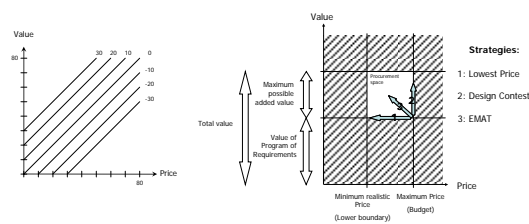
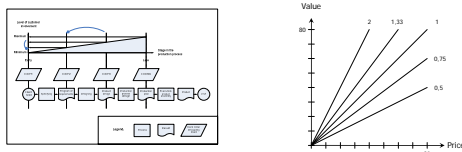
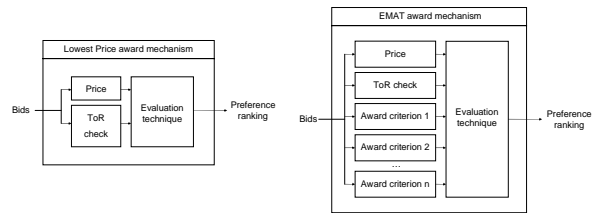
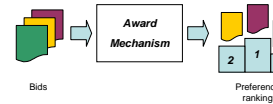


# Fair competition

## Ways for procurers to implement the Economically Most Advantageous Tender award mechanism in the Dutch construction industry

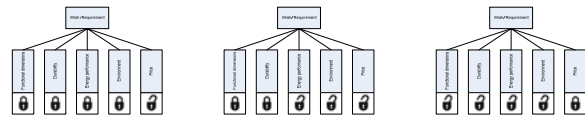
### Subject

For at least ten years now, the Dutch construction industry is struggling to implement new procurement forms. The traditional form, which awards the contract to the lowest bidder, has got many negative side effects, the main one being that contractors are not stimulated to develop themselves towards mature, responsibility-taking counterparts. An alternative procurement form, the so called value based procurement, uses award based on the Economically Most Advantageous Tender (EMAT). Tender regulation allows it, but public clients have difficulty applying it.



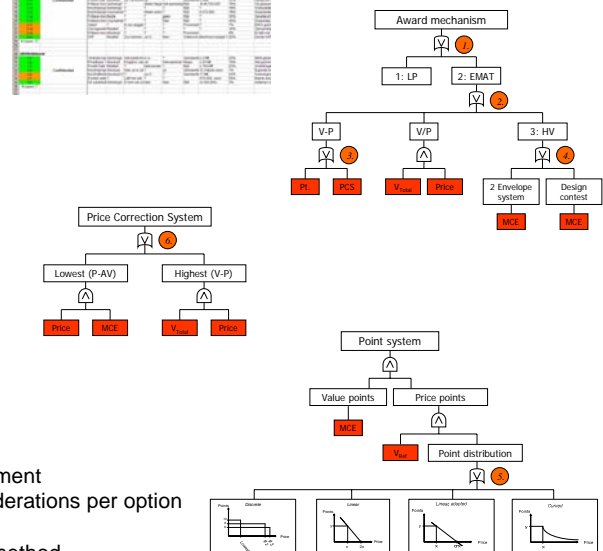
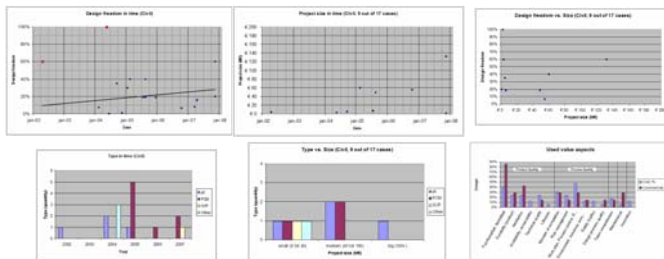
### Research questions

The above mentioned situation leads to the questions that are central in the PhD study. How to quantify value? Why should value be quantified? How are EMAT mechanisms configured? What are the considerations per configuration option? What are best practices? Which aspects are quantified? How are these aspects quantified? How much design freedom is given to suppliers?



### Methodology

There are many theoretical possibilities for configuring an EMAT award mechanism. This study collects and analyses EMAT award mechanisms that have been applied in practice. A framework is developed in order to compare the different types of EMAT award mechanisms that are encountered. As a result, conclusions can be drawn about which of the possibilities are used and why.



### Results

- Better understanding of the concepts related to innovative procurement
- Catalogue-like overview of EMAT configuration options, with considerations per option
- Overview of used value aspects, with considerations per aspect
- Overview of used quantification methods, with considerations per method
- Recommendations for current procurement practice

## Fair competition

### Ways for procurers to implement the Economically Most Advantageous Tender award mechanism in the Dutch construction industry



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## Preferred Partners Applications

Public clients, mainly those involved in procuring works, their advisors and contractors that want to become integrated suppliers.

## Research period

June 2004 - June 2009