

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

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34<sup>th</sup> Voorburg Group on services statistics

Presentation by host country

Olivier DUNAND Engineer Surveyor





**01**

· Data Collection SPPIs process collection

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**02**

· Engineer Surveyor Involvement

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**03**

· Extended benefits

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· Conclusion

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01

DATA COLLECTION  
SPPIs Process Collection at  
INSEE

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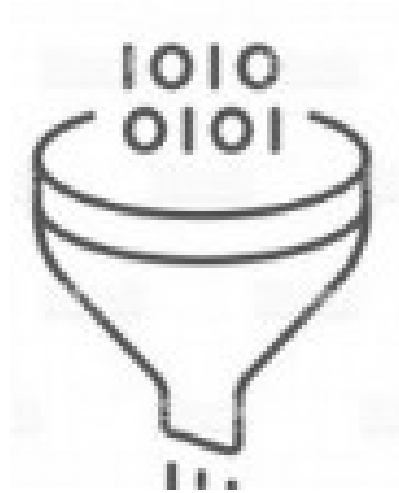


# General principle of any Calculation Method or Statistical Analysis

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.

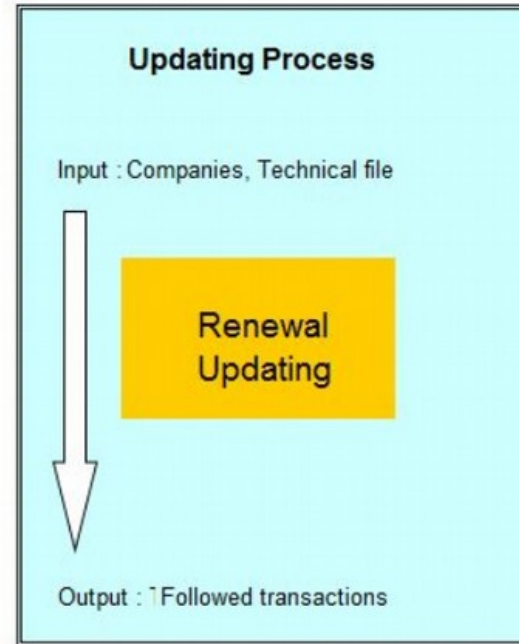
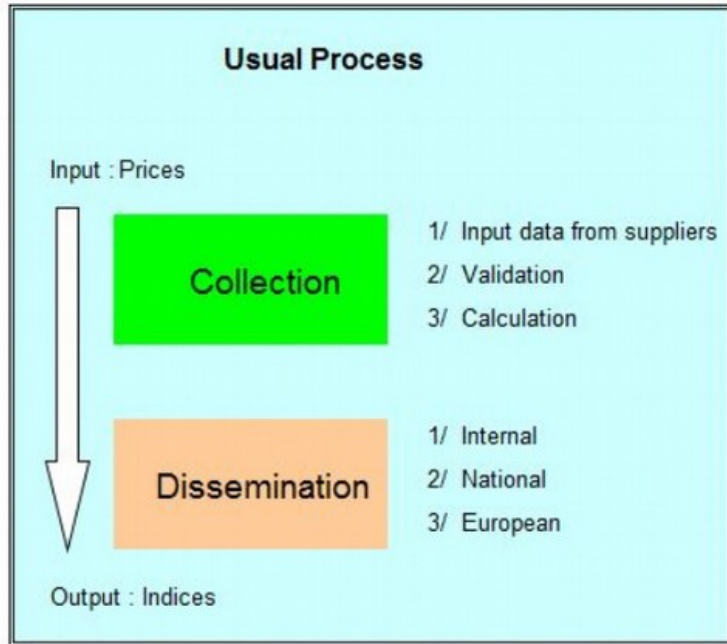
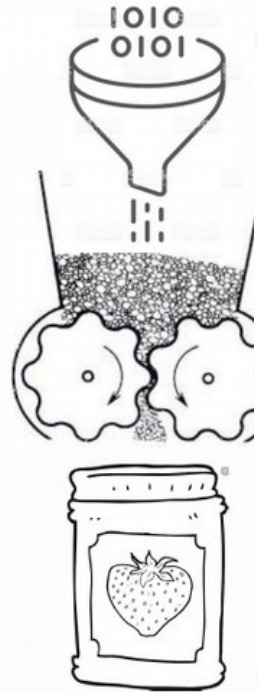


