

International Conference

Value Management Practice 2019

Well grounded for the future – cost and innovation go hand in hand

Top Themes:

- **VA/VE and Megatrends: Digitalization, IoT, Big Data, Additive Manufacturing, Individualization, Shortened Product Life Cycles, Diversity of Variants**
- **Human Dynamics, Soft Skills, Conflict Management**
- **Agile Project Management**
- **Development of the Methodology and Interactions with other Methods**
- **Organization of VA/VE**
- **Systems Engineering**
- **Smart Supply Chain Management**

Conference Chairman

Dr.-Ing. Marc Pauwels VDI, Krehl & Partner GmbH & Co. KG, Karlsruhe
Chairman of the Value Management Competence Center

+ bookable Workshops



Werte erkennen und
Performance steigern



Value Management in
Infrastructure, Value for
Taxpayers Money

+ Company Visits

John Deere GmbH & Co. KG
Daimler AG

+ Presentation of the VDI
Value Management Award

Meet international Experts from:

John Deere | Marquardt | Pfeiffer SE | Egyptian Institute of Value Studies | FEV Consulting |
KUPFER.ROT | Value FM | Advantage Facilitation Services | All Nippon Airways | Michael Graham
Consultancy | Maschinenfabrik Reinhausen | FOKUSZ-2 | SAV+, c° Mark Company | AC&T Institute |
Pmrt Consultants | AWS Systemtechnik | Team Focus-VMI Inc



1st day
Wednesday May 22, 2019

09:00 Registration

10:00 **Opening and Welcome**
Dr.-Ing. Marc Pauwels VDI, Managing Director, Krehl & Partner GmbH & Co. KG, Karlsruhe, Germany

10:15 **Welcome and introduction of the hosting company**
John Deere
Dr. Volker Knickel, Global Director Mid Tractor Line, John Deere GmbH & Co. KG, Mannheim, Germany



Moderation: Jürg M. Ammann

10:30 **Establishing a cost management strategy in the early development phases of new Tractors**

- Value is key
- Feature driven target costing
- Change the mind-set

Dr. Jens Meier, Manager Cost Accounting & Experimental Costing und **Elma Vroege, M. Sc.**, Project Coordinator Design-to-Cost, John Deere GmbH & Co. KG, Mannheim, Germany

11:00 **Integration of value analysis at Marquardt GmbH**

- Global rollout of Value Analysis/Value Engineering (VA/VE) as a basis for corporate growth
- Integration of the value analysis into the existing process map
- Presentation of the self-developed training – deepening of the methodical functional cost analysis
- Integration of value analysis at Marquardt GmbH within the framework of the corporate strategy 2022
- Future: Training of the project teams

Dipl. Betriebswirt Jörg Dreher, Team Leader VAVE Global and **Sven Schilling**, Value Analysis Engineer, Marquardt GmbH, Rietheim Weilheim, Germany

11:30 **A proposition for a maturity model for Value Management programs**

- What is a VM program and what does it consist of?
- How to assess progress of a VM program?
- Where is the VM program now and where did we come from? And what choices did we have?
- How did we sustain the VM program over such a long period?
- What challenges do we have in the future?

Timme Hendriksen, M. Sc., Value manager, Value FM, Vleuten, The Netherlands

12:00 **Comprehensive discussion**

 12:30 Lunch



Moderation: Univ.-Prof. Dr.-Ing. Rainer Lohe

13:30 **Cross-company value analysis of a cement mill and its drive**

- Value analytical design review of a cement mill
- How can a technology partner be target orientated integrated?
- Identification of the fields of action for holistic value improvement and cost reduction
- Enrichment of the project by integrating different departments
- Description, project example and results

Dipl.-Ing. Dr. techn. Dirk Hoffmann, Teamleader Development, Gebr. Pfeiffer SE, Kaiserslautern, Germany, **Dr.-Ing. / Dipl.-Wirt.-Ing. Jörg Marchthaler**, Managing Director, Value Coaching Marchthaler, Blankenheim, Germany

