

The  
3  
VM Stages



## The **3** Stages of the VM Study

*Coordination  
Data Preparation  
Team Selection  
Modeling*

*Pre-Study*

*1 - 3 Days*

*Information  
Function Analysis  
Idea Generation  
Evaluation  
Development  
Presentation*

*VE Workshop*

*3 - 5 Days*

*VE Study Report  
Implementation Plan  
Follow-Up*

*Post-Study*

*1 - 4 Weeks*



**VE**

**Job Plan**



# VE Job Plan

Like any other

**Problem**

**Solving**

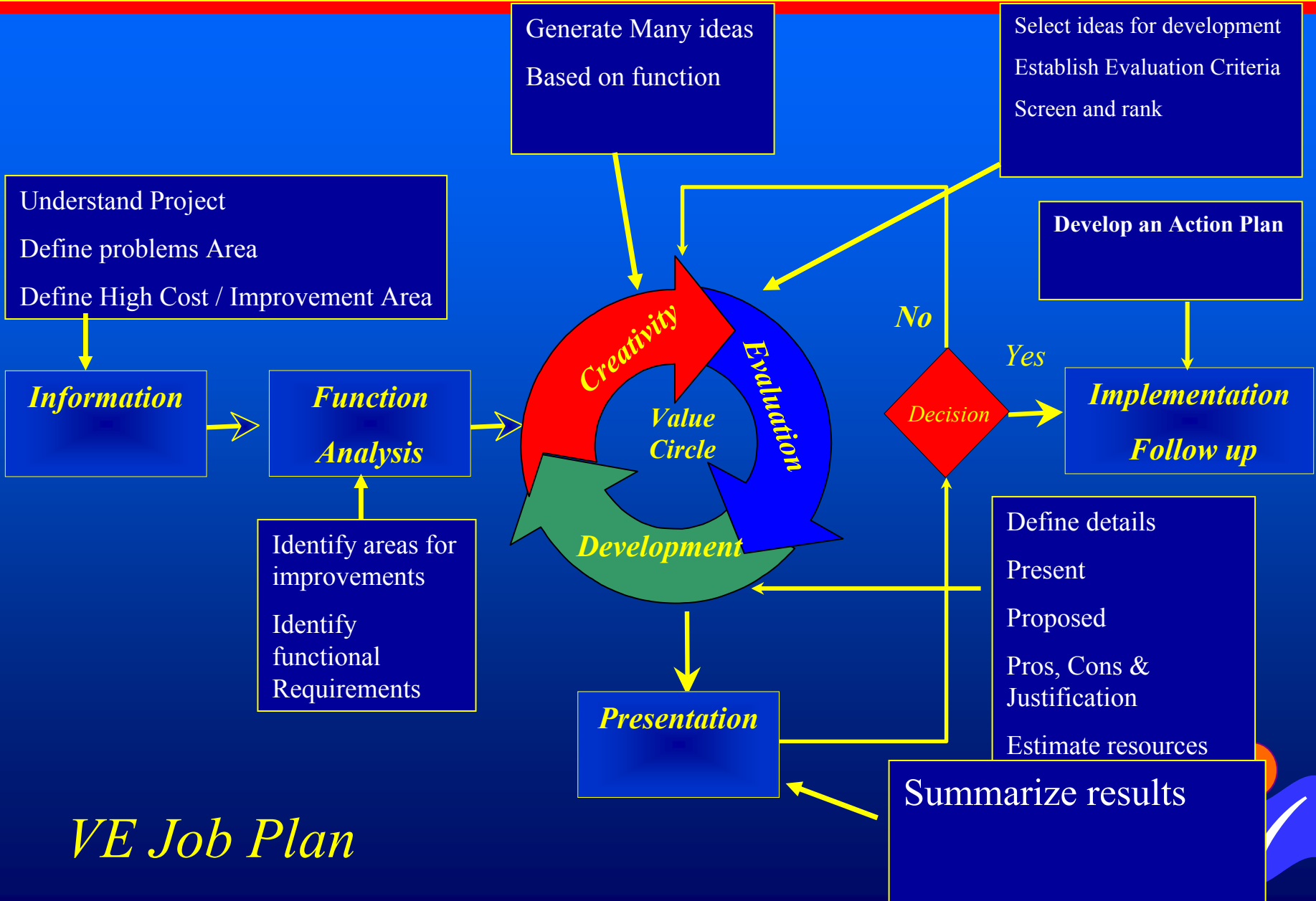
**Methodology**



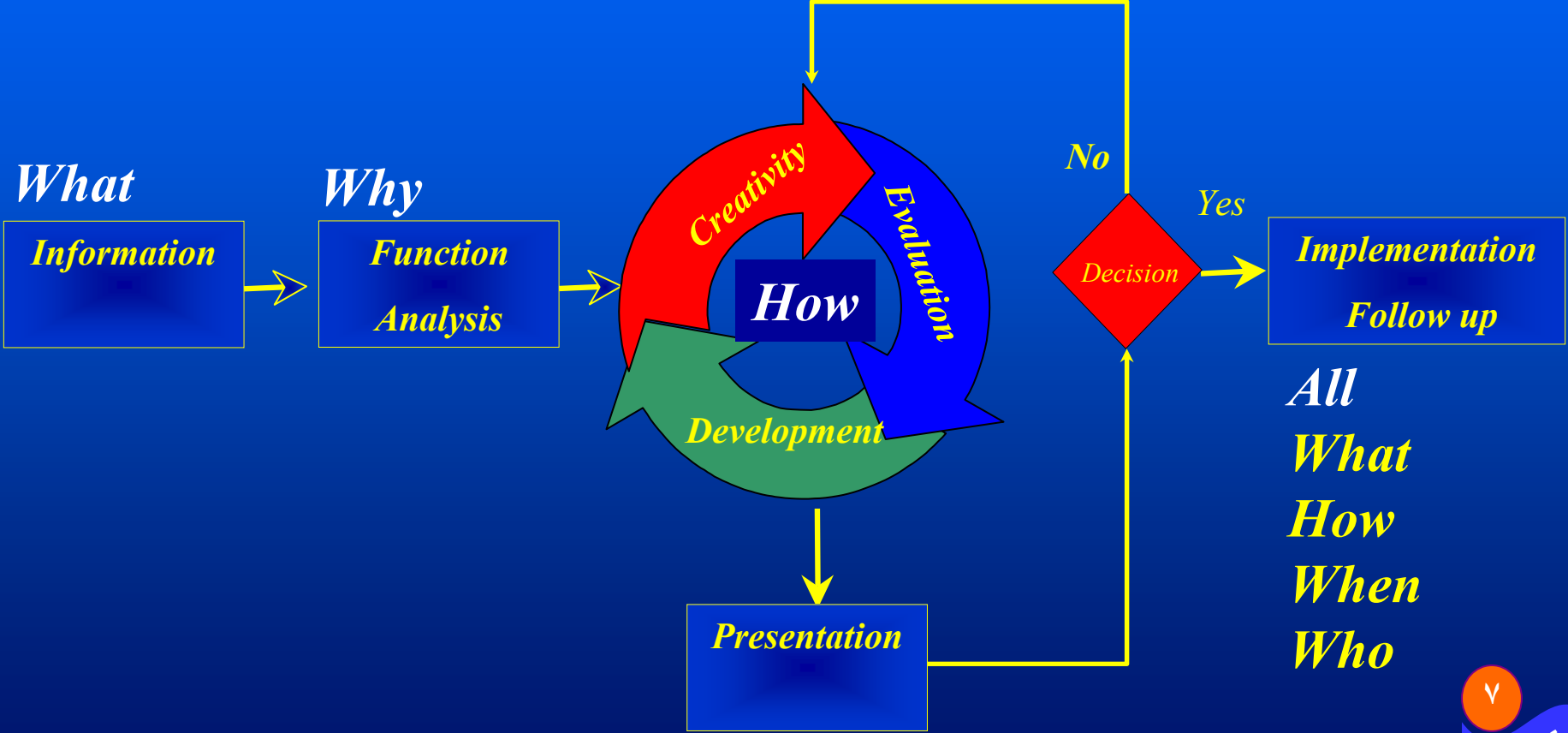
*The* **Phases**  
**7**  
*Of The*  
**VE**  
**Workshop**



