



Project phase	Market Evolution					
	Traditional contracts			Integrated contracts		
	'Regie'	Construct only	'Bouwteam'	Design&Build	Turnkey	DBFM(O)
Initiative						
Specifications						
Preliminary design						
Detailed design						
Execution design						
Work preparation						
Execution						
Operate / Maintenance						
Financing						



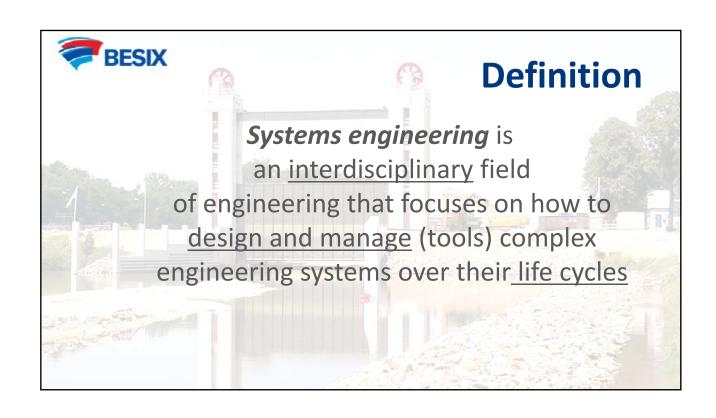
Market Evolution

- Increased number of (complex)integrated contracts
 - Contracting authorities need new tools to manage projects 'from a distance'
 - Contractors need new tools to manage their extended responsabilities and manage the risks involved









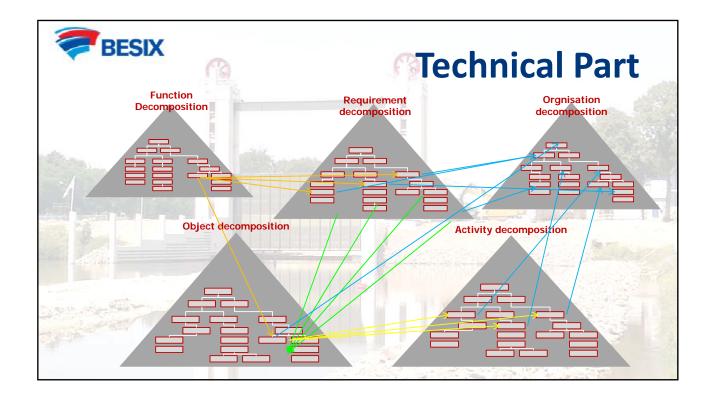


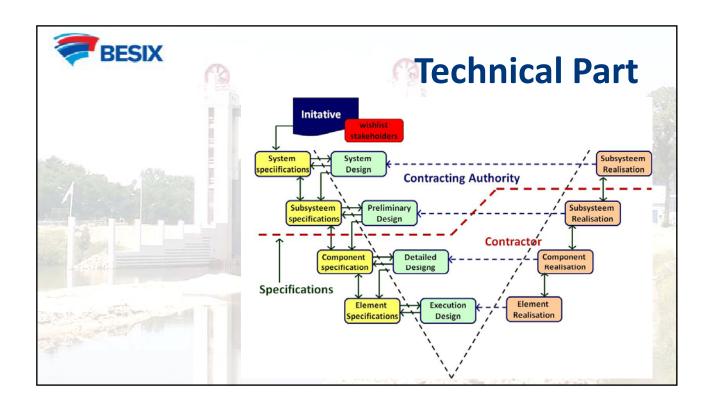
History

- First used in telecom industry to integrate different systems while guaranteeing availability
- Since 1950 in aerospace and weapon industry
- First used commercially by AT&T (1960) to increase competitiveness
- First professional platform in 1990 (INCOSE)
- In construction industry since 1999 (Netherlands: Pro Rail and RWS)
- Since then standard in Netherlands and used by other contracting authorities worldwide (under different names)