## General Organisation at French NSI

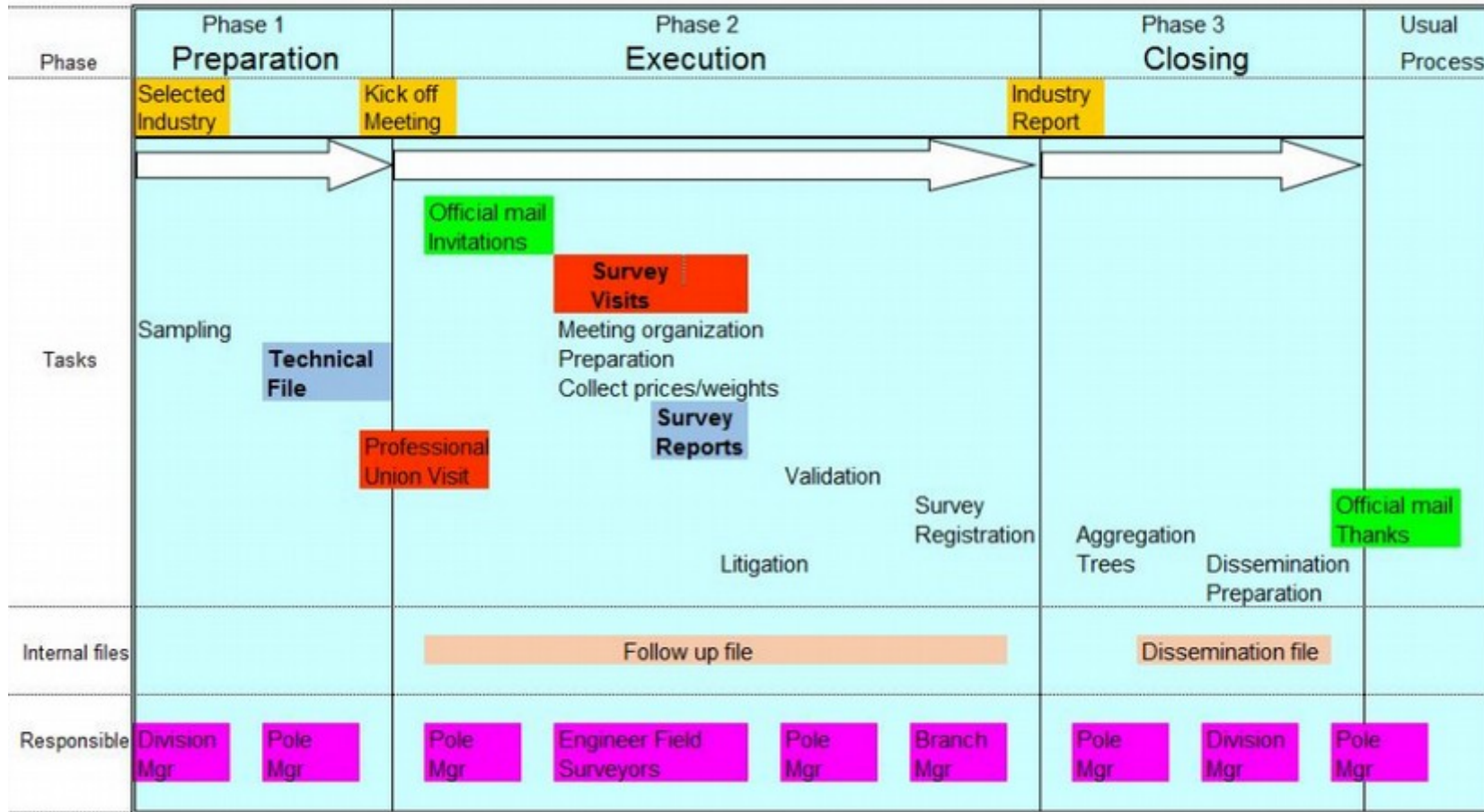
- 5 engineers-surveyors for SPPIs services industries (3 in Paris, 2 in Lyon)
- Each CPA-4 industry is “updated” every 6 years in average
- 18 CPA-4 industries are updated each year (new sample of firms and services), which represent 600 visits per year
- Around 30 / 50 enterprises by industry



