

# Procurement Best Practices

The Importance of Technology, Best Value & <sup>ANDREA</sup>  
Lifecycle Cost Award Criteria

**Odair Renosto**

# Introduction

## Infrastructure Opportunities



Paved Roadways: 13%  
(EUA 73%, China 84%)



Railways  
(EUA 225.000km & Brazil 28.000KM)



Unpaved Airports: 83%



Competitiveness



## Government Procurements

- Necessary to develop infrastructure
- Purchasing price strategy



## Purchasing Price Strategy

- High operational cost
- Lifecycle cost not considered

# Government Procurement Strategy

**Current  
Government  
Strategy**

**Purchasing Price**

1

- Purchasing price is priority
- Does not measure productivity
- High operational cost
- No rebuild option

**Utilization**

2

- Strong support

**Operating Cost**

3

- Cost management
- High Performance
- Reduction Cost/Hour

**Availability**

4

- Downtime
- High Utilization

**Productivity**

5

- Lifecycle Performance

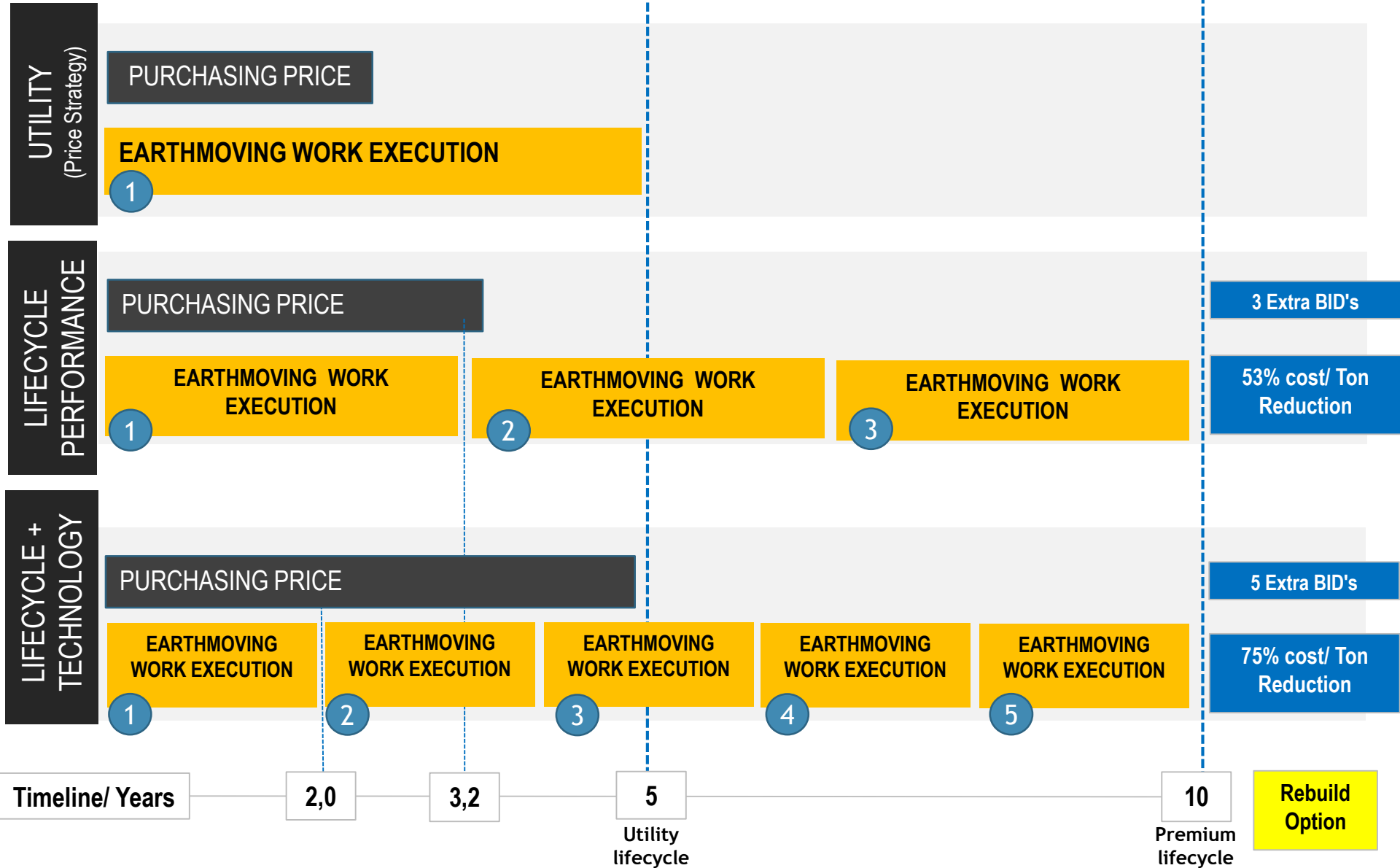


**Technology**

**Accelerate the  
return of  
investment**

**Lifecycle Cost Award**

# Business Case



# Lifecycle plus Technology (Motion Picture 3 Min)

TRADITIONAL CONSTRUCTION

0.07 HRS

LAYOUT

TECHNOLOGY CONSTRUCTION

0.07 HRS

LAYOUT



# Conclusion

## LIFECYCLE COST AWARD

## NATIONAL PRODUCTS/ SERVICES



INTEGRATION



**ACCELERATE INFRASTRUCTURE DEVELOPMENT**

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