Field Surveys to collect PPIs: The benefits of close contacts with enterprises by engineers-surveyors

France

34th Voorburg Group on services statistics

Presentation by host country

Olivier DUNAND Engineer Surveyor
01 · Data Collection SPPIs process collection

02 · Engineer Surveyor Involvement

03 · Extended benefits

· Conclusion
General principle of any Calculation Method or Statistical Analysis

An index can be **accurate and reliable** if the initial data **exists and is appropriate**

- a Reliable Data is necessary

- **Collection process and Renewal process** are essential steps to have a final reliable result.
General Organisation at French NSI

- 5 engineers-surveyors for SPPIs services industries (3 in Paris, 2 in Lyon)
- Each CPA-4 industry is “updated” every 6 years in average
- 18 CPA-4 industries are updated each year (new sample of firms and services), which represent 600 visits per year
- Around 30 / 50 enterprises by industry
**Prices Production Indices**

### Usual Process

**Input:** Prices

1. Collection
2. Validation
3. Calculation

**Dissemination**

**Output:** Indices

### Updating Process

**Input:** Companies, Technical file

1. Renewal Updating

**Output:** Followed transactions
ENGINEER SURVEYOR INVOLVEMENT
The Engineer Surveyor

Thanks to his large experience
In varied Economical Sectors
the Engineer Surveyor is able to

• Find out the right contact
• Visit the enterprise
• Determine the good indicators, to customize
  the SPPIs questionnaire addressed quarterly
• Get the initial values and figures
Preparation of the enterprise visit

Find the good contact

- Generally the Finance Manager, CFO
  
  He needs to have an objective overview on the activities of the enterprise

Organize the visit

- Find a date for the visit
- Arrange travel if necessary

Knowledge of the enterprise

- Specific activity
Execution of the visit

Establishing confidence

• Independent interests
• Use of indices (SPPIs and other)
• General presentation of Insee activities
• Confidentiality commitment

Description of activity

• Explanation of the enterprise activity
• Accurate Figures
Execution of the visit

Price indicators

- Price collection focus
- Determination between BtoB, BtoC, BtoX
- Find precise indicators
- Ad-hoc questionnaire
- Pure indicators (Price qualification)
- Possible indicators from enterprise
- Existing reporting system
The conclusion: the Visit Report

1/ Active Contact
   • Names, positions, phone, email, etc.

2/ Understanding of the enterprise
   • Description of activities
   • Evolution

3/ Representative indicators
   • Real present indicators with weight

4/ Real value
   • Accurate value and history
### Turnover breakdown by products

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Turnover in k€</th>
<th>Calculation of weights</th>
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</thead>
<tbody>
<tr>
<td><strong>Crane Rental</strong></td>
<td>63,403</td>
<td><strong>29,103</strong></td>
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<tr>
<td></td>
<td></td>
<td><strong>In the selected activity</strong></td>
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<td></td>
<td>34,300</td>
<td><strong>Not in the selected activity</strong></td>
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<td><strong>Material Rental</strong></td>
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<td>Banches (Construction walls)</td>
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<td>Bungalows</td>
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<td>Electrical Cabinet 500 A</td>
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<td>Other material</td>
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<td><strong>Transport Installation</strong></td>
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<td><strong>Prestations BBE</strong></td>
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<td><strong>Training</strong></td>
<td>4,100</td>
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<td><strong>Sales of material</strong></td>
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<td><strong>Others activities</strong></td>
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## Price collection

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<th>No</th>
<th>Internal code</th>
<th>New / Old</th>
<th>Definitions</th>
<th>Unit</th>
<th>Frequency</th>
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<th>Report 2018Q4</th>
<th>Report 2019Q1</th>
<th>Report 2019Q2</th>
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<td>New</td>
<td>HG/IGO Hydraulic crane</td>
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EXTENDED BENEFITS
Benefits for the SPPIs Collection

1/ Renewed indicators
- Existing indicators with new weights
- Old indicators useless removed
- New indicators for new products

2/ Quality of products
- Dissemination till CPF 4 / sub divisions
- Exchange and interest between public sector and private sector

3/ Answering Ratio
- (87% of answer during questionning period)
- Limited revisions for past periods
Benefits for the Administration

1/ Renewed classification
- Suggestion for Appropriate Modified Activity Code
- Evolution of Classification

2/ Smooth contact
- Evolution of activity
- Resolution of conflicts
- Avoid litigation (litigation treatments are costly)
Benefits for the Enterprise

1/ Interest from Administration
- Accurate and representative data
- Engineer Surveyors are senior experienced managers in various economical activities
- Enterprises understand data collection motivations

2 / Knowledge of indices
- Accurate new price indicators on their enterprise
- Accurate sectors indicators  www.insee.fr
- Global comparison between sectors

3 / Professional federations
- Accurate Contact and Exchange
- Trends and Evolution
- Appropriate indices
CONCLUSION
As Conclusion

The Engineer Surveyor is an Ambassador using Diplomacy

1/ Link between our Institute and the Enterprise

2/ Able to deliver accurate messages to the enterprise and to understand the activity

3/ Provides to the Institute information on market future evolution
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