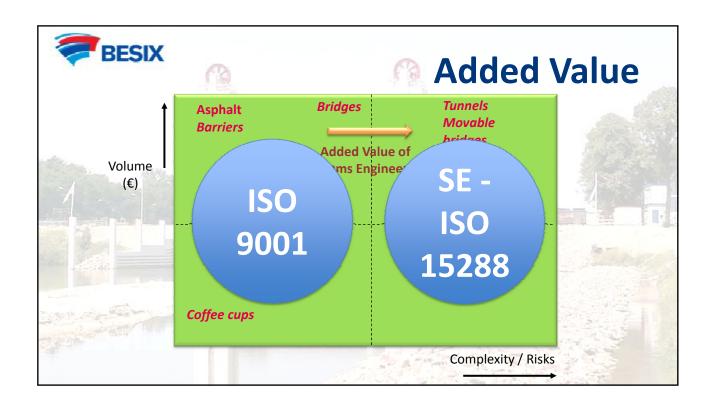








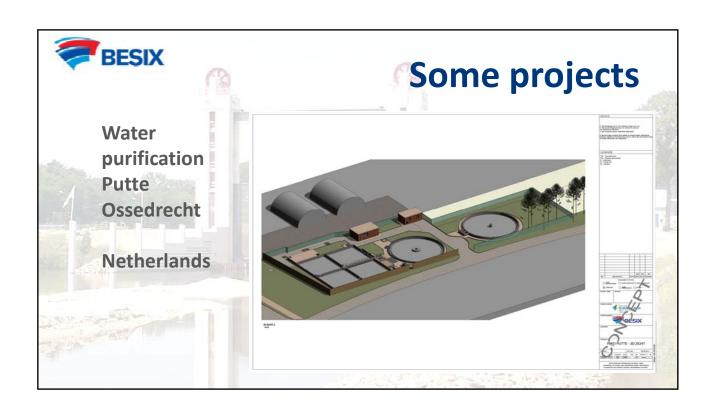






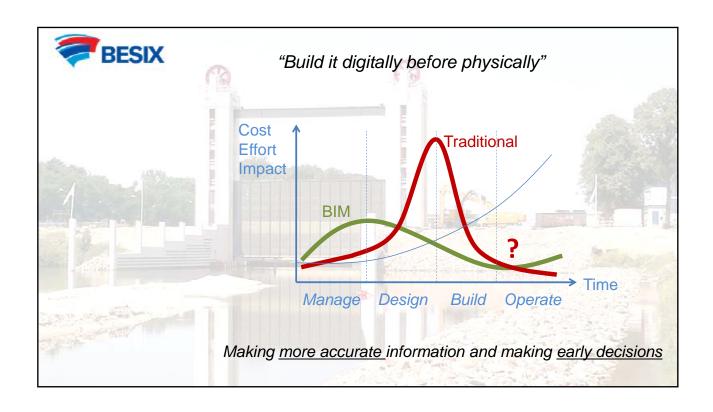


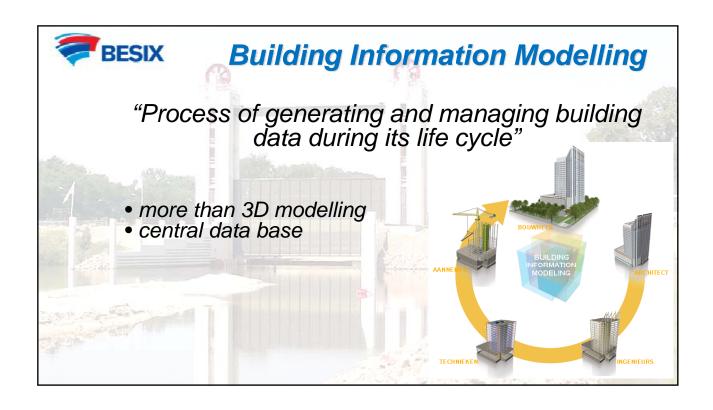


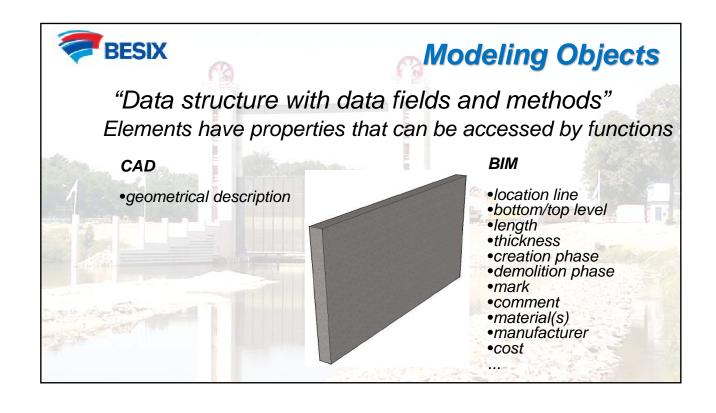


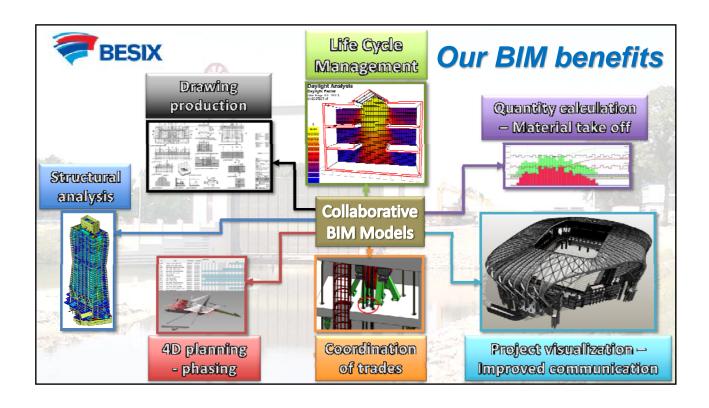