# The 7 Phases of The VE Workshop



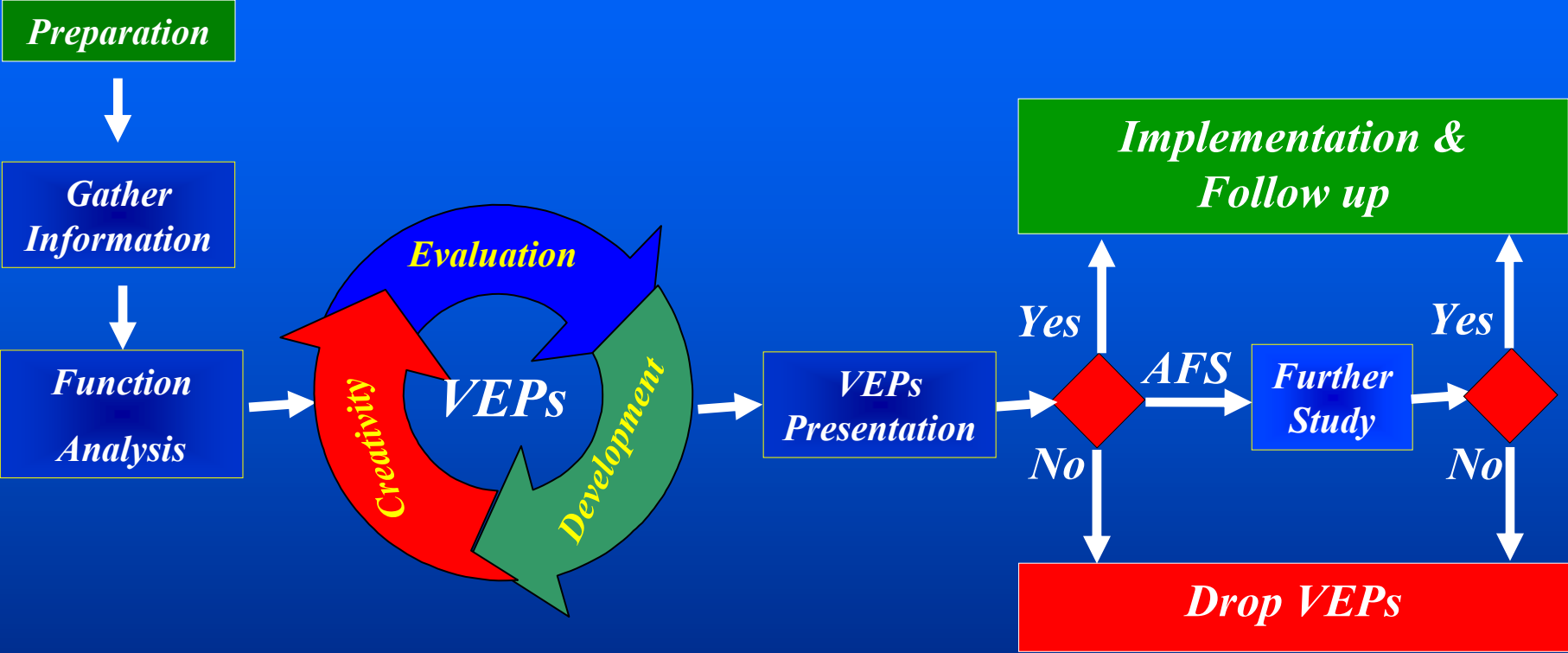
# The 7 Phases of The VE Workshop



*All  
What  
How  
When  
Who*

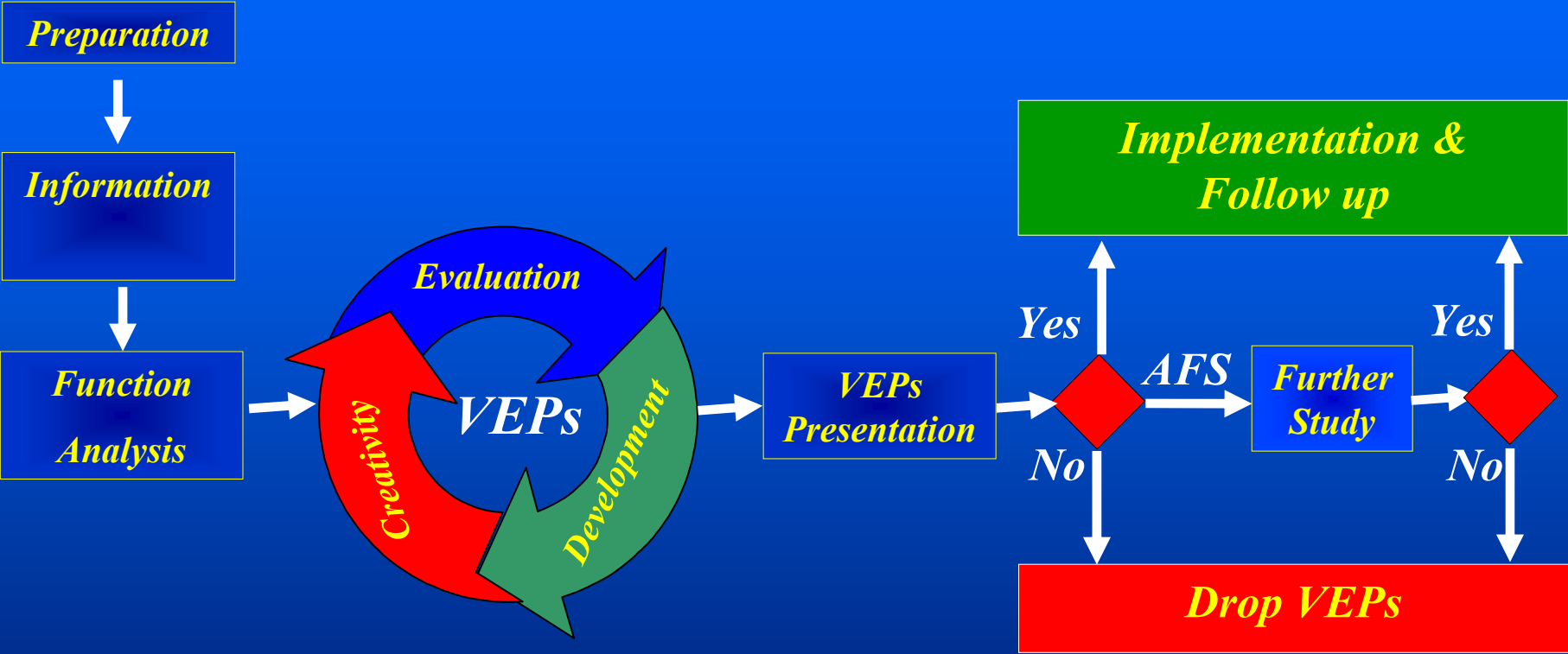


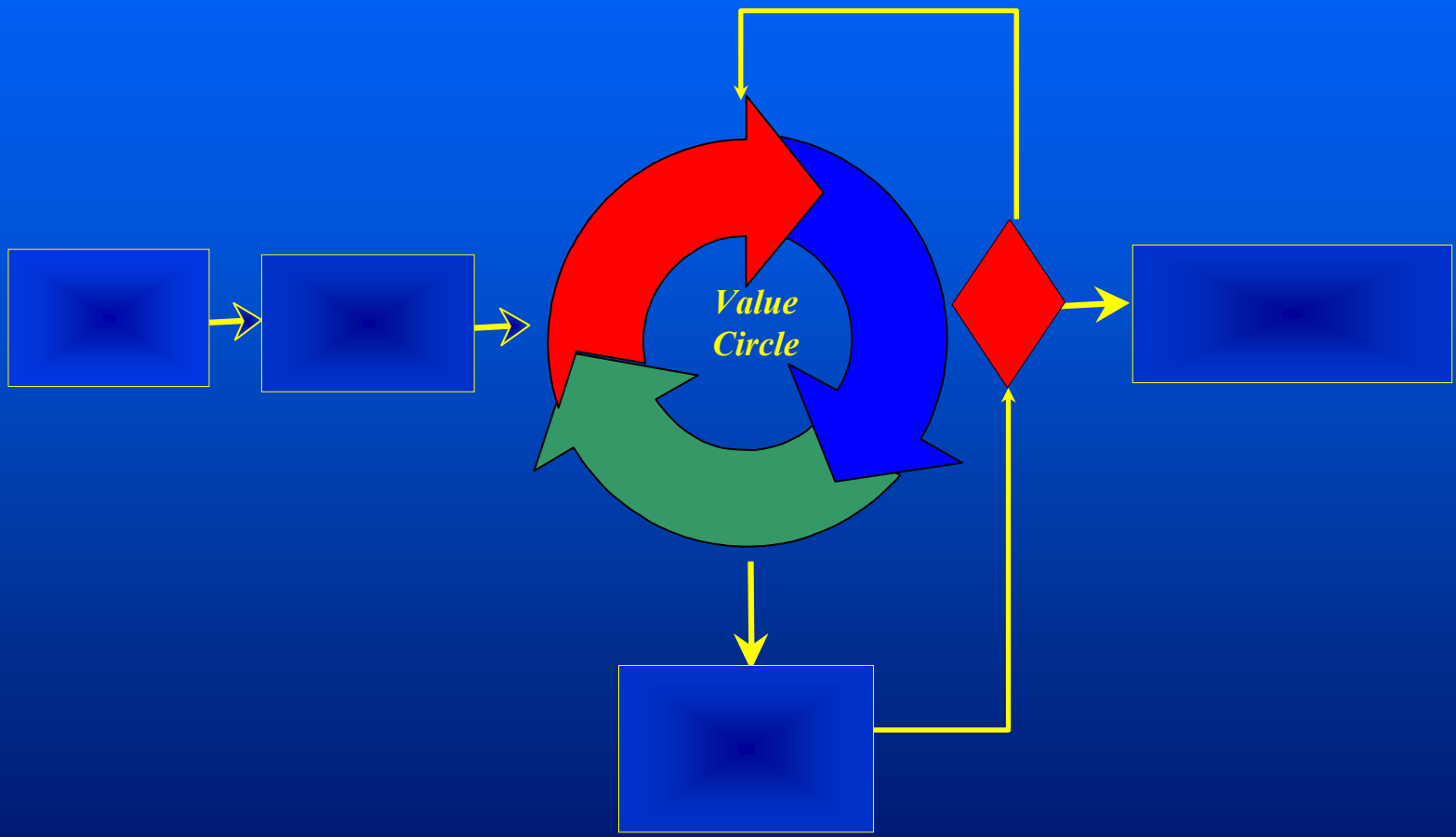
# The 7 Phases of The VE Workshop





# The 7 Phases of The VE Workshop





# اختيار أراضي ( لقاءة تدريب )

## Non-Monetary Criteria

|                          | A   | B   | C   | D   | E   | Q      | C       | V=Q/C  |
|--------------------------|-----|-----|-----|-----|-----|--------|---------|--------|
| A. الأمان                |     |     |     |     |     |        |         |        |
| B. الصحة                 | A/2 |     |     |     |     |        |         |        |
| C. سهولة الصيانة         | A/C | C/1 |     |     |     |        |         |        |
| D. الجمال                | A/D | B/D | C/D |     |     |        |         |        |
| E. امتصاص الصوت          | E/1 | E/1 | C/E | E/1 |     |        |         |        |
| ثقل المعيار              | 4   | 1   | 4   | 3   | 4   | الجودة | التكلفة | مؤشر   |
| النسبة المئوية لكل معيار | 25  | 6   | 25  | 19  | 25  | Points | الكلية  | القيمة |
| سيراميك                  | 4   | 5   | 4   | 3   | 2   |        |         |        |
|                          | 100 | 30  | 100 | 57  | 50  | 337    | 70      | 4.81   |
| موكيت                    | 5   | 3   | 3   | 5   | 5   |        |         |        |
