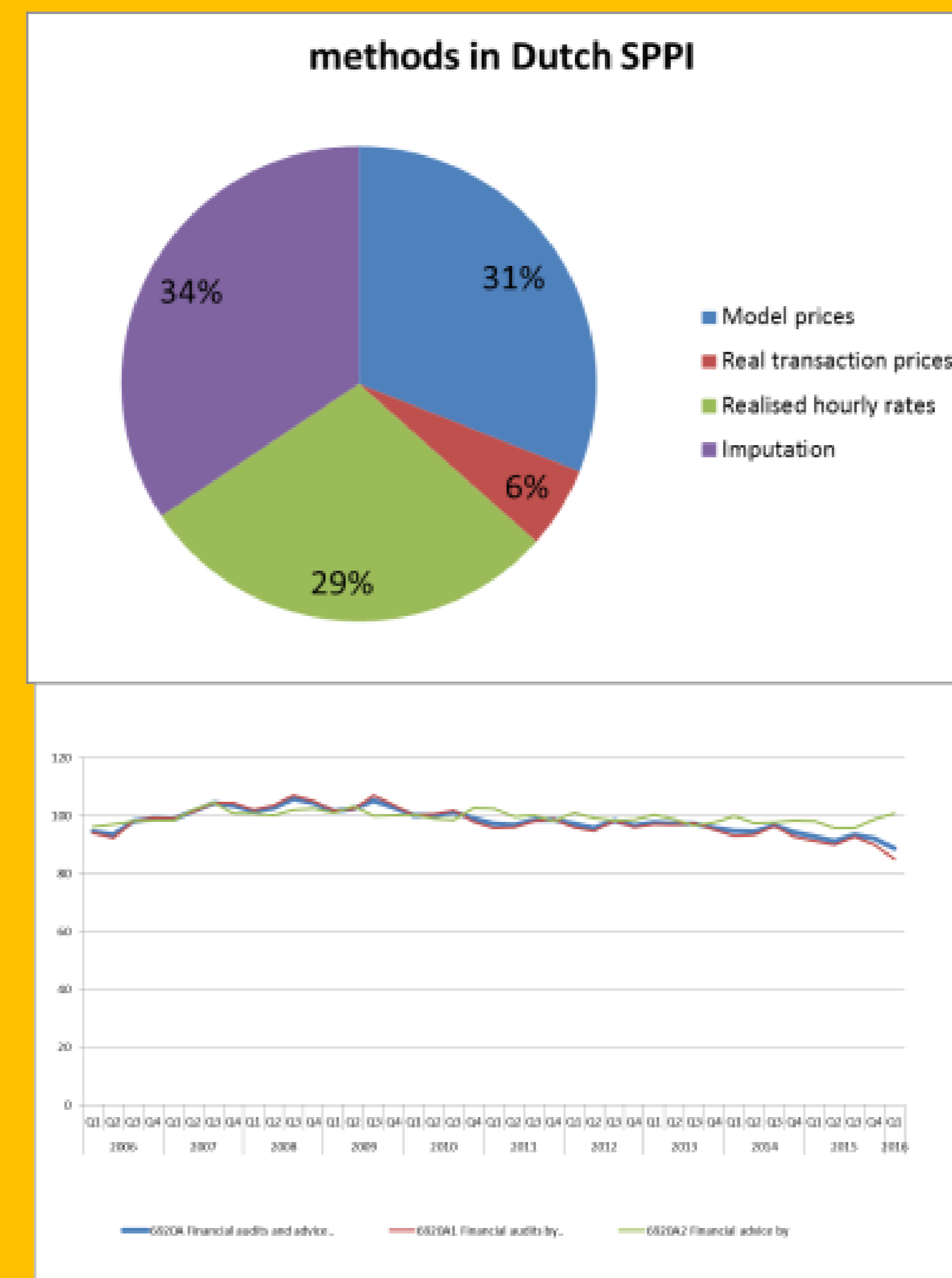


# Generating ideas for (really) alternative SPPI-methods

## 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

### Realised hourly rates



### Model prices



## New approaches needed? Desired features:

- Not time-consuming
- Simple
- Close to businesses

## Possible sacrifices:

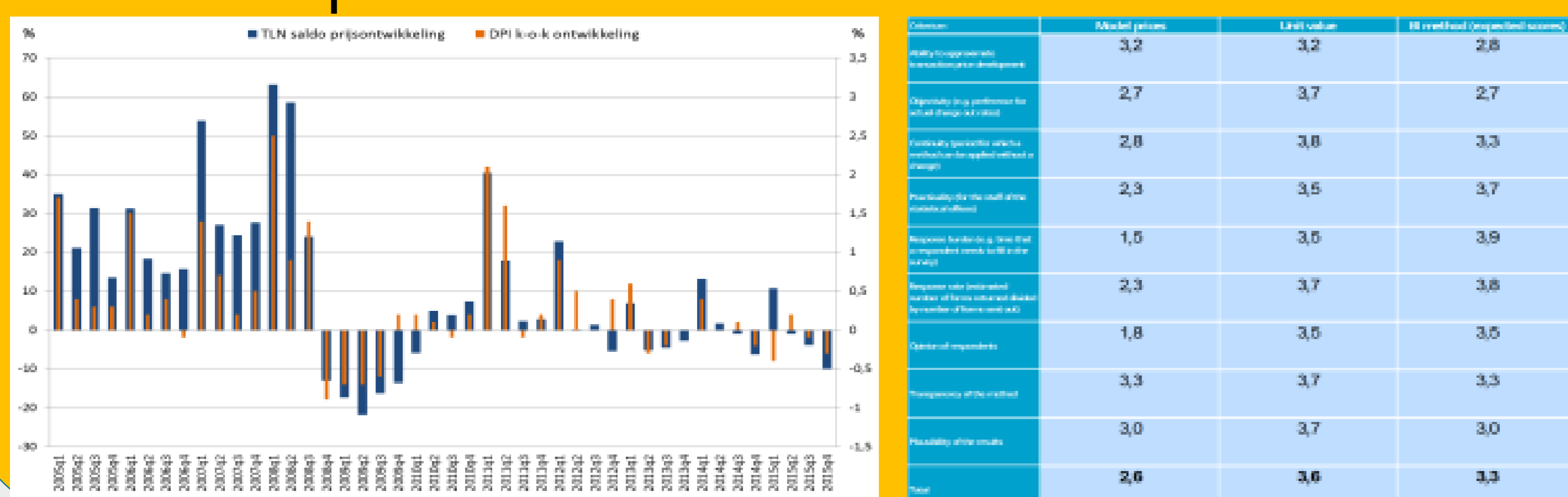
- Methodological requirements (identity axiom)
- Introduction of subjective elements

## 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?