

# 2018 Best Value Conference Agenda

| Date          | Day 1: Tuesday, Jan 16th<br>IMT/Industry Structure         |   | Day 2: Wednesday, Jan 17th<br>The Best Value Approach                         |  | Day 3: Thursday, Jan 18th<br>Case Study / Application              |  |   |
|---------------|--|---|---|--|--|--|---|
| 7:30 - 8:30   | Registration / Breakfast                                   |   | Breakfast   |  | Breakfast  |  |   |
| 8:30 - 9:40   | *Key Note: The Best Value Approach<br>(Dr. Dean Kashiwagi) |   | *Selection Phase<br>(Isaac K.)  | Consistency and Structure<br>(Jacob K.)                        | *Key Note: The Future of Best Value<br>(Dr. Dean Kashiwagi)        |  |   |
| 9:50 - 10:40  | *IMT, the Foundation of<br>Best Value<br>(Isaac K.)        | What it Takes to Be an<br>Expert<br>(Jacob K.)                                    | *Clarification Phase<br>(Isaac K.)  | TTT Topic 3: Clarification<br>Phase Issues                     | The BVA Protects Vendors<br>(Jolanda Lempers / Pascal<br>Evertz)   | Best Value Application:<br>A Vendor's Perspective<br>(Canon Group) |   |
| 10:40 - 11:00 | Break  |   | Break   |  | Break  |  |   |
| 11:00 - 11:50 | *KSMS, the Key to<br>Understanding People<br>(Isaac K.)    | TTT Topic 1: Defining the<br>Scope: Client<br>Requirement and<br>Vendor Proposals | *Execution Phase<br>(Isaac K.)  | TTT Topic 4: Continuing to<br>Apply Best Value in<br>Execution | Delivering an IT<br>Service Case Study<br>(Datagain /<br>Dr. Dean) | The Love of<br>Leadership<br>(Jacob K.)                            | BVA PIPS FAQ for<br>Beginners<br>(Isaac K.)                 |
| 12:00 - 1:00  | Lunch  |   | Lunch   |  | Lunch  |  |   |
| 1:10 - 2:00   | *Key Note: Latest Insights<br>(Dr. Dean Kashiwagi)         |   | *Key Note: How Vendor's Take Control of their Destiny<br>(Dr. Dean Kashiwagi) |  | Roofing: How to<br>Minimize Decision<br>Making<br>(Dr. Dean)       | The Power of the<br>Director's Report<br>(Jacob K.)                | How to Use the<br>WRR and DR for<br>Beginners<br>(Isaac K.) |
| 2:10 - 3:00   | *The Industry Structure<br>and Standards<br>(Isaac K.)     | TTT Topic 2: Rating<br>Proposals in the<br>Selection Phase                        | *Language of Metrics<br>(Isaac Kashiwagi)                                     | The Love of Leadership<br>(Jacob K.)                           | How Vendors Take<br>Control in Best<br>Value<br>(Dr. Dean)         | The Flaws with<br>Management and<br>Control<br>(Jacob K.)          | ERP Project<br>Selection and<br>Clarification<br>(Isaac K.) |
| 3:00 - 3:20   | Break  |   | Break   |  | Closing Remarks / Mixer  |  |   |
| 3:20 - 4:30   | IMT Exam (optional)  |   | BVA PIPS Exam (optional)  |  |  |  |   |
|               | End of Day   |   | End of Day  |  | End of Day   |  |   |
|               | 4:30 CIB Meeting   |   | 5:00 - 6:00 PM BV Conference Dinner   |  |  |  |   |

\*Starred are the presentations that are suggested for 1st time attendees.

- Friday, Jan 19th : The Train the Trainer Exam and IMT/PIPS Retakes will be from 8:30 - 12:00pm (Breakfast at 7:30).

- Breakfast is provided Jan. 16rd - 19th, Lunch is provided Jan. 16th - 18th, Dinner provided January 17th.

