

**A selection of papers & presentations to professional bodies by Martyn Phillips
of Team Focus is listed below, in the categories of:**

Value Improvement, Project Management, Strategic Focus and Environmental.



VALUE IMPROVEMENT

- VM.23 OPTIMIZING PERFORMANCE & COST TO MAXIMIZE RETURNS FOR MAJOR & COMPLEX ENDEAVORS; American Institute of Architects -International Region, Virtual Conference, Nov. 2020
- VM.22 BEYOND BOUNDARIES - BROADENING THE REACH OF THE VALUE PLANNING AND OPTIMIZATION PROCESS; Bangalore, India, November 2019
- VM.21 HARNESSING THE FULL POWER OF THE VALUE METHODOLOGY; Mannheim, Germany, May 2019
- VM.20 FUNCTION ANALYSIS TO STIMULATE CREATIVITY; Vienna, Austria, October 2018
- VM.19 THE VM WOW AND HOW TO GET IT; Keynote presentation, Edmonton, Alberta, October, 2018
- VM.18 AN AGILE VM APPROACH TO MATCH CHANGING PROGRAM & PROJECT DELIVERY METHODS; Austin, Texas, June 2018
- VM.18 ENHANCING THE VM WORK PLAN FOR BETTER OUTCOMES; Philadelphia, Pennsylvania, August 2017

- VM.17 A FRAMEWORK FOR MAXIMIZING THE POWER OF THE VALUE METHODOLOGY; Niagara Falls, Ontario, June 2016
- VM.16 EXPLORING POSSIBILITIES & CREATING SUSTAINING SOLUTIONS, BUT WHICH APPROACH TO VM SHOULD I USE? Hong Kong, May 2015
- VM.15 IN SEARCH OF VALUE - CLOSING THE GAP TO ACHIEVE HIGH PERFORMANCE PROGRAMS & PROJECTS; Hong Kong and Oct 2013
- VM.14 FULLY INTEGRATED VE FOR GREATER PERFORMANCE GAINS (co author); Tokyo, Japan, October 2013, and, Montreal, Quebec, November 2013
- VM.13 DRIVING BEST VALUE PORTFOLIOS, PROGRAMS PROJECTS THROUGH VALUE ASSURANCE; Hong Kong, December 2012 and Washington, DC, June 2013
- VM.12 IN SEARCH OF VALUE, INTERNATIONAL EXAMPLES OF PROJECT IMPROVEMENT; Turkish Republic of Northern Cyprus, February 2012
- VM.11 VALUE ENGINEERING AND THE OVERALL VALUE ASSURANCE & RISK MANAGEMENT PROCESS; Tokyo, Japan, October 2010

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- VM.10 COMPARISON OF VARIOUS VALUE MANAGEMENT PRACTICES; Taipei, Taiwan, October 2010
- VM.9 FROM VALUE MANAGEMENT TO VALUE ASSURANCE; Hong Kong, October 2008
- VM.8 A VALUE and RISK MANAGEMENT APPROACH to PROJECT DEVELOPMENT; London, UK, May 2002
- VM.7 A HOLISTIC APPROACH to FACILITATION; Hong Kong, May 2002
- VM.6 PRACTICAL APPLICATIONS OF THE VALUE SPIRALLING TECHNIQUE; Tokyo, Japan, November 2001
- VM.5 VALUE ENGINEERING: A HANDS-ON TOOL FOR PROJECT DEVELOPMENT AND VALUE ENHANCEMENT FOR DESIGN-BUILD; Calgary, Alberta, June 2001
- VM.4 THE APPLICATION OF VALUE CIRCLES FOR ENHANCED PROJECT PERFORMANCE; Fort Lauderdale, Florida, May 2001
- VM.3 PERFORMING VALUE STUDIES WITH PIZZAZZ, OOMPH & SUBSTANCE: Lessons Learned; Reno, Nevada, June 2001

- VM.2 CUSTOMER FOCUSED CONCEPT DEVELOPMENT and CONTINUOUS VALUE IMPROVEMENT; Hong Kong, Nov. 2000
- VM.1 THE USE OF THE VALUE METHODOLOGY TO SHAPE AND ACCELERATE THE PROJECT DEVELOPMENT PROCESS FROM INCEPTION TO COMPLETION; Montreal, Quebec April 1999; Hangzhou, China, May 1999; Calgary, Alberta, June 1999.