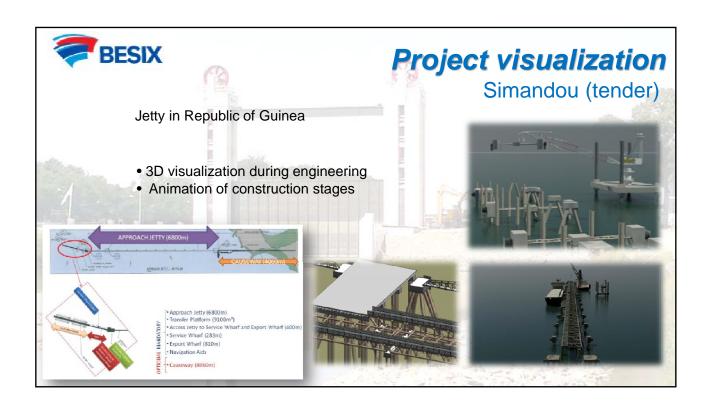


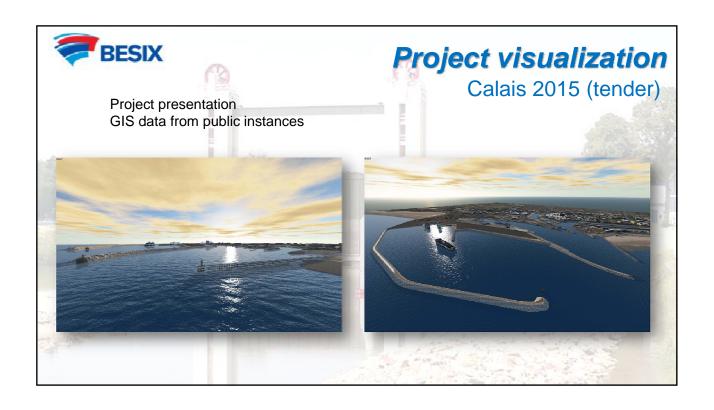






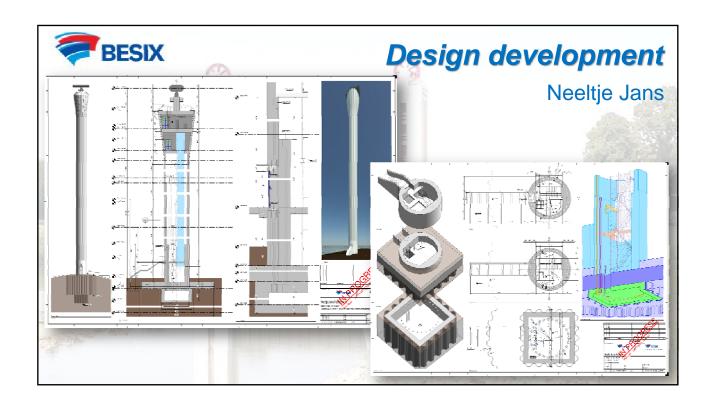


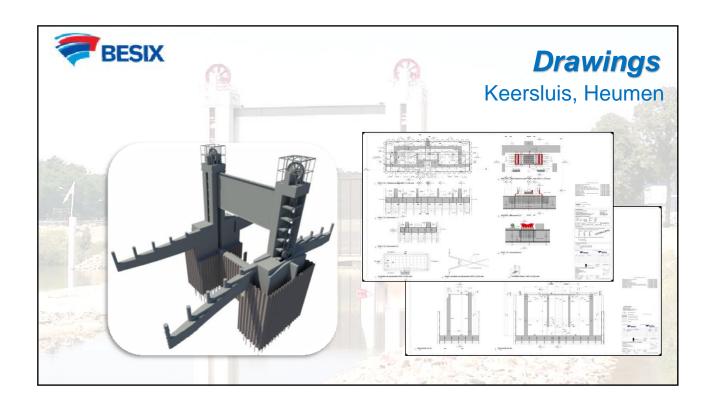


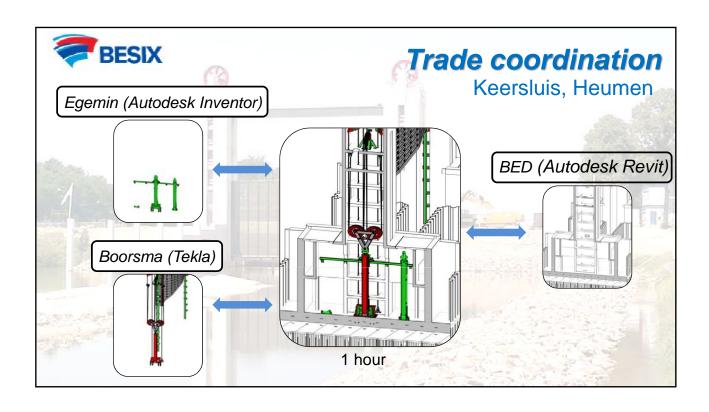


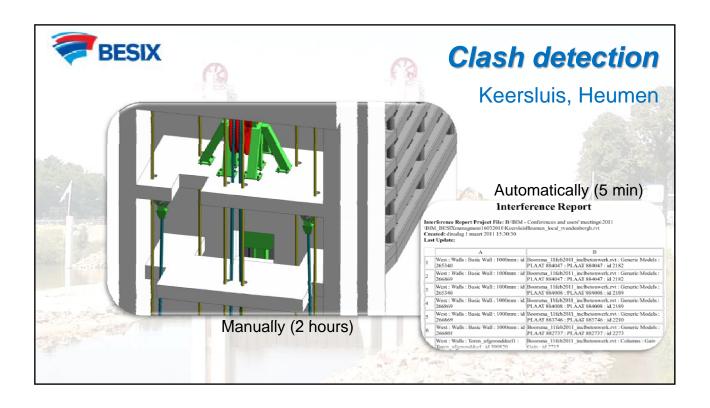