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|-------------------------|--|---|
| 9:50-10:40<br>Redrock   | <b>The BVA Protects Vendors</b><br>Jolanda Lempers /<br>Pascal Evertz          | Working according to the rules formulated by the client at times seem to be one-way traffic. Through this interactive workshop, walk through a BVA project through the perspective of a vendor. Learn how the BVA can protect expert vendors and how to react to controlling clients [even when best value is taken to court]!  |
| 9:50-10:40<br>Coronado  | <b>Best Value Application: A Vendor's Perspective</b><br>Canon Group           | Learn how a Service Provider has successfully incorporated BV principles into their business model to promote a transparent, metric based partnership with their clients. Highlights include case studies and lessons learned.  |
| 11:00-11:50<br>Ballroom | <b>Delivering an IT Service</b><br>Datagain / Dr. Dean Kashiwagi               | ICT services are often seen as the most complex of projects. Through a case study review walkthrough of the selection, clarification and execution of a "search engine" project. Highlights include: how clients should create their project requirement, the identification of the Best Value for the lowest cost, setting up a project through the clarification phase and the use of the Weekly Risk Report. |
| 11:00-11:50<br>Redrock  | <b>The Love of Leadership</b><br>Dr. Jacob Kashiwagi                           | Learn how to lead without leading. This presentation will identify the role that a leader must play in an organization and the reason many traditional leadership models do not work. Principles will be taught that will teach participants how to minimize their effort, but increase the productivity and quality of themselves and their organizations.   |
| 11:00-11:50<br>Coronado | <b>BVA PIPS FAQ for Beginners</b><br>Isaac Kashiwagi                           | Gain a deeper understanding of the PIPS process as the "why" & "how" are explained in greater depth through an interactive Q&A session where the most frequently asked questions will be reviewed along with any other questions you may have.  |
| 1:10-2:00<br>Ballroom   | <b>Roofing: How to Minimize Decision Making</b><br>Dr. Dean Kashiwagi          | Looking for the Best Value for the lowest cost has taken on a new meaning for "information workers". Walk through the selection and execution of a roofing project to see how the Best Value can identify and utilize expertise in any situation.   |
| 1:10-2:00<br>Redrock    | <b>The Power of the Director's Report</b><br>Dr. Jacob Kashiwagi               | Creating transparency is the key to Best Value. The Weekly Risk Report and Director's Report are key in this objective. Walk through a government organizations' 3 year journey to transform their organization into a transparent system by learning what and how to document and measure properly.  |
| 1:10-2:00<br>Coronado   | <b>How to Use the WRR and DR for Beginners</b><br>Isaac Kashiwagi              | The greatest impact of the BVA occurs during the clarification and execution of a project. Learn how to setup the WRR properly and how to use it throughout a project through an interactive Q&A session. In addition, learn how the Director's Report is compiled and used to improve performance in an entire organization.   |
| 2:10-3:00<br>Ballroom   | <b>How Vendors Utilize the BVA for Business Purposes</b><br>Dr. Dean Kashiwagi | For those vendors set on implementing the Best Value Approach, listen to Dr. Dean and have an interactive session in a smaller group setting. He will make sure you clearly understand how vendors begin implementing Best Value immediately!   |
| 2:10-3:00<br>Redrock    | <b>The Flaws of Management and Control</b><br>Dr. Jacob Kashiwagi              | Learn the impact of a management, direction, and control (MDC) philosophy. How it is decreasing the value of professional services and increasing their cost. This workshop will help participants understand characteristics of MDC and ways organizations can move towards utilizing expertise.   |
| 2:10-3:00<br>Coronado   | <b>ERP Project Selection and Clarification</b><br>Isaac Kashiwagi              | Through a ERP case study review of a project [selection and clarification phases], learn in depth how the selection process works and how a proper clarification documents are created with dos and don'ts.   |