PROJECT MANAGEMENT

- PM.14 INTEGRATING PROJECT AND VALUE MANAGEMENT FOR GREATER PERFORMANCE GAINS (CO-AUTHOR); Chicago, June 2014 and Toronto, Canada, Nov. 2014
- PM.13 DRIVING HIGH PERFORMANCE PROGRAMMES & PROJECTS FOR STAKEHOLDER SATISFACTION & SUCCESSFUL OUTCOMES; Singapore, May 2014
- PM.12 RISK MANAGEMENT IN ENGINEERING PROJECT MANAGEMENT; Edmonton, Alberta, November 2010, March and November 2011

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PROJECT MANAGEMENT

(Continued)

- PM.11 VALUE MANAGEMENT - AN EFFECTIVE AID TO PROJECT MANAGEMENT; Edmonton, Alberta, April 2010
- PM.10 Sharpening the Performance Edge: PROJECT DELIVERY ENHANCEMENT THROUGH VALUE ASSURANCE; Hong Kong, November 2003
- PM.9 RESULTS ORIENTED PERFORMANCE Using the Project Performance Enhancement Approach; Edmonton, Alberta, June 2002
- PM.8 Value is in the Eye of the Beholder, Part 1: A FRAMEWORK FOR SMART PROJECT DEVELOPMENT AND SERVICE ENHANCEMENT; Denver, Colorado, May 2002
- PM.7 THE USE OF THE VM FOR PROJECT CONCEPT DEVELOPMENT AND CONTINUOUS VALUE IMPROVEMENT FOR PROJECT COST MANAGEMENT; Beijing, China, May 2001

- PM.6 FOCUSING THE PROGRAM, PROJECTS & TEAMS: STRATEGIC CHOICE AND DEFINING PROGRAM DIRECTION; San Antonio, Texas. June 1999:
- PM.5 Challenging the Project Management Paradigm (3): THE USE OF VALUE ANALYSIS TO ENHANCE THE PROCUREMENT PROCESS; London, UK, September 1996
- PM.4 Challenging the Project Management Paradigm (2): PLANNING FOR STAKEHOLDER SATISFACTION FIRST TIME ROUND; Hong Kong, May 1996
- PM.3 INFRASTRUCTURE & HOUSING CHALLENGES/ OPPORTUNITIES; London, Ontario, June 1992
- PM.2 A Structured Approach to Multi-Project Management: REVIEW & CONTROL PROCESS FOR CAPITAL PROJECTS; Atlanta, Georgia, October 1989
- PM.1 QUALITY MANAGEMENT APPLIED TO CAPITAL PROJECTS; London, UK, August 1990.

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STRATEGIC FOCUS

- SF.10 DRIVING BEST VALUE THROUGH VALUE ASSURANCE (co-author); London, UK, February 2014
- SF.9 IN SEARCH OF VALUE FOR STRATEGIC PURCHASING; Banff, Alberta, October 2010
- SF.8 ACHIEVING HIGH PERFORMANCE BY MANAGING THE WHOLE VALUE IMPROVEMENT CYCLE; London, UK, Oct. 2008, Feb. 2009, June 2009:
- SF.7 Focusing the Program, Projects And Teams: STRATEGIC CHOICE and DEFINING PROGRAM DIRECTION; San Antonio, Texas, June 1999
- SF.6 The Use of VALUE ANALYSIS to GUIDE the STRATEGIC PROCUREMENT PROCESS, Montreal, Quebec, April 1999
- SF.5 FOCUSING STRATEGY THROUGH VALUE MANAGEMENT; Montreal, Quebec, February 1998
- SF.4 Challenging the Project Management Paradigm (4): DEVELOPING CONSENSUS ON CHANGING STRATEGIC DIRECTION; Hong Kong, November 1997 and June 1998
- SF.3 A Value Management Task Force: METHOD FOR DEVELOPING STRATEGIC DIRECTION: Washington, DC. June 1998
- SF.2 Achieving Greater Value-Added From Your Outsourced Business Operations: INCORPORATING THE CONCEPT OF VALUE ANALYSIS INTO YOUR OUTSOURCING STRATEGY (Co-presenter); London UK, September 1997
- SF.1 Challenging the Project Management Paradigm (1): INTEGRATING STRATEGIC VALUE WITH PROJECT DEVELOPMENT AND EXECUTION; Phoenix, Arizona, May 1995.

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ENVIRONMENTAL

- E.9 TOWARD SUSTAINABILITY & CONSENSUS THROUGH VALUE MANAGEMENT; May 1999, Hong Kong
- E.8 ENVIRONMENTAL VALUE MANAGEMENT, Riyadh, Kingdom of Saudi Arabia. March 1998
- E.7 ENVIRONMENTAL STRATEGIC CHOICE THROUGH VALUE MANAGEMENT; VALUE WORLD, Chicago, Illinois, June 1996
- E.6 A METHODOLOGY FOR RATING ENVIRONMENTAL RISKS AND MANAGEMENT RESPONSE SYSTEMS; VALUE WORLD, SAVE International October 1995
- E.5 FORMULATION OF THE CITY OF EDMONTON'S DRAINAGE MASTER PLAN, Edmonton, Alberta, November 1990

- E.4 MANAGEMENT OF URBAN DRAINAGE PROBLEMS (co-author); Edmonton, Alberta, February 1989.
- E.3 RECENT DEVELOPMENTS IN STORMWATER MANAGEMENT FOR URBAN AREAS (Co-author), Calgary, Alberta, October 1989.
- E.2 REFURBISHMENT OF ROSSDALE WATER TREATMENT PLANT; Edmonton, Alberta, *November 1985*
- E.1 PLANNING AND OPTIMIZATION OF EDMONTON'S WATER SUPPLY SYSTEM, Edmonton, Alberta, *November 1983.*