|                          | 125 | 18  | 75  | 95  | 125 | 438    | 80      | 5.48   |
| رخام                     | 3   | 4   | 4   | 5   | 3   |        |         |        |
|                          | 75  | 24  | 100 | 95  | 75  | 369    | 100     | 3.69   |

## How Important

2 points for Major Preference

1 points for Minor Preference

1 point each for Same preference

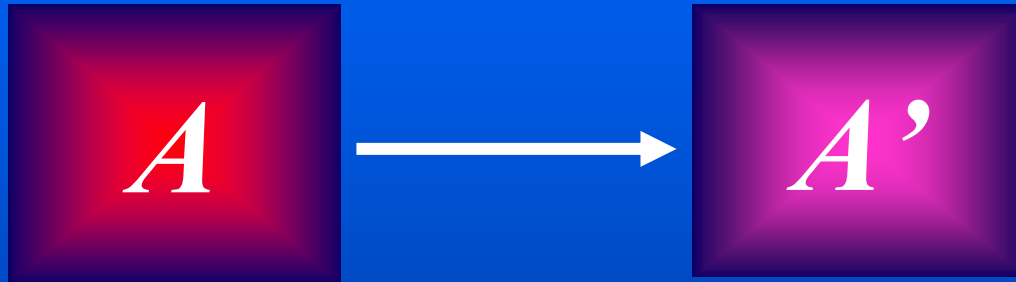
Rates : (5) Excellent, (4) Very Good, (3) Good, (2) Fair, (1) Poor

# What is Function Analysis



## Function Analysis

### Conventional Method



### VE Technique



Example AC system (Package Unit)

Function is **Control Temperature**

Alternative “**Insulation**”

# *Function Analysis*

- *Determine Function*
  - ◆ *Active Verb & Measurable Noun*
- *Classify Function*
  - ◆ *Basic, Secondary and Required Secondary*
- *Develop FAST*
  - ◆ *Relationship between functions*
  - ◆ *Test Validity of functions*
  - ◆ *Identify Missing functions*
  - ◆ *Comprehend the project*



# *Function Analysis*

- *Determine Functions*

- ◆ *Active Verb & Measurable Noun*

- *Classify Functions*

- ✓ *Basic (B) ,*

- Could (this item) do its job if I (this function) is eliminate?*

- If the answer is **NO**, then it is **Basic***

- ✓ *Required Secondary (RS)*

- Would we still have the basic function if I eliminate (this function) ?*

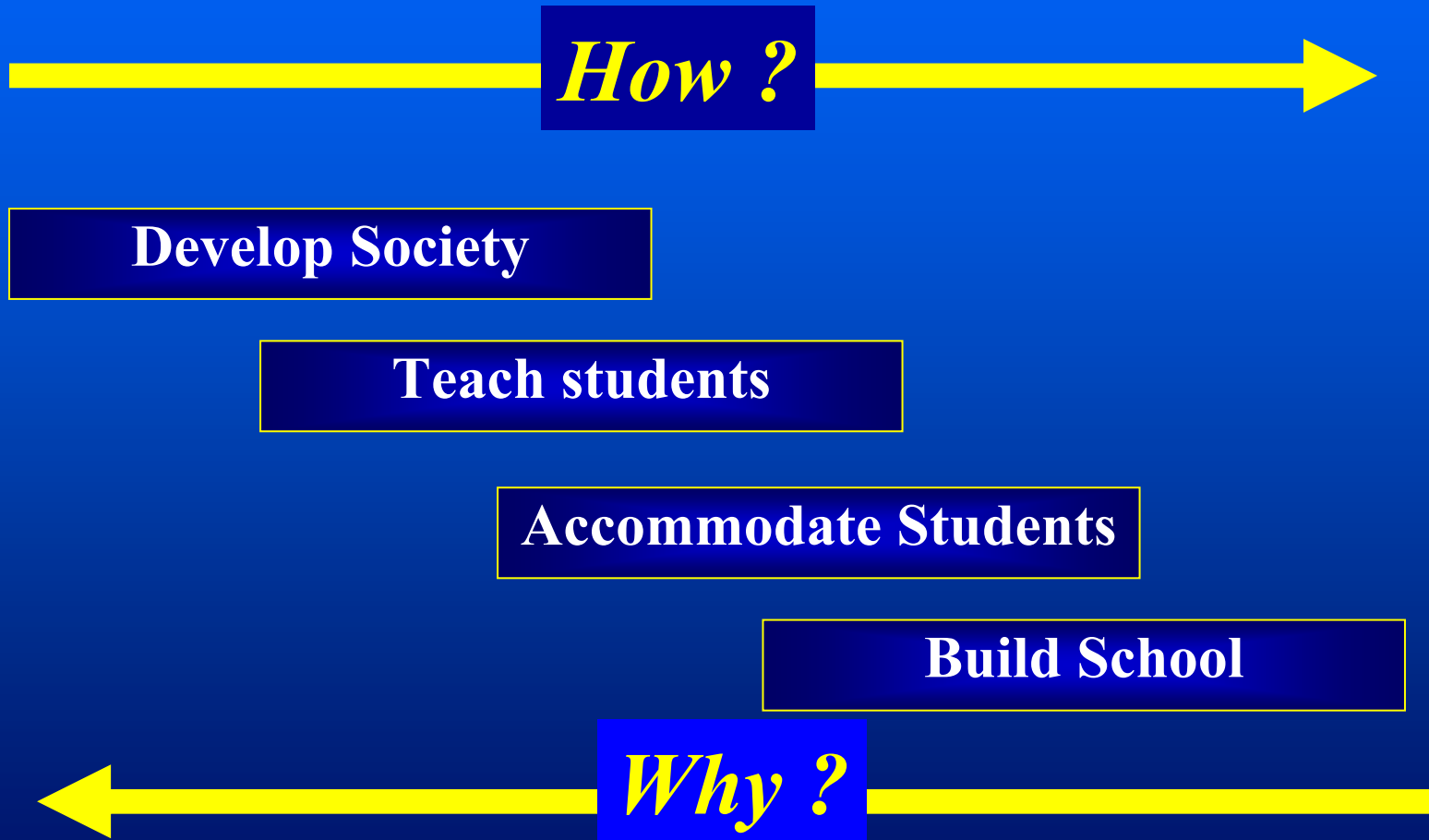
- If the answer is **NO**, Then it is **RS***