## Prices Production Indices



## Renewal and Updating Process



# 02

## ENGINEER SURVEYOR INVOLVEMENT

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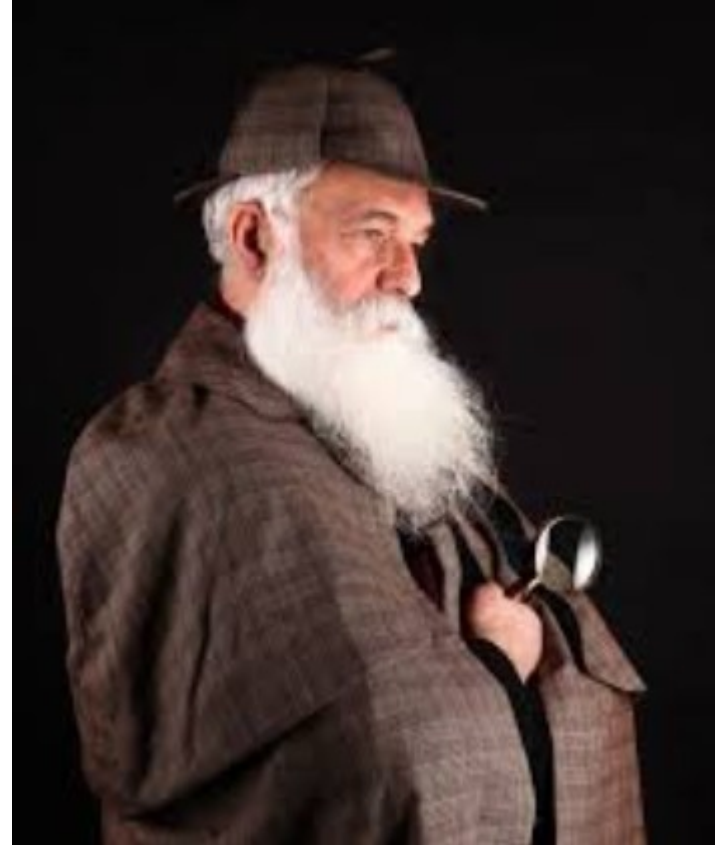




## The Engineer Surveyor

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      Calculation of weights

### SUPPLIER

Turnover	<b>63 403</b>								
k€		Crane Rental	25 778	<i>Crane Rental</i>	0%				Selected value
	<b>29 103</b>			HG/IGO		1 331			1300
In the selected activity				GTMR		1 282			1300
	<b>34 300</b>			GME/GT1		4 100			4100
Not in the selected activity				GME/GT2		7 700			7700
				GME/GT3		7 640			7600
				GME/GT4		3 460			3500
				GFR		265			300
		Material Rental	3 325	<i>Material Rental</i>	0%		1,0726	3 325	
				Banches (Construction walls)		1 600	1,0726	1 716	1 700
				Bungalows		900	1,0726	965	1 000
				Electrical Cabinet 250 A		200	1,0726	215	200
				Electrical Cabinet 500 A		400	1,0726	429	400
				Other material		225			
							Factor	Weight	Selected value
									<b>29100</b>
		Transport Installation	20 500	Not in the selected activity					
		Prestations BBE	500						
		Traning	4 100	Not in the selected activity					
		Sales of material	9 700	Not in the selected activity					
		Others activities	0						

# Price collection

C Domain		Selected indicators										
		TURNOVER										29 100 k€ HT
N°	Internal code	New / Old	Definitions	Unit	Frequen- cy	Report	2018Q3	2018Q4	2019Q1	2019Q2	Weight	Internal name
1	320	New	HG/IGO Hydraulic crane	k€/month	Quarter	o	2,64	2,64	2,64	2,77	1 300	
2	320	N	GTMR Cable crane	k€/month	Quarter	o	3,97	3,97	3,97	4,18	1 300	
3	320	N	GME/GT1 Element Crane Family 1	k€/month	Quarter	o	3,35	3,35	3,35	3,53	4 100	
4	320	N	GME/GT2 Element Crane Family 2	k€/month	Quarter	o	4,15	4,15	4,15	4,46	7 700	
5	320	N	GME/GT3 Element Crane Family 3	k€/month	Quarter	o	8,14	8,14	8,14	8,56	7 600	
6	320	N	GME/GT4 Element Crane Family 4	k€/month	Quarter	o	11,54	11,54	11,54	12,15	3 500	
7	320	N	GFR Specific Crane	k€/month	Quarter	o	13,40	13,40	13,40	14,11	300	
8	920	N	Banches	€/month	Quarter	o	36,48	36,48	36,48	38,40	1 700	
9	720	N	Bungalows	€/month	Quarter	o	164,16	164,16	164,16	172,80	1 000	
10	420	N	Electrical Cabinet 250 A	€/month	Quarter	o	310,08	310,08	310,08	326,40	200	
11	420	N	Electrical Cabinet 150 A	€/month	Quarter	o	268,80	268,80	268,80	230,40	400	

# 03

## EXTENDED BENEFITS

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## 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 questioning 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](http://www.insee.fr)
- Global comparison between sectors

### 3 / Professional federations

- Accurate Contact and Exchange
- Trends and Evolution
- Appropriate indices

# CONCLUSION

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## 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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