14:00 **Value Analysis and Value Engineering in Plant Engineering – Easy going or too hard to handle?**

- Value Engineering in Plant Engineering
- Special requirements in Plant Engineering
- Function analysis
- Function cost analysis as an instrument for prioritization
- Building of scenarios

Dipl.-Ing. Sebastian Meindl, Managing Director, Krehl & Partner Unternehmensberatung GmbH & Co. KG, Karlsruhe, Germany

14:30 **Inertia of Idea**

- Idea and Classical Physics
- Charles W. Bytheway Idea Hitchhiking
- Idea acceleration and deceleration during VA/VE studies
- Idea stimulation model

Mahmoud Abdallah B. Sc., Mechanical Engineer, Egyptian Institute of Value Studies, Cairo, Egypt



15:00 **Coffee Break**



Moderation: Dipl.-Ing. Herbert Unger

15:30 **E-Mobility is taking off! Automotive industry is facing a fundamental transition from combustion engine to electric vehicles**

- Trends & drivers for e-mobility
- Challenges for the automotive supply industry
- Cost drivers in the electric propulsion system

Dipl.-Ing MBA Christian Speuser, Director Consulting, FEV Consulting GmbH, Aachen, Germany

16:00 **Innovation and value management – Impact of a digital world on product design and development processes**

- Value management in innovation processes
- Human factor in development projects
- Advancing digitization – promoting and inhibiting innovation
- Future Innovation with digital processes – a value-analytical approach for discussion

Dipl.-Ing. (FH) Susan Bremer, Managing Partner, KUPFER.ROT GbR, Moritzburg, Germany



Key Note: Dr. Bernhard Haas, Senior Vice President A&T Global Tractor Platform, John Deere GmbH & Co. KG, Mannheim, Germany



17:00 **Award ceremony of the VDI Value Management Award presented by Dr.-Ing. Marc Pauwels and Dr. Bernhard Haas**

17:30 **Get-together**



At the end of the first conference day we kindly invite you to use the relaxed and informal atmosphere for in-depth conversations with other participants and speakers.

2nd day
Thursday May 23, 2019



Moderation: Dipl.-Ing. Wilhelm Hahn

09:00 Learn to Speak "Functionese"

- Function terms depersonalize the conversation
- Function terms clarify meanings
- Speaking in Functions helps to build consensus
- Speaking in Functions gets the team/group engaged
- Speaking in Functions is NOT limited to the Value Methodology

Ginger R. Adams, Principal/Owner, Advantage Facilitation Services, Fort Collins, USA

09:30 A methodology for team building Applying VA/VE "Understanding the difference in context"

- One of the elements necessary for team building is understanding the difference in context
- Clothing is one of the things that represent context. Making a fast diagram of each Kimono and dress
- Comparing each function displayed in the Fast Diagrams. Identified the difference between Kimono and dress
- An important first step in team building is to know the difference in context
- One of the better ways to build a good team is fusion

Tomomi Kumasaka, Cabin Attendant, All Nippon Airways Co., Ltd., Japan

10:00 Value Management – A fundamental discipline for performance improvement

- Value Management: fundamental discipline relevant for every manager
- Research methodology: grounded theory and soft systems methodologies
- Theory: discern fundamental theory amidst the various value management paradigms
- Multi Paradigm Environment: examine multiple fields of organizational improvement
- Recommendations: conclusions inform education and practical value management approaches

Michael Graham, Managing Partner, Michael Graham Consultancy, Stirling, UK

10:30 Coffee Break



Moderation: Prof. Dipl.-Ing. (FH) Erich Sigel

11:00 Competence 4.0 – From Homo sapiens to Homo digitalis

- Cognitive assistance systems to master complexity
- Digital individual competence
- Digital group competence
- Impact of missing competence 4.0

