

## Decision Support – PROCUREMENT STRATEGY

For selecting the best available procurement strategy for end users, a Multi Criteria Analysis tool is been designed, allowing the CSO Housing end users to select the best strategy to their requirements. After having indicated whether an end user is working on a new construction or renovation of existing inhabited dwelling, one receives a decision tree with selecting two opposites of the same issue. At the end of each branch the most suitable procurement and contract form is provided.

For further information on the procurement and contract details please find the supporting documentation in the form of a full detailed report. First table provides an overview of all the procurement alternatives available, and the criteria to which they have been discussed and compared. The second page provides a full design of the Multi Criteria Decision Model.

We offer the reader here a first indication of the MCA tool. First a table which brings down all the most relevant indicators, and the score of most contracting forms that have been analyzed in the research report Del 3.3.

Table 1: A compilation of the comparative advantages and disadvantages of these contracting forms for CSOs projects undertaking both new construction and energy-efficient retrofitting is summarized in the table below.

CSO PROJECT	Contracting form	Contracting capacity / Easy contracting	Inclusion & Definition of performance requirements	Ability to deal with dynamic requirements	Direct contact to suppliers	Participation degree to design process	Participation degree to construction process	Inclusion of maintenance	Accuracy of the cost estimation prior to design	Accuracy of the cost estimation prior to construction	Competitive advantage	Concurrency among SMEs	Inclusion Energy efficiency/Sustainability Values	Short time design delivery	Short time project delivery	Long term service supply	Early integration of pioneering technologies	Ability to provide learning cycle for tendering	
NEW CONSTRUCTION	Design-Bid-Build	++	++	++	++	++	+	-	-	-	+	-	-	-	-	-	-	++	
	Design & Build	+	++	+	+	++	+	-	-	+	+	+	-	+	+	-	-	+	
	DBFM, DBFMO	-	-	-	-	-	-	++	++	++	++	++	+	++	++	++	++	++	-
	Alliance	-	-	-	-	+	-	--/+	++	++	++	++	+	++	++	++	++	++	-
RETROFITTING	Energy-saving contracting	++	-	-	+	-	N/A	++	-	+	-	N/A	-	+	++	+	-	-	
	ESC	++	-	-	-	N/A	N/A	+	-	++	+	N/A	-	N/A	N/A	++	++	N/A	
	Chaufage	+	+	-	+	+	N/A	+	-	++	+	+	+	++	++	++	+	++	
	BOOT	++	-	-	-	-	-	+	N/A	+	+	+	+	++	++	+	+	+	
	EPC	+	++	+	+	+	+	+	+	++	+	++	++	+	+	+	++	++	
	EPC Shared saving	+	++	+	+	+	+	++	+	+	+	++	++	-	-	+	+	+	
	EPC Guarantee Savings	+	++	++	++	++	++	++	++	++	++	++	++	+	+	++	++	++	
	Integrated	+	++	++	++	++	+	+	+	++	+	+	++	+	+	++	++	+	

The result is rather self explaining, and provides end users within the length of four steps to identify the most suitable procurement strategy, given the preferences and circumstances of that particular CSO Housing group. See below:

