

Contractors and the VECP



Services

Consultations

- Generating VECP's
- Identifying Issues
- Identifying Opportunities
- Improving Acceptance

Vecp.com Online Products

- Online Expertise
- Immediate Computations
- Software Logic by Experts
- Inexpensive

Opportunity Identification

- Examination of Records
- Team Review Efforts
- Independent Reviews
- Past History Ratios

Legal Implications

- Expert Witness Activities
- Historical Discussions
- Court Testimony
- Standards & Practices

Example Cases

State DOT's

In 1998 the Federal Highway Administration began compiling the number of VECP's submitted, number accepted, and savings data. Based upon this data, on average, on all major State Highway Department contracts, nearly 85% of the VECP's were accepted. This represented a added profit to the contractors of nearly \$60 million every year. This was only the state numbers. The FHWA had similar numbers all by itself.

Gallegos Pumping Plant

This VECP was accepted in 1995 and made the contractor \$2.7 million in added profits on the contract. The contractor recommended a different type of wire for a generator rewind that not only cost less, but generated more electrical power through higher efficiencies. Amazingly, over the next few years, the contractor won five more contracts at other plants and used nearly an identical VECP request on each one. The last four were accepted on the basis of the submittal and a statement that the wire had been accepted before. Why the Government did not change their contract themselves is not known, but the contractor generated a large added profit over those years for little

VECP.com

VECP.com was created using the vast knowledge of our people with regard to the VECP process, common problems encountered and how to avoid them, and successful submittals. It gives clients a low cost way to begin the VECP process, examine the potential for success, identify items that should be included, and avoid delays in the acceptance of the VECP the contractor submits. The system allows contractor a powerful way to generate and check the VECP, and the ability to submit both online with a printed copy for standard USPS delivery.

Consulting

The larger your contract, the more opportunities you should have for generating added profits through the VECP. Some clients will hire us immediately after the obtain their contract. We then, in coordination with their staff, examine and generate potential opportunities for a profitable VECP. The MA "big dig" created hundreds of VECP's and about \$60 million in added contractor profits. Most were submitted by the same contractors, with as many as 20 per larger contract.

Once we identify VECP opportunities, we use the VECP.com program to generate the VECP data for the clients that we have been hired to find, submit, and obtain acceptance for contract VECP's. We usually argument the more complex submittals with full size drawings and spreadsheet

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& Lean Systems Analysis Specialists**



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