RIVANS WORKSHOP

ENHANCING PERFORMANCE & OVERALL VALUE THROUGH RELATIONALLY INTEGRATED VALUE NETWORKS (RIVANS)

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Mechanisms Used to Strengthen Relational Links & Co-operation

- Promoting, joint ventures, Alliances, PPPs and so on.
- Efforts to change the game of business of realtors to
  become more transparent and risk-sharing.
- Can work only when outcome of the overall objective
  affects each individual players objectives.

HKU, 01-12-2007
GROUP 1.

1. Defining & Pursuing Value in RIVANS
   - Understanding key project stakeholders
   - Identifying value elements
   - Linking value to the project objectives

2. Mapping the value chain
   - Identifying value creation processes
   - Assessing value distribution

3. Value Added Analysis
   - Measuring value added by contractors
   - Evaluating value added by clients

4. Value Capture Strategies
   - Implementing value capture mechanisms
   - Ensuring value capture is sustainable

5. Value Management
   - Establishing value management policies
   - Monitoring value management implementation

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