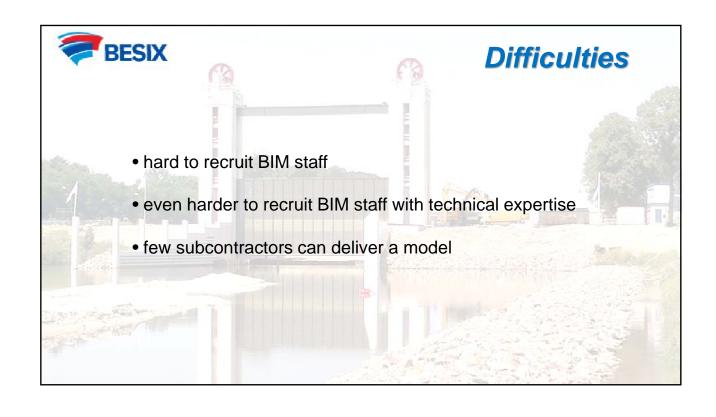


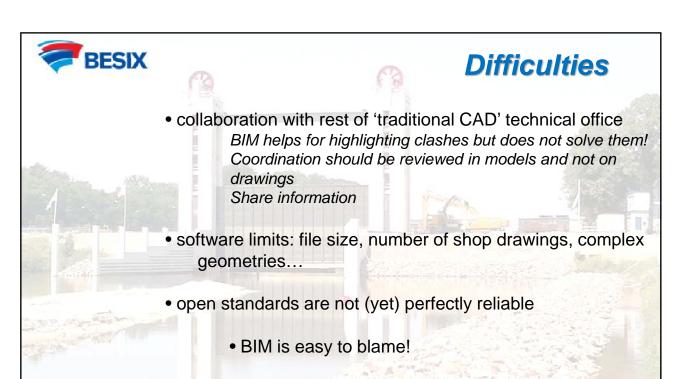


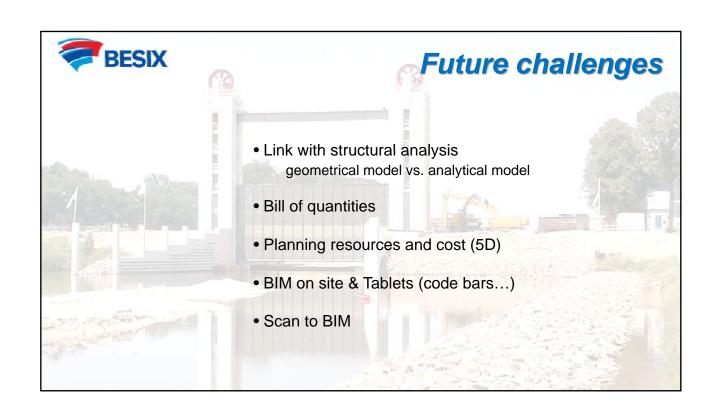


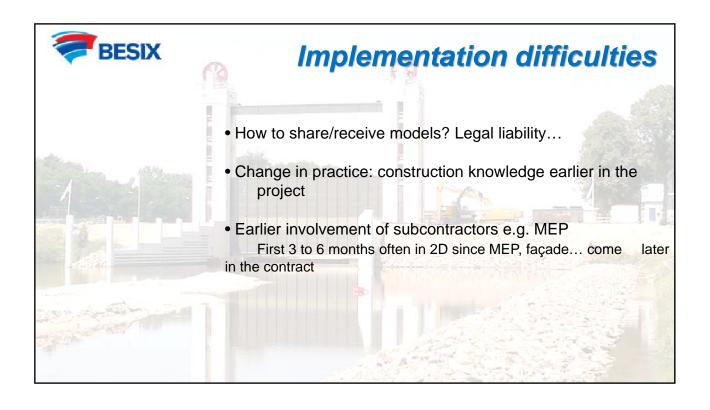




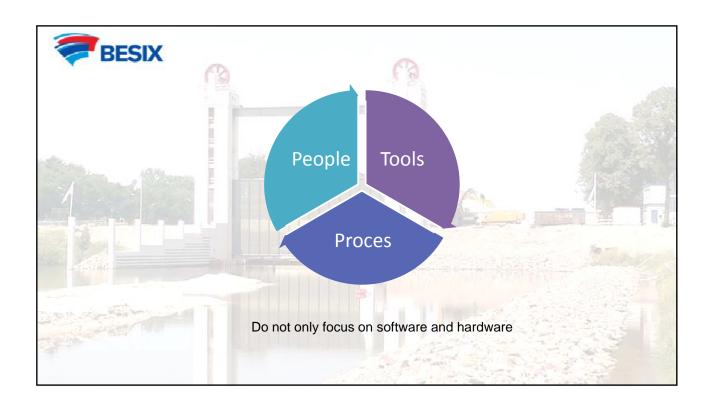


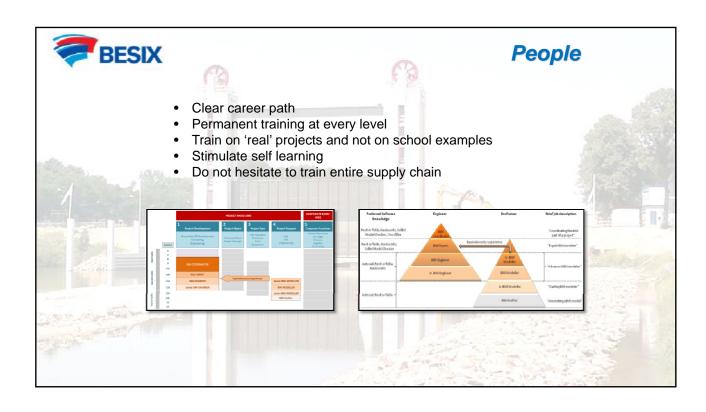


























Concluding Remarks

- BIM and SE are <u>indispensable tools</u> for both contracting authorities and contractors for integrated and complex projects
- BIM and SE should remain a mean not a goal
- We are convinced they are necessary to reduces cost of failure in construction business