- ✓ *Secondary (S)*



# *Level of abstractions*

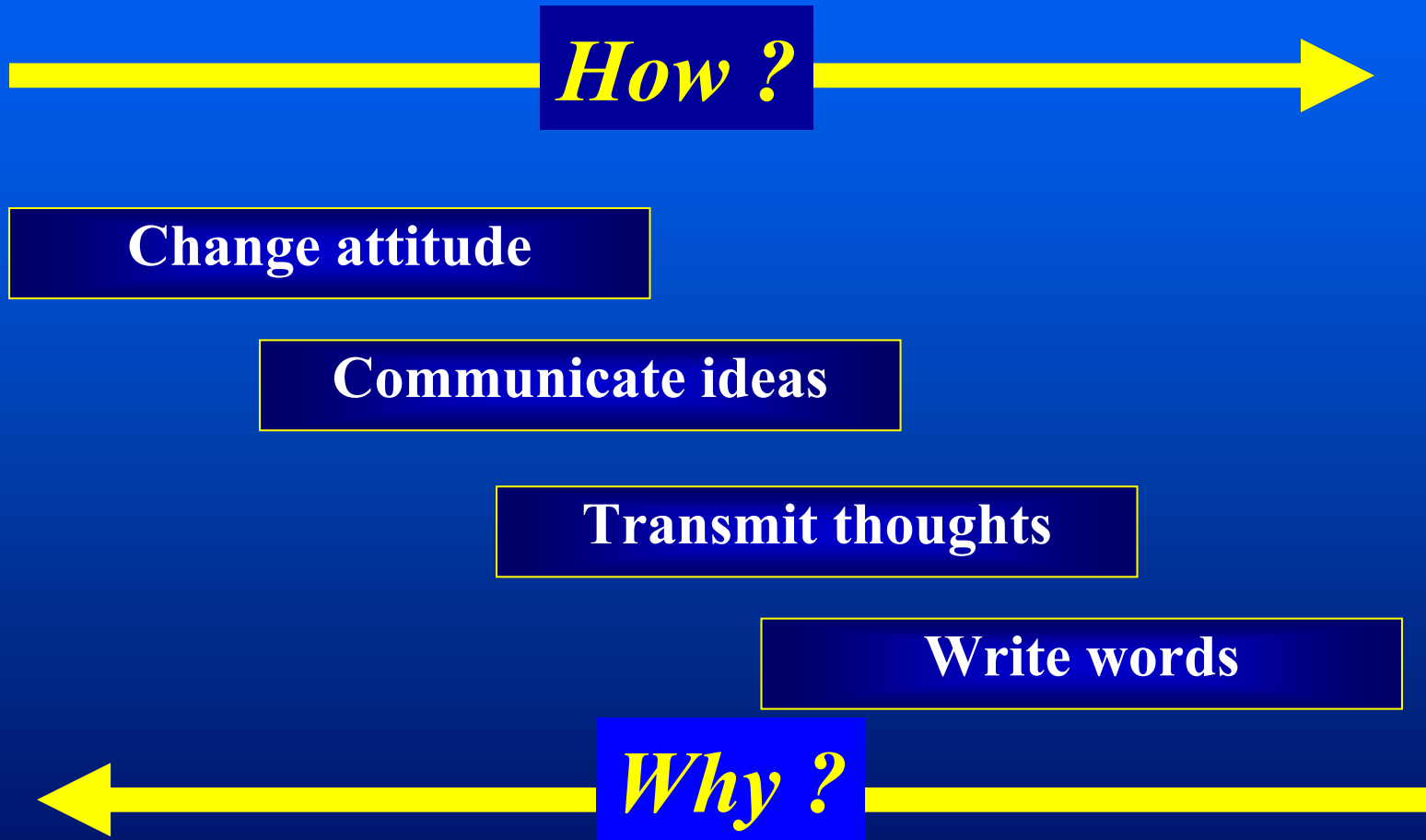
## *for a School*





# *Level of abstractions*

*for a pen*



# *FAST* Diagram

## *Function Analysis System Techniques*

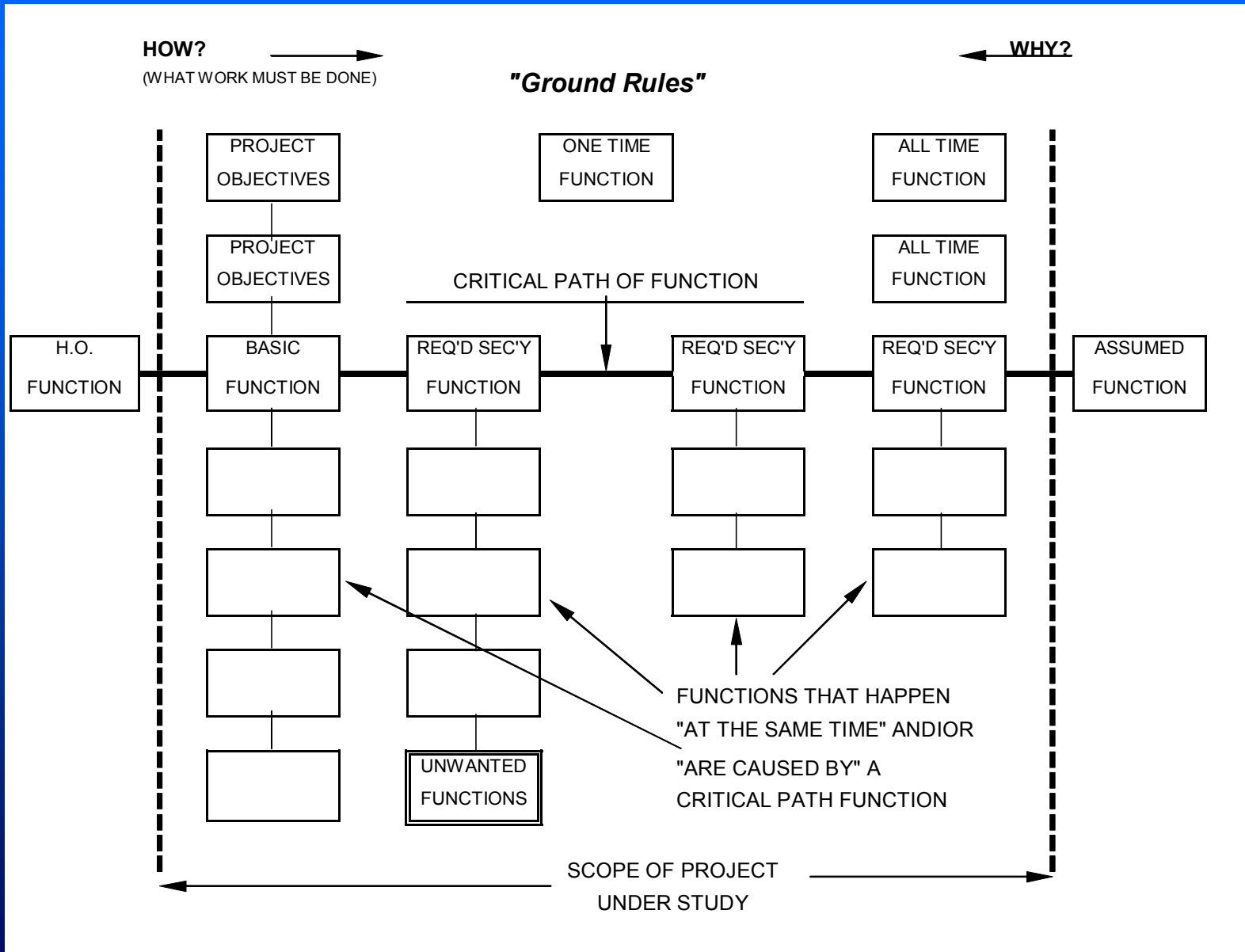
### *Function Logic Diagram*

### *Objectives*

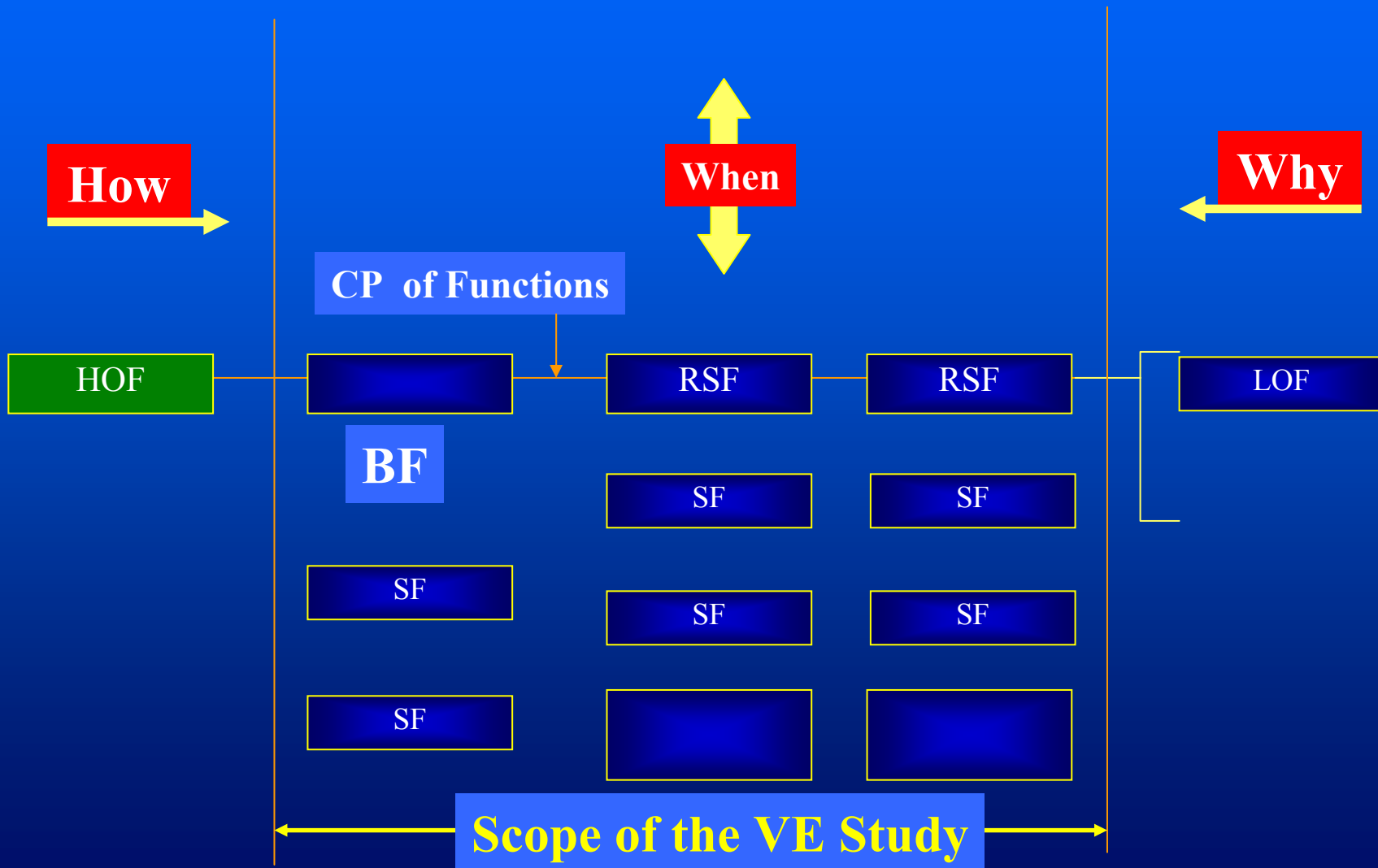
- ✓ *Relate functions to each others*
- ✓ *Test Validity of functions*
- ✓ *Identify Missing functions*
- ✓ *Comprehend the project*



