

FOCUSING ON BALANCED SOLUTIONS

The views of what constitutes performance and value can vary significantly among different stakeholders – even within the same organization. Measurement, qualitative or quantitative, may be in "hard" monetary terms, or by an amalgamation of several hard and "soft" attributes. Typically, the more diverse the stakeholder representation, the more varied the views. Similarly, there are contrasting ideas of how to achieve best value programs, project and systems. Key aspects of the **Performance and Cost Optimization (PCO™)** approach are outlined below.

1. VALUE ASSURANCE – Oversight Planning, Assessment & Executive Reporting

- Assurance for executives** that portfolios, programs and projects remain viable re.
 - ❖ Business aims (benefits, return-on-investment, scope and costs)
 - ❖ User requirements (e.g. availability, serviceability, operability, reliability and compliance capabilities)
 - ❖ Technical merit (feasibility and fitness-for-purpose)
 - ❖ Supply chain capabilities and compatibilities
 - ❖ Likelihood of meeting forecast targets
 - ❖ In-service effectiveness & financial efficiencies.

Functionality & Efficiency (F&E™) Reviews

2. VALUE PLANNING - Key Strategies & Framing

- Needs Assessment** - alignment of expectations; requirements definition; stakeholder outreach
- Strategic Direction** - economic evaluation; strategic risk assessment; capital planning; delivery strategies
- Concept Definition** – options identification, evaluation and selection; risk clarity; process simplification.

3. PERFORMANCE OPTIMIZATION - Efficiency & Effectiveness

- Project Delivery** - schedule acceleration; cost reduction; functionality improvement; resolution of deadlock
- Business Process Improvement** - program turnaround; productivity enhancement; re-structuring / right-sizing
- Service Delivery** - throughput improvement; re-purposing.

4. TRAINING AND DEVELOPMENT – Foundation for Performance & Cost Optimization

- Functionality & efficiency reviews
- Management of value, risk and uncertainty
- Advanced program & project management techniques.



Re-Engineering Better Value Solutions Worldwide

A LITTLE ABOUT US

We deliver planning, optimization, advisory, assurance, facilitation and training services to funding agencies, owner, consultant and contractor organizations. Our services maximize benefits and **significantly increase return-on-investment**. As such, we focus on innovative, long-term solutions and embedding sustainable outcomes. Since 1993, our guidance in identification of opportunities for **functionality improvements, schedule optimization, risk reduction** and **cost avoidance**, has led to **savings of many hundreds of millions of dollars**.



SERVICE AREAS

Our processes focus on identifying best overall performance & cost solutions for a range of business / service undertakings around the world:

- Airport authorities
- Commercial developers
- Consultants and contractors
- Energy companies
- Environmental authorities
- Development consortia
- Government services
- Health authorities
- Highway & transit authorities
- Industrial services; manufacturers
- Institutional facility providers
- Learning facilities providers
- Major pipeline operators
- Mining and resources companies
- Municipal service providers
- Oil, gas & petrochemical companies
- Offshore facility developers & operators
- Rail service providers
- Recreational facility providers
- Water & waste water service providers
- Waste management organizations.

- A performance and value focused framework addresses where key aspects may be inhibited or slipping away from the organization.
- It is important to orchestrate change with both confidence and control.
- Assurance for stakeholders is required such that their portfolios, programs and projects remain viable in terms of:
 - a) yielding best value and return-on-investment
 - b) delivery within the specified timeframe and allocated budget; affordability
 - c) ability to be adjusted to suit changing conditions.
- Formal assurance of performance and value comprises objective, independent, review of functionality and relative worth, along with confirmation of compliance with overarching, approved plans and critical interfaces.

Further information and examples are described in the companion Information Sheets 2 & 3.