Generating ideas for (really) alternative SPPI-methods

Introduction
- 29 percent of Dutch SPPI based on realised hourly rates
- This is considered a B-method (see also Berger, 2008)
- Furthermore: businesses are shifting away from traditional charging on basis of hours worked
- No traditional alternatives seem to work well -> time for alternative approaches?
- General idea: methods need to be more flexible and closer to the business

Drawbacks of traditional methods

<table>
<thead>
<tr>
<th>Realised hourly rates</th>
<th>Model prices</th>
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<tbody>
<tr>
<td>Improper seasonality</td>
<td>Function mixes</td>
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<td>Inappropriate mixes</td>
<td>Productivity changes</td>
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<td>Time consuming</td>
<td>No real prices</td>
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<td>Probable too flat indices</td>
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New approaches needed? Desired features:
- Not time-consuming
- Simple
- Close to businesses

Possible sacrifices:
- Methodological requirements (identity axiom)
- Introduction of subjective elements

Direct inquiry
Two simple questions (which can possibly be integrated in existing questionnaires):
- By how much did your prices change (%)?
- How much is caused by quality changes?
Method has to be tested, e.g. during redevelopment of branches

Discussion:
- How do you cope with situations in which traditional methods don’t work?
- Which alternative methods have you considered or are in use?
- How to adapt direct inquiry to make it better?