# Classical FAST



# Classical FAST



VE is

Creative

Team Work

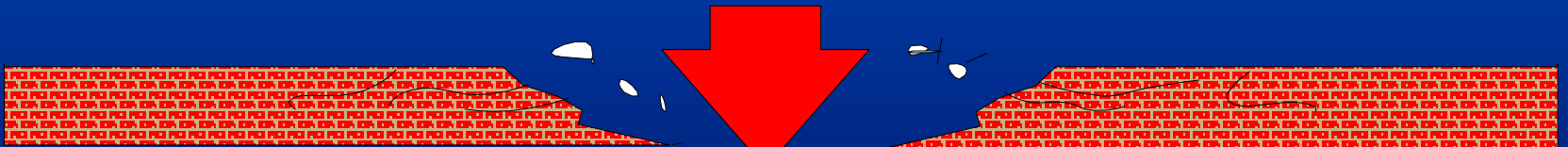


## INDIVIDUAL EFFORTS



VE APPROACH

VE TEAM EFFORT

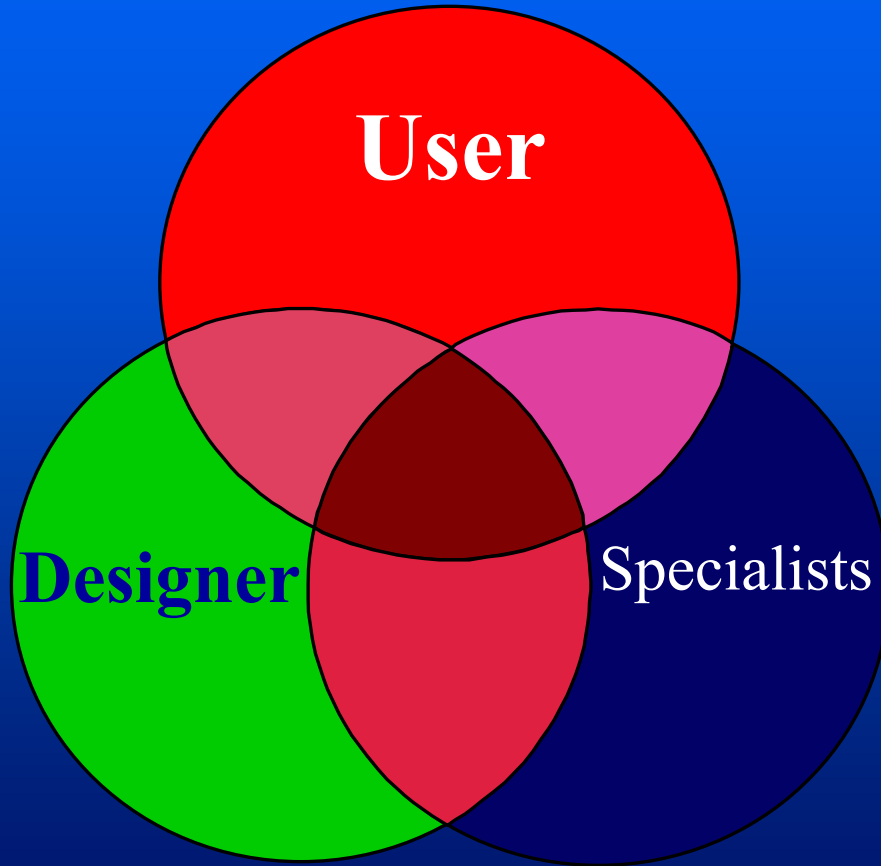


SOLUTION



# *The VE Team (Holistic Team)*

*Multi-discipline Team*



*Led by  
Value specialist  
and composed of*

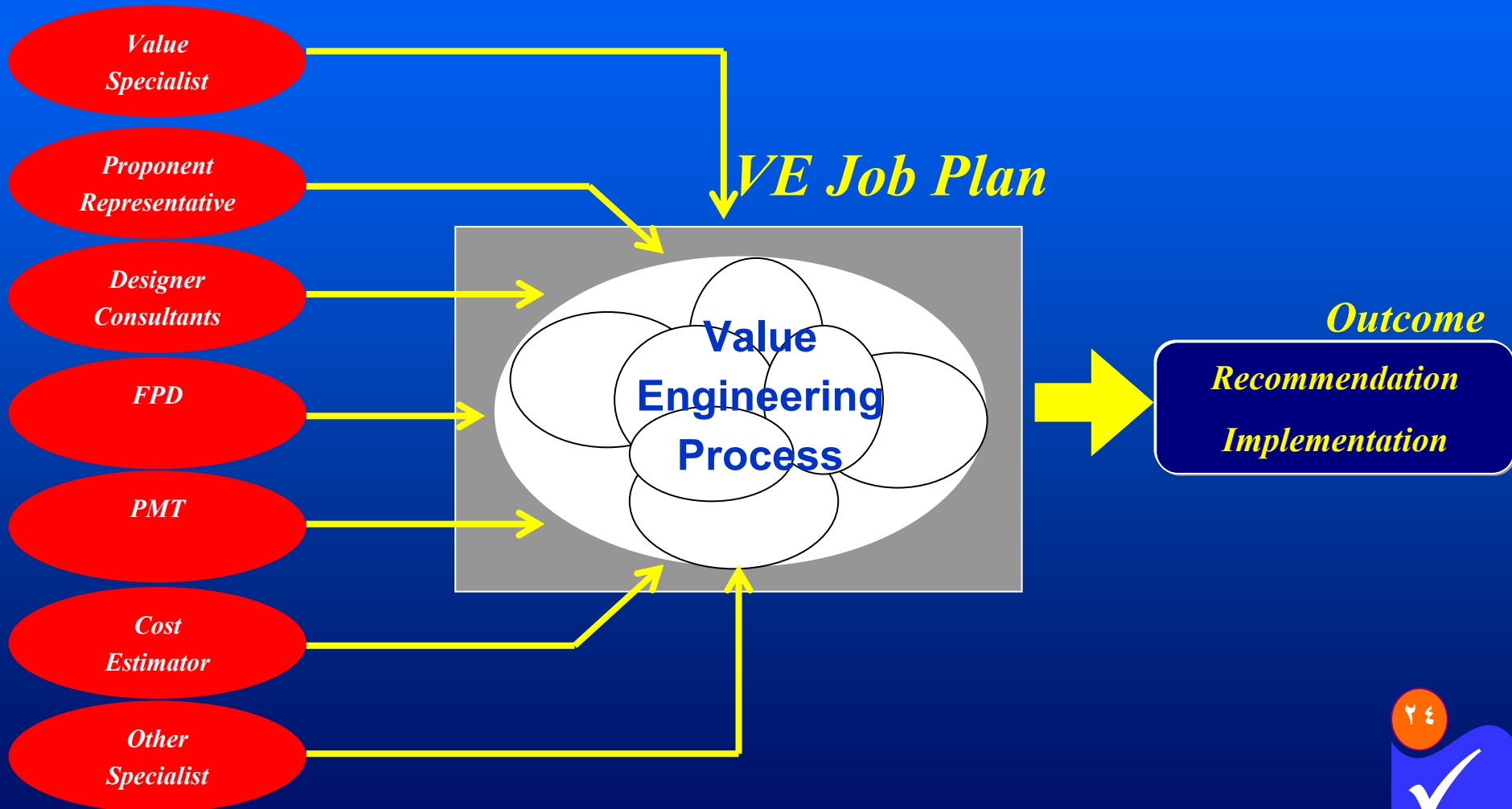
