

 **AWARD<sup>®</sup> RVfM**

The AWARD<sup>®</sup> RVfM (Real Value for Money) module encapsulates key elements of Commerce Decisions' thought-leadership in ensuring value for money decisions are made by procurement teams. Incorporating Weighting Workshop tools, three calculation methodologies, scenario testing, price inputting and outcomes analysis; this module also supports Commerce Decisions' proprietary 'RVfM' methodology for determining best value. Commerce Decisions developed RVfM as an alternative to common procurement techniques for achieving value for money, many of which are flawed and can introduce unanticipated effects which fail to deliver the best value solution.

Borne out of 15 years' experience in evaluation, Commerce Decisions has developed an alternative methodology to ensure value for money is achieved. Our RVfM methodology takes a very different approach to traditional methods.

The AWARD<sup>®</sup> RVfM module provides a robust and transparent supplier selection mechanism, ensuring that a project team's scoring methodology has the desired effect. The RVfM methodology delivers:

- A robust and efficient method for buyers to define and agree what they mean by value for money.
- A transparent mechanism for articulating the value attributed to levels of capability.
- A robust way of ranking each and every bid that does not change, irrespective of the other bidders' submissions (common methods often use the cheapest price to proportionally score each bidder).
- The ability for each bidder to optimise their bid in order to deliver the best value for money solution possible.

## Plan

## Prepare

## Execute



Procurement solutions to deliver the best possible outcome

# Delivering AWARD® RVfM

The AWARD® RVfM module provides a robust and transparent supplier selection mechanism ensuring that the scoring methodology has the expected effect. It delivers:

- A collaborative environment to support weighting workshops, gathering a wide range of views on the design of the competition.
- A robust method for buyers to define what they mean by value for money and to ensure the right solution will be selected using the designed competition.
- Techniques for undertaking sensitivity analysis and testing the impact of the weighting of criteria.
- The ability to build scenarios to ensure a preferred solution (exhibiting the right mix of capability and price) wins every time.
- Support for both the common techniques used to achieve VfM and the RVfM methodology; this ensures that comparison of methods can be undertaken and the most appropriate approach taken on each project.
- Simple and transparent assessment schemes which are easily understood and allow industry to spend their money wisely when defining the solution to your problem.
- Better outcomes which reflect your requirements whilst reducing the risk of challenge.

## The AWARD® RVfM module includes the following stages:

1. A training session to explain value for money. This includes a comparison of traditional methods to Commerce Decisions' RVfM methodology and demonstrates the pitfalls of some commonly used methods.
2. Delivery of collaborative Weighting Workshops, supported by the AWARD® RVfM module.
3. Scenario testing of the applied weights with the chosen methodology. This allows users to tweak the weights and criteria to ensure delivery of the best value for money outcome.
4. The final design is then transferred to the AWARD® Evaluation module. Once the bids have been received and evaluated, AWARD® provides the tools to calculate the result depending on the methodology chosen. Additional reports are available to analyse the outcomes and to ensure the debrief correctly reflects the methodology.

