



Bouwend Nederland

Dutch Construction and Infrastructure Federation

PPP: the industry's perspective

Thank you for attending these sessions of the
International Road Federation !

Biographical data

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- Director European & Public Affairs - Dutch Construction & Infrastructure Federation
- Board member IRF Geneva
- Director EU Council for Construction in the Netherlands
- Leiden University, Public & European Affairs

Dutch Construction & Infrastructure Federation:

- The employers organisation for the construction industry (branch association)
- Around 5000 members active in both the construction and infrastructure sector, SME's as well as large concerns
- Sector represents 8% of the GNP, with a €48 bln turnover and 400.000 employees

Mission and core values

Mission

- Bouwend Nederland provides a platform for construction and infrastructure companies to make an economic and socially responsible contribution towards optimal spatial planning and development in the Netherlands

Core values

- The core values are: distinctiveness, transparency, professional, effective, strong, reliable, industry-wide, and close to the members

Core tasks “Bouwend Nederland”

- Representing members' interests
- Industry branch development
- Member services

Organisational Structure

Branches

- Drilling, Piping, Cabling Section, Earthworks Section, Hydraulic Engineering, Civil Concrete Construction, Specialised Road Construction, Road Works, Foundation Works and Railway Infrastructure sections
- Each Section has its own management committee. Within the Sections, members can share branch-specific knowledge with each other
- The Sections are also responsible for representing the member's interests in a particular branch at national level

RRBouw: Research Construction Institute

- Research institute of the Dutch Construction Federation
- Core tasks:
 - advancing and promoting research
 - Financing research in construction
 - Carry out research

PPP: Factors for Success for Construction Companies

Intended to help to improve the knowledge about PPP
among the members of the Dutch Construction Federation

Brochure in Dutch available at IRF stand

Brochure in English available upon request

The Dutch PPP market

- Dutch government increasingly entered into PPPs over the past 5 years for building & road construction projects
- The benefits of such projects have not yet been reaped
- HSL Zuid superstructure, the upgrade of the N50 to the A59, construction of a Montaigne Lyceum school building and the Hoogheemraadschap Delfland wastewater purification plant, renovation of the Ministry of Finance's premises
- Second Coen Tunnel project, Kromhout Army Barracks and three government buildings (IBG Groningen, Doetinchem Inland Revenue Office and Zestienhoven Detention Centre)

Succes and failure

Primary Factors Determining Success and Failure of PPP in the Construction Industry:

- **Risk Management (risk analysis, risk allocation and risk quantification)**
- **Finance aspects of PPP transactions**
- **Forming consortia**
- **Internal PPP organization (internal construction company structuring, culture change, etc.)**
- **Technical creativity and opportunities for innovation (stimulation and realization)**
- **SME construction companies (lessons for SME construction companies regarding PPP)**

Conclusions and recommendations

“It is recommended that customers be given clear insights into consortium processes and considerations during the procurement process in order to improve alignment between *supply* and *demand*”

Conclusions and recommendations

“Communicating past lessons learned from PPP projects is a must for establishing mutual understanding and improving the PPP process”

Conclusions and recommendations

“Practice has shown that a small-scale, expert and professional project or contract bidding team reporting directly to the company director or board of directors works most efficiently, and is best able to communicate with the customer, other consortium partners and subcontractors.”

SME construction companies

1. Perform an internal company analysis
2. Study the customer's portfolio
3. Analyse the private-sector market

END

Thank you very much for your attention !

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