Team size حجم الفريق

**7 ± 2**



# Value Management

## VE Team



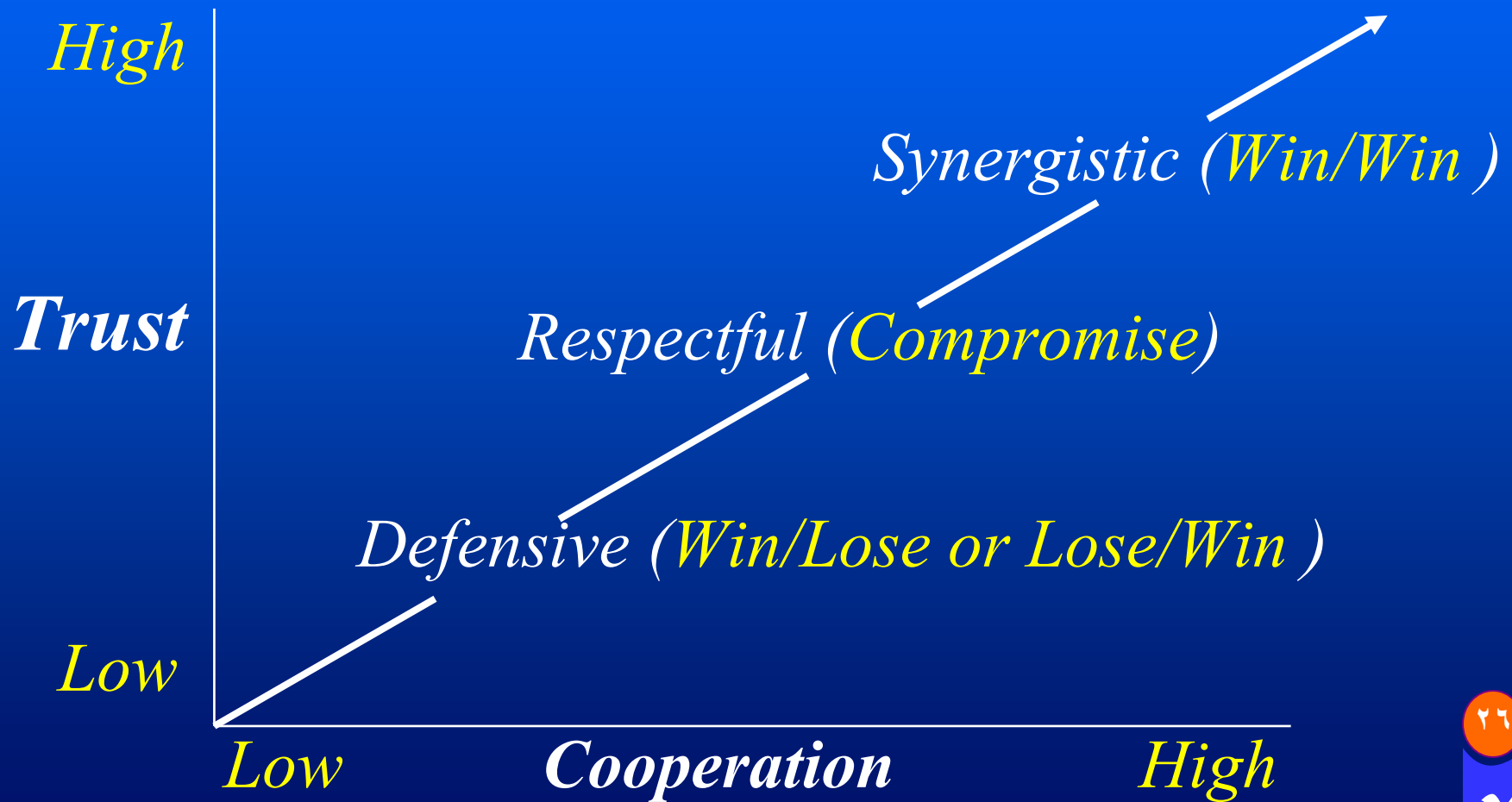


# Value Management



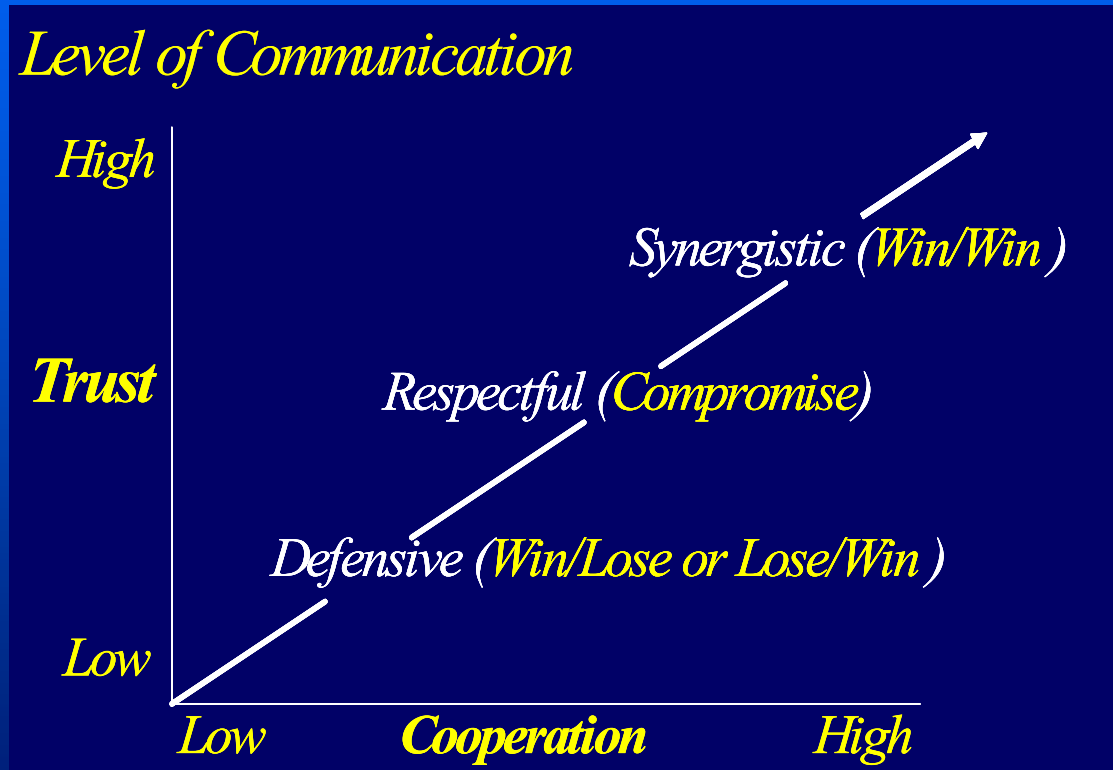
# Team Work – Resolving Conflicts

## Level of Communication



# Team Work – Resolving Conflicts

- *Company interest vs.. Department's interest*
- *Personal interest*
- *Individual conflict*
- *Team arguments*



