

# FIDIC CONFERENCE 2007 - WORKSHOPS

FIDIC Singapore 2007 Conference :: 9 - 13 September

Global Services – Enhanced Partnerships

Chair: Dr John Boyd

Wednesday 12<sup>th</sup> September



## Global Services – Enhanced Partnerships

- To explore the essentials for developing successful relationships with colleagues, clients and other professionals to deliver quality globally;
- To identify strategies and management tools for overcoming barriers to successful cooperation.



## Global Services – Enhanced Partnerships

- 9 workshops;
- 9 coordinators;
- 37 presenters;
- >1100 contributors;
- 3 reporters



## Stream One – Opportunities 1

### “New Market Opportunities – Partnering in Action”

- Huge Opportunities
- Risk allocation
- Poor communication/trust
- Contracts/legislation



## Stream One – Opportunities 1

### “New Market Opportunities – Partnering in Action”

- Team building
- Communications
- Transparency



## Stream One – Opportunities 1

### “New Market Opportunities – Partnering in Action”

- What can FIDIC do?
  - Identify local expertise
  - Guidance for Procurement managers



## Stream One – Opportunities 2 “Professional Recognition”

- Variable Registrations
- Mobility Forums
- Accords



## Stream One – Opportunities 2 “Professional Recognition”

- What can FIDIC do?
  - Facilitate international recognition
  - Develop a global register
  - Promote competencies





## Stream One – Opportunities 3 “Developing the Young Professional”

- Recruitment
  - Society’s Involvement
  - Competitive Salaries
  - Work life balance



## Stream One – Opportunities 3 “Developing the Young Professional”

- Retention
  - Shares/ownership options
  - Positive Motivation/Reinforcement
  - Opportunities for growth



## Stream One – Opportunities 3 “Developing the Young Professional”

- Knowledge Transfer
  - Mentoring
  - Train the Trainers of YPs
  - Develop & maintain office manuals/procedures



## Stream One – Opportunities 3 “Developing the Young Professional”

- What can FIDIC do?
  - Encourage Mentoring in MAs
  - Discounted Fees .v. YP Salaries
  - Mentoring at Conference of YPs
  - Encourage MAs to form YPFs



## Stream Two – Challenges 1 “Choosing the Best Advisors”

- Broader recognition of shortcomings of price based selection
- Modified QBS offered
- Link between QBS & a strong consulting industry



## Stream Two – Challenges 2 “Growing and Sharing Expertise”

- Need for knowledgeable clients and trusted advisors (the consultant)
- Development of capacity through collaboration (successful case studies)
- Government Recognition
- Benefits of Outsourcing considered
- Key Partnering Success Factors



## Stream Two – Challenges 3

### “Collaborate or Risk All”

- Procurement, Risk Allocation, & Reward Sharing
- Client Education
- Improved Insurance Practices
- Consultant Responsibilities



## Stream Three – Solutions 1 “Partnering for Profit”

- Alliancing 101:( Risk Sharing / Relationship Contracting)
  - Shared risk & shared obligations
  - Collective Responsibility
  - Unanimous decision making
  - Transparency
  - No contractual walls
  - Best for project people selection
  - Commercial model aligns goals





## Stream Three – Solutions 1 “Partnering for Profit”

- Alliance Fundamentals
  - Financial Outcome agreed at start
  - Project Goals (KPIs) agreed at start



## Stream Three – Solutions 1 “Partnering for Profit”

- What Projects Suit Alliances?
  - Difficult to Scope & Complex Projects
  - High Degree of Unknowns
  - Brown Field Projects
  - Time Critical Projects



## Stream Three – Solutions 1 “Partnering for Profit”

- Alliance Project Outcomes
  - On Time Delivery
  - Under Budget Completion
  - Higher Participant Rewards
  - Sexy Projects (Attract & retain staff)
  - Innovation Encouraged
  - Disputes Eliminated



## Stream Three – Solutions 1 “Partnering for Profit”

- What Can FIDIC do?
  - Be involved
  - Logical development of existing contracts
  - Produce a Guide to Alliancing
  - Ultimately Produce a “Form of Contract”



## Stream Three – Solutions 2 “Delivering Quality Services”

- FIDIC “Definition of Service” Guide Draft
  - Key Project Phases
  - Brief / Scope of Services definition
  - Construction Monitoring



## Stream Three – Solutions 2 “Delivering Quality Services”

- Outcomes:
  - Yes! Produce the Guide
  - Useful educational tool for clients and staff
  - Generic Format Preferred



## Stream Three – Solutions 2 “Delivering Quality Services”

- What other Guides should FIDIC consider:
  - Limitation of Liability
  - Evaluation of Consultant Proposals – Client Tool
  - Risk & Risk Management
  - Health & Safety for Consultants
  - Sustainability – Next phase post PSM



## Stream Three – Solutions 3 “Developing New Skills”

- World Status?
  - Shortage of resources in most countries
  - Some countries have excess resources
  - Fewer students entering industry
  - Baby boomers retiring
  - Demand Doubling .v. Resources Halving
  - Consulting Engineering not Sexy enough





## Stream Three – Solutions 3 “Developing New Skills”

- What can be done?
  - Attract school students into science
  - Encourage students into engineering
  - Look outside traditional sources for resources
  - Up- Skill present resources
  - Take Responsibility: Individual, Firm, MA & FIDIC
  - Consultants: The World Innovators



## Stream Three – Solutions 3 “Developing New Skills”

- What can FIDIC do?
  - Act as Facilitator & Integrator
  - Work with the Funders
  - Assist MAs to interact with local governments
  - Create policies & facilitate training
  - Young Professionals Management Training Program
  - FIDIC “Business Practice Guide”



## Global Services – Enhanced Partnerships

### ■ Actions for:

- FIDIC
- Member Associations
- Firms
- Everyone



## Global Services – Enhanced Partnerships

- A HUGE THANK YOU TO ALL PARTICIPANTS !!!