Dipl.-Ing. (FH) Johann Hofmann, Founder and Venture Architect von ValueFactoring®, Maschinenfabrik Reinhausen GmbH, Regensburg, Germany

11:30 'Value Design Thinking' to improve projects in Business Analysis (IT/Orga projects for company digitalization)

- Design Thinking methodology for radical innovation
- Business Analysis core concepts for IT/Orga projects and company digitalization
- 'Value Design Thinking' methodology
- Application to company projects
- Further possible synergies between methods

Olaf de Hemmer, Senior Consultant, SAV+, c° Mark Company, Archamps, France

12:00 Comprehensive discussion



12:30 Lunch



Moderation: Dr.-Ing. Jörg Marchthaler

14:00 Industrial Park development using Value Analysis

- Value Management approach
- Industrial Parks in Hungary
- Reduction of the investment costs
- Collecting and satisfying the stakeholders' needs
- Managing the special features. Analyzing functions. Improve the whole value

Istvan Tarjani, Managing Director and **Ariella Janka Tarjani**, FOKUSZ-2 Ltd., Budapest, Hungary

14:30 A Methodology for Evaluating and Improving a Value of Sports Business Applying VA/VE

- Background of the difference between general corporation and sports business
- Current situation and problems of the sports business
- Necessity of profitability and value improvement in sports business
- Function Analysis of general corporation and sports business
- Clarify the unique functions and develop a method to evaluate the sports business model for the present and the future
- Introduction of a method to build business model to improve value and profitability by applying process control method

Chikara Sekita, Consultant and President, AC&T Institute, Tokyo, Japan

15:00 Value Engineering: A vital Approach for Solving Engineering Problems

- Why Value Engineering is different
- Value engineering is a vital tool in Problem solving
- Reduction of methane leakage by means of a gas turbine
- Economic data captured from the biogas plant and from biogas conditioning

Dr. Emad Shublaq, Director, Pmrt Consultants, Erskinville, Australia



15:30 Coffee Break

16:00 Development cost calculation as a fundamental factor for project success

- Product development cycles under high cost pressure
- Cost transparency throughout the value chain
- Calculation of development costs as a prerequisite for a cost controlled development process
- Processes and cost relevant parameters in product development
- Knowledge of cost structures in the development process enables cost evaluation of single process steps

Dr.-Ing. Horst Schmidt, Managing Director and **Dipl.-Wirtsch.-Ing. (FH) Florian Brandmeier**, Project Manager, AWS Systemtechnik GmbH, Au-Hallertau, Germany

16:30 Harnessing the Full Power of the Value Methodology

- Wide range of fields of application for the Value Methodology (VM)
- Differing (and misleading) interpretations of the VM. As such, results may vary from mediocre for weak applications to incredible for just a little more effort and organization
- Rigour and persistence of application of the VM, although agile approach to suit specific circumstances is required
- No "one size fits all" but the number of steps remains the same
- Within each step, the approach and tools may vary

Martyn Richard Phillips B. Sc., Director, Major Projects Optimization, Team Focus-VMI Inc., St. Alberta, Canada

17:00 Conclusion and closing remarks

17:15 End of the Conference

Exhibitions/Sponsoring



If you want to meet with and reach out to the first-rate experts attending this VDI conference and to powerfully present your products and services to the well-informed community of conference participants, please contact:

Contact Person



Lukas Floherschütz
Project Consultant Exhibitions & Sponsoring
Phone: +49 211 6214-916
Email: floherschuetz@vdi.de

Professional Support

VDI Society for Production and Process Design (GPP)

www.vdi.de/gpp

www.vdi.de/wertanalyse



Good Reasons to take part

1. Exchange your experience with the top experts of value management
2. Expand your network
3. Get new impulses for value management methods
4. Stay up to date

Program Committee

Jürg M. Ammann VDI, ammann projekt management, Karlsruhe, Germany
Dipl.-Ing. Wilhelm Hahn VDI, TMG Consultants GmbH, Stuttgart, Germany
Univ.-Prof. Dr.-Ing. Rainer Lohe, Universität Siegen, Siegen, Germany
Dr.-Ing. Jörg Marchthaler, Value Coaching Marchthaler, Blankenheim, Germany
Dr. Jens Meier, John Deere GmbH & Co. KG, Mannheim, Germany
Dr.-Ing. Marc Pauwels VDI, Krehl & Partner GmbH & Co. KG, Karlsruhe, Germany
Prof. Dipl.-Ing. (FH) Erich Sigel, Sigel Managementmethoden GmbH, Kirchheim unter Teck, Germany
Dipl.-Ing. Herbert Unger VDI, Bad Mündler, Germany

Sponsor



With the kind support of the hosting company and the supporting organisations



VDI-Workshops, Tuesday, May 21, 2019

Workshops are
separately bookable

VDI-Workshops, Tuesday, May 21, 2019

VDI-Workshop 1

Werte erkennen und Performance steigern

13:00 – 17:00

Ihre Leitung: **Jürg M. Ammann**, ammann projekt management, Karlsruhe und **Dipl.-Ing. Manfred Jansen**, Schaeffler AG, Herzogenaurach

Zielsetzung

Bewerten heißt Werte feststellen. Dies kann auf verschiedene Arten und zu verschiedenen Zeitpunkten eines Projektes passieren. Der Workshop soll im Rahmen einer Art Erfahrungsaustausch zeigen, welche Bewertungen in der Praxis vorgenommen werden. Ziel ist es einen Überblick über die derzeit gängige Praxis zu bekommen und in einem zweiten Schritt eine „Best practice“ herauszuarbeiten.

Language: German

Inhalte des Spezialtages

Werte erkennen durch:

- Fakten sichten
- Bewertungskriterien festlegen und priorisieren
- Umsetzung messbar machen
- Umsetzung planen
- Umsetzung steuern
- Nachhaltigkeit sicherstellen
- Erfahrungsaustausch: Wann und wie bewerten Sie im Rahmen eines Projekts?
- Lessons Learned + Best practice

VDI-Workshop 2

Value Management in Infrastructure, Value for Taxpayers Money

09:00 – 17:00

Workshop-Chair: **Timme Hendriksen** MSc PVM TVM, & **Hein de Jong** Bsc, MBA, PVM, TVM Value FM, Nijmegen, The Netherlands

Workshop Description

The workshop will deliver new insights in the practical application of Value Management in Infrastructure development. Investments in infrastructure are often large investments in unique projects which take place in a complex and ever changing environment. Value Management ensures that the right product will be built for the right price.

You will receive considerations on implementing VM in your organisation, based on our wide range of experience in Railways, roads and process industry, as well as best practices worldwide.

Language: English

Workshop Content

Value Management in Infrastructure

- VM Introduction
- Setting up a VM-study
- Function Analysis and cost function allocation
- Stakeholder engagement
- VM-organisation for Infrastructure Managers
- Timing and application of VM
- Many examples
- Successful business cases
- Critical success factors

Company visits Friday May 24, 2019

John Deere  

and

Daimler 

● 08:30 Welcome & Company Introduction video at John Deere Forum Mannheim

● 09:00 Departure to John Deere Bruchsal

● 09:45 Tour Cab Assembly & Spare Parts Distribution Center (EPDC)

● 12:15 Lunch

● 13:00 Departure to Daimler

● 14:00 Welcome & Introduction to Plant Mannheim

● 14:45 Tour Assembly Heavy Duty Engine Platform (HDEP) & Machining cylinder crankcase

● 16:30 End of the tour

Please register separately for this guided tour (see application form). Competitors may get excluded from the tour!
Please take this in consideration when applying.

VDI Wissensforum GmbH | VDI-Platz 1 | 40468 Düsseldorf | Deutschland

Well grounded for the future –
cost and innovation go hand
in hand

You need help?
Please contact us!

VDI Wissensforum GmbH
Customer Service Center
Postfach 10 11 39
40002 Düsseldorf, Germany
Phone: +49 211 6214-201
Fax: +49 211 6214-154
Email: wissensforum@vdi.de
www.vdi-wissensforum.de/08TA001

**The Get-together
of the Value
Management Experts**

✓ Please register for (Price p. P. plus VAT):

International VDI Conference Value Management Practice 2019	Workshop 1 Werte erkennen und Performance steigern	Workshop 2 Value Management in Infrastructure, Value for Taxpayers Money	Package Price Conference + Workshop 1	Package Price Conference + Workshop 2
<input type="checkbox"/> May 22 – 23, 2019, Mannheim (08TA001019)	<input type="checkbox"/> May 21, 2019, Mannheim (08ST005001)	<input type="checkbox"/> May 21, 2019, Mannheim (08ST006001)	<input type="checkbox"/> May 21 – 23, 2019 Save € 150!	<input type="checkbox"/> May 21 – 23, 2019 Save € 150!
EUR 1.190,-	EUR 450,-	EUR 890,-	EUR 1.490,-	EUR 1.930,-

Company Visit to John Deere GmbH & Co. KG/Daimler AG, May 24, 2019: EUR 69,- + VAT*

Participation Fee VDI-Members or SAVE/EGG-Members **Save 50 € for each Conference Day**. VDI membership no. _____

* Registration is necessary – limited places, only possible in connection with the conference registration

1111

First Name _____ Last Name (Family Name) _____

Title _____ VAT-ID _____

Company/Institute _____ Job Title _____ Department _____

Street _____

ZIP Code, City, Country _____

Phone _____ Email _____ Fax _____

Deviating bill address _____

Participants with an invoice address outside of Austria, Germany and Switzerland are kindly requested to pay by credit card. Please don't send your credit card details via email, fax or post. Please book your ticket at www.vdi-wissensforum.de. Transferring your credit card details via our website ensures your details are encrypted and security of your data is guaranteed.

General terms and conditions of VDI Wissensforum can be found online at:
www.vdi-wissensforum.de/de/agb/

Workshop Venue

John Deere Forum, John-Deere-Straße 70, 68163 Mannheim, Tel.: +49 (0) 621 829-5854, E-Mail: VroegeElizabethMaaie@JohnDeere.com
Internet: www.deere.de/de/kontaktieren-sie-uns/john-deere-forum/

Accommodation:

Mercure Mannheim am Friedensplatz, Am Friedensplatz 1, 68165 Mannheim, Tel.: +49 621 976700, E-Mail: hb0r0@accor.com

Mercure Hotel Mannheim, F7 5-13, 68159 Mannheim, Tel.: +49 621 336990, E-Mail: h5410@accor.com

A limited number of rooms is available at the event hotel under the keyword »VDI« up to April 10, 2019.

More Hotels close to the workshop venue may be found via our HRS service
www.vdi-wissensforum.de/hrs



Information

The price includes:

Conference: Documentation as download, catering during the conference and the evening event at the end of the first conference day

Company visit: Bus transfer, company visit and catering

Workshop: Documentation and catering

Data protection: VDI Wissensforum GmbH uses the email address you have provided to regularly inform you about similar VDI Wissensforum GmbH events. If you would no longer like to receive any information or offers, you can object to your data being used for this purpose at any time. To do so, use the following email address wissensforum@vdi.de or one of the other contact possibilities mentioned above.

We would like to make you aware of general information about the usage of your data here:
<https://www.vdi-wissensforum.de/en/privacy-policy/>

I hereby agree to VDI's terms and conditions and confirm that the data I have provided to register above is correct. Your contact data was obtained based on article 6, paragraph, sentence 1 lit. f) DSGVO (legitimate interest). Our legitimate interest is to select a precise selection of possible interested parties for our events. You can get more information about the source and usage of your data here:
www.vdi-wissensforum.de/en/source-of-address/