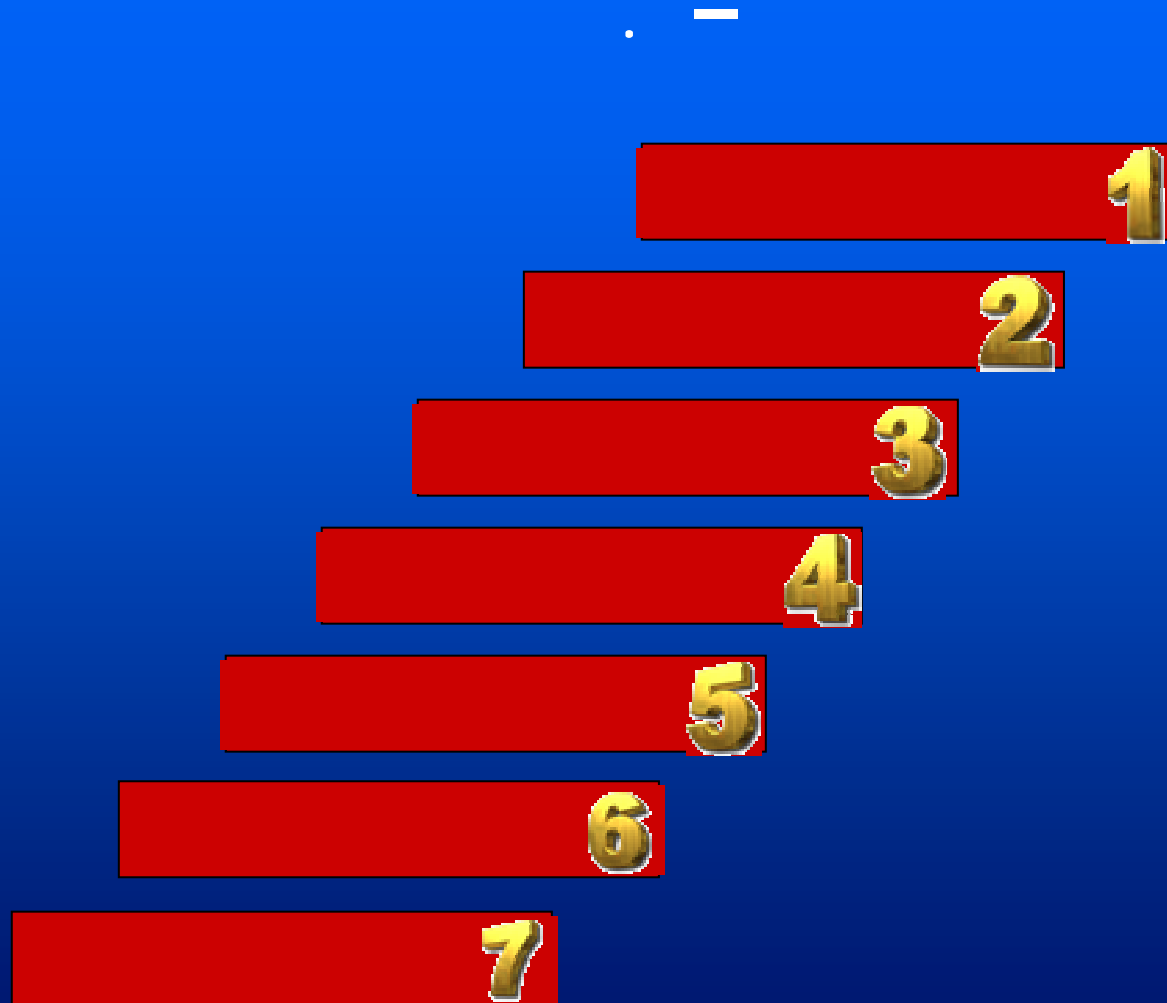
# *Creativity in VE*

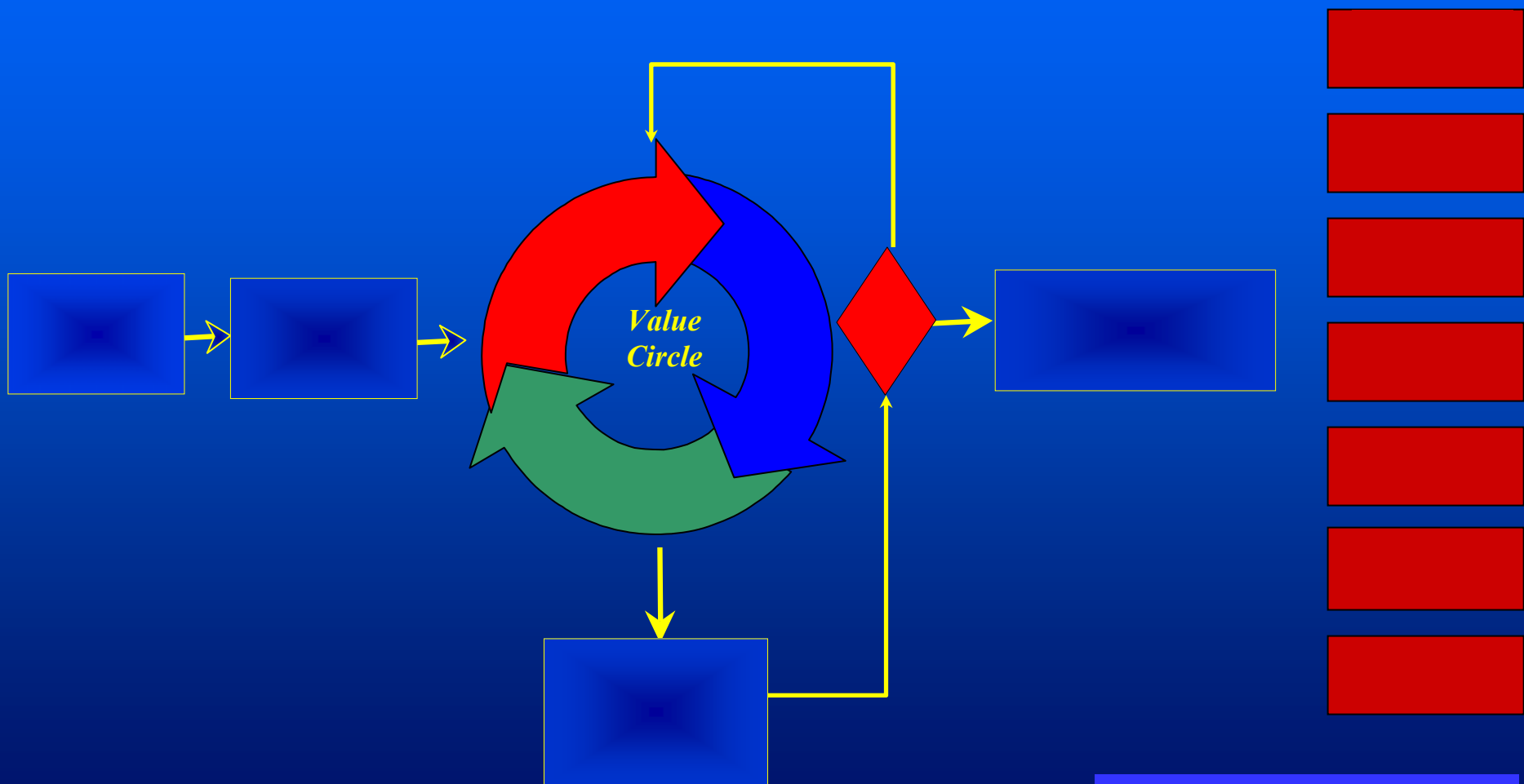
## *Brainstorming Method*

- *Create as many ideas as possible*
- *Quantity not quality ( at this stage )*
- *Absolutely no judgments or discussion*
- *Go Wild !!*
- *Challenge every thing (.... Even your standards )*



# *Creativity in VE*



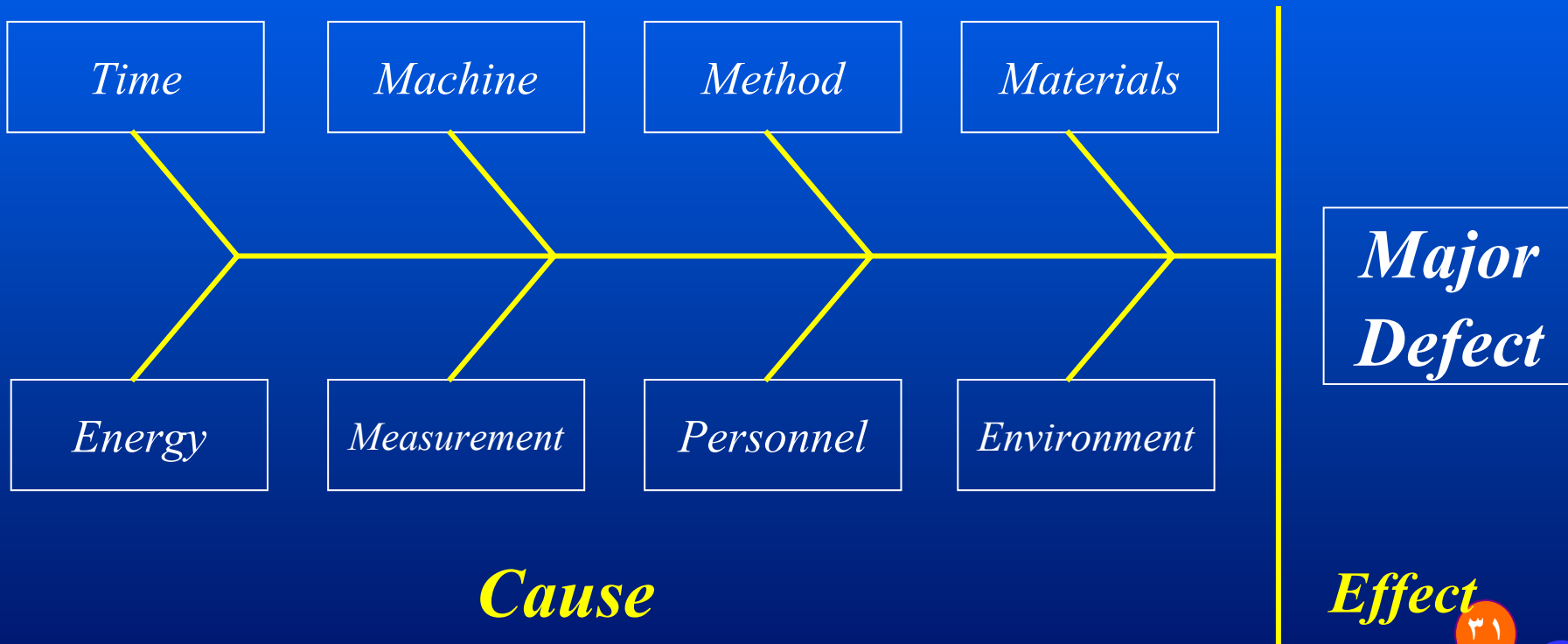


# Total Value Management

## Cause-and-effect Diagram

by Ishikawa

Also call the fishbone Diagram



## *Have you heard these lately ....*

- ◆ *That's impossible !*
- ◆ *We don't things that way !*
- ◆ *We tried something like that before, and it didn't work !*
- ◆ *We would be laughed at !*
- ◆ *It's against our !*
- ◆ *Please, be serious !*
- ◆ *It can't be done !*
- ◆ *It's my job !*
- ◆ *We're different !*
- ◆ *I know that boss won't like it !*
- ◆ *We have been do it successfully for that last 15 years, why change!*





# *Ideas Evaluation*

- *Eliminate Nonsense*
- *Establish “ Evaluation Criteria “*
- *Use “ T - Chart “*
- *Identify Pros & Cons*
- *Rank ideas “ Out of 10 “*
- *Select best ideas for development*



# *Idea Evaluation*

*Method 1*

*Potential Impact*

*High*

*Low*

*Implementation*

*Easy*

*A*

*C*

*Hard*

*B*

*D*



