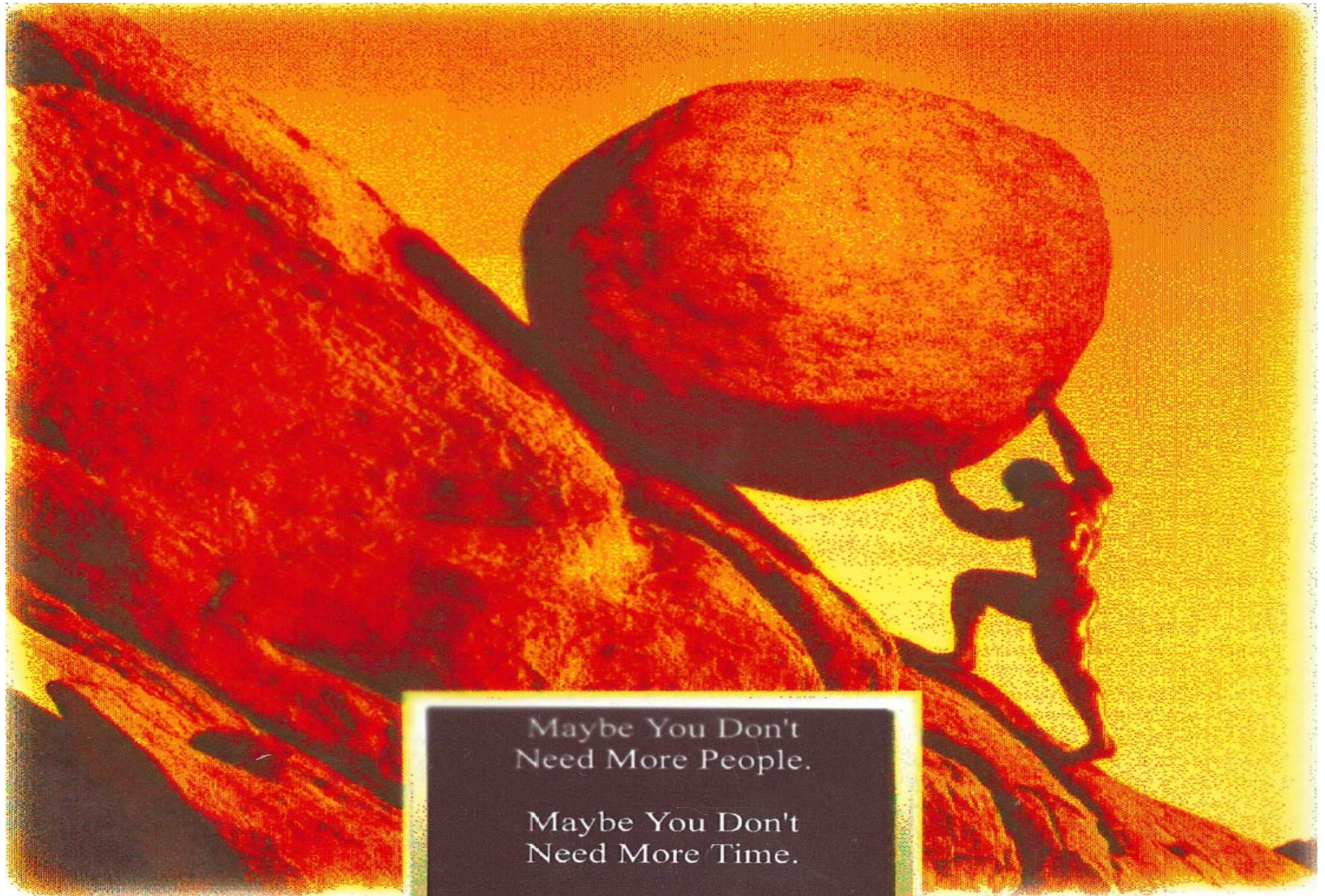
Norman and Martyn photo



- When a VM is complete and win–win situations have been found, the results benefit everyone.
- Long lasting friendships are formed.

Photo of Roy and Martyn





Maybe You Don't
Need More People.

Maybe You Don't
Need More Time.

Maybe You Just
Need Value Management.

- Thanks very much!.