

INFRASTRUCTURE & ENGINEERING CONTRACTING WORKSHOP

COMPLIANT AND COLLABORATIVE APPROACHES TO CONSTRUCTION CONTRACTING

Melbourne

9 - 10 June 2020

Sydney

25 - 26 June 2020

EXPLORE

- ▶ Establish collaborative and productive relationships from both sides of the contractual relationship
- ▶ Negotiate for mutual benefit to boost engagement and commitment to project outcomes
- ▶ Utilise efficient procurement strategies
- ▶ Hone your commercial skills for optimal financial performance
- ▶ Understand the relationship between risk, relationships, and rewards
- ▶ Prepare for and prevent scope-creep, conflict, delaying variations
- ▶ Explore various contracting models and identify the best fit for your business and project needs
- ▶ Improve your compliance capacity with extensive knowledge of relevant regulations

EXPERT FACILITATOR



Mike Ford
Director
Project Leadership

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\$600

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27 MARCH 2020
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ABOUT THE EVENT

Large-scale infrastructure and engineering projects are complex entities with intricate stakeholder networks. They can quickly become unwieldy and veer off course. In a heavily regulated environment where the stakes for quality and timely completion are high, organisations engaging contractors and contracting organisations need to know the teams in charge have sharp tools.

Excellent stakeholder engagement skills, deep and accurate knowledge of the governing regulations and sophisticated commercial acumen ensure projects run smoothly and deliver an outstanding product. Mike Ford has over thirty years of experience as an engineer and senior leader on significant infrastructure projects. A master leader in the space, Mike will guide you through two days of essential skills training to help you manage end-to-end contracts.

TRAINING DELIVERY AND PRE-COURSE QUESTIONNAIRE

This workshop will be delivered using a three tiered approach. The structure of each session is as follows:

1. Technical overview and review of research into the topic area under discussion
2. Practical application of management principles in the review of case studies, worked examples and interactive exercises
3. Discussion of outcomes and implementation issues

Workshop participants will have the opportunity to include comments and questions about issues outlined in the program by way of a pre-course questionnaire. This feedback will enable the course facilitator to adjust content accordingly. The workshop has limited places to allow for customisation, greater interactivity and for individual concerns to be addressed.

DAY ONE

Relationship management for smooth project delivery

- ▶ Understand the stakes of all parties and plan for mutual wins
- ▶ Establish and maintain clear, regular, and engaging communication to ensure efficient delivery and universal buy-in
- ▶ Differentiate your stakeholder engagement strategies to accommodate the nuances between public and private sectors
- ▶ Understand your rights and responsibilities in the contracting relationship

Negotiating for clarity and collaboration

- ▶ Strategically segment negotiation into manageable, prioritised elements
- ▶ Analyse the needs and stakes for all parties and identify common ground
- ▶ Use questioning to differentiate deal-breakers from malleable requests

Effective procurement strategies

- ▶ Master the gateway process from planning to contract management
- ▶ Provide consistent and accurate reports to support project governance
- ▶ Ensure regular engagement and confidence of primary stakeholders

WORKSHOP SCHEDULE

- 8.30 - 9.00 Registration
- 9.00 - 10.40 Session One
- 10.40 - 11.00 Morning Tea
- 11.00 - 12.30 Session Two
- 12.30 - 1.30 Lunch
- 1.30 - 3.00 Session Three
- 3.00 - 3.20 Afternoon Tea
- 3.20 - 4.30 Session Four
- 4.30 Close of Workshop

DAY TWO

Commercial acumen for contract and project managers

- ▶ Conduct accurate forecasting and estimation
- ▶ Manage expenditure and prevent budget blowouts
- ▶ Meet compliance requirements in a shifting regulatory environment to avoid costly breaches

Risk assumption and management

- ▶ Understand the relationship between risk assumption and project delays
- ▶ Analyse risk ownership and ensure appropriate delegation of risk
- ▶ Assess your risk appetite and analyse acceptable vs unacceptable risk

Managing change on contracted projects

- ▶ Prevent scope-creep with clear project parameters and early consultation
- ▶ Understand common causes for claims and disputes
- ▶ Minimise delays and variations

Select the best contracting model for you

- ▶ Summary of transactional contract models such as AS 2124, AS 4000 series, AS 4902 series
- ▶ Compare and contrast collaborative contract models such as New Engineering Contract
- ▶ Explore the benefits of Early Contract Involvement and Integrated Project Delivery

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WHO WILL ATTEND?

Infrastructure, engineering and construction professionals working in

- ▶ Procurement
- ▶ Contract management
- ▶ Project management
- ▶ Supply chain

YOUR FACILITATOR

Mike Ford is a highly experienced Chartered Professional Civil Engineer with over 30 years of diverse experience in civil construction and infrastructure EPC(M) project management and leadership. His experience spans hard money contracts, design and build contracts, partnering and alliancing in Australia (SA, NSW, QLD and NT) and internationally (UAE). He is a strong proponent of lean construction principles of inclusivity, empowerment, transparency and accountability. He is also committed to developing and supporting more effective and efficient procurement and delivery models. Mike is a graduate of the Australian Institute of Company Directors.



Mike Ford
Director
Project Leadership

ALSO AVAILABLE

5TH NATIONAL WOMEN IN RAIL, ROADS & TRANSPORT INFRASTRUCTURE LEADERSHIP SUMMIT



22 - 25 JUNE 2020

SYDNEY

Infrastructure & Engineering Contracting Workshop

Cliftons Melbourne
9 - 10 June 2020

Cliftons Sydney
25 - 26 June 2020

Booking Form

Event Reference: IECW0620A - M,S
Priority Code: I

Registration Information

Organisation Name

Address Suburb State Postcode

Booking Contact Information

Title Full Name Position Email Phone

Delegate Information

#	Title	Full Name or TBA	Position	Email	Attendance Date/s
1					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney
2					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney
3					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney
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8					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney
9					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney
10					<input type="checkbox"/> Melbourne <input type="checkbox"/> Sydney

Your Investment

Options (per person)

Qty

Value Plus Rate

Register and pay by 27 March

Super Saver Rate

Register and pay by 20 April

Early Bird Rate

Register and pay by 18 May

Standard Rate

Workshop \$1995 + GST = (\$2194.50) \$2195 + GST = (\$2414.50) \$2395 + GST = (\$2634.50) \$2595 + GST = (\$2854.50)

Discounted off standard rates :

Save up to \$600

Save up to \$400

Save up to \$200

All Prices listed in Australian Dollars

Group Discounts Available:	15% off Standard Rate Team of 3 - 4	20% off Standard Rate Team of 5 - 7	25% off Standard Rate Team of 8+
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TOTAL incl GST

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Note: Course materials, refreshments & lunches are included. Travel and accommodation are NOT included. Registration Options are per person only.

Payment Details

Payment is required prior to attending this event

Credit Card

Cheque (payable to Liquid Learning Group Pty Ltd)

Electronic Funds Transfer

Please invoice me:

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Card Type Visa MasterCard American Express

Note: 2% surcharge applies to American Express payments

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Account No: 407 273

SWIFT Code: WPAUCAU2S

Amount

Please quote ref IECW0620A - M,S and registrant name

Authority

Authorising Manager's Details: This registration is invalid without a signature

Name Position Phone
Email Signature Date

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