# *Idea Evaluation*

## *Method 2 : Weighted Evaluation Matrix*

*Rank out of 10, based on weight*

## *Method 3 : 5+ system*

*Rank out of 10, based on vote*

## *Method 4 : Conceptual Ranking*

*High, Medium and Low*



# *Ideas Development*

- *Use The Form .... It contains :-*
  - *Title of Idea*
  - *Original Design ( Base Case )*
  - *Proposed Design ( VE Alternative )*
  - *Pros , Cons and Justification*
  - *Initial Cost and LCC analysis*
  - *Weighted Evaluation Matrix*



## *Presentation Format*

- ***Introduction***

- *Introduction of the VE Team Members*
- *Define Scope*
- *Main topic discussed*
- *Function Analysis & FAST Diagram*

- ***Body***

- *List of Ideas & Recommendations ( 20-30 ideas )*
- *Total Saving (Addition )*
- *Talk about 10 VEP*
- *Present at least one WEM and one LCC*

- ***Conclusion***



## *How to present*

- *Relax and talk informal ( Conservation mode )*
- *Speak rapidly ...but not quickly*
- *Face the audience, look in the eye ( 3-5 seconds )*
- *Learn your presentation point by point*
- *Be excited and enthusiastic*
- *Use clear good AV*
- *You do not have to answer all the questions.*
- *Face the people concerned ( Decision maker )*
- *Practice, Practice, Practice ...see your self.*

