

3rd EPC Project & Contract Management for Energy Sector 2019

22nd-24th of May 2019

Amsterdam, The Netherlands



Stay up-to-date with EPC Contracting & Project Management leading practices in current volatile market and fast-evolving digital environment



SPEAKER PANEL

Jacob C. Jørgensen
General Counsel
Swire Blue Ocean
Denmark

Tim Cummins
President
IACCM
UK

Randy E. Lonsdale
Senior Legal Counsel
(Construction)
LNG Canada Project
Canada

Nicol Cadenau-Gates
Legal Counsel
Boskalis
The Netherlands

T.C Kees Berends
Faculty Member
Rotterdam School of
Management
The Netherlands

Ufuk Kivrak
Managing Director
SCM Consulting
Switzerland

Pepijn Docter
Senior Sales Project Manager
Offshore Wind
SiemensGamesa
The Netherlands

Jurriaan Kien
Legal Director Europe
SBM Offshore
Monaco

Lidia Stepanyuk
Deputy Department Head
Project Controls
Fluor
The Netherlands

Guillaume Bernard
Head of Contract Management
Andritz (Separation Business) &
Founder
Asian Association for Contract
Management (AACM)
Singapore

Workshop Leader

Elmer Sachteleben
Senior Cost Engineer CCE &
Director of Academy
Cost Engineering Academy
The Netherlands

Topics to be addressed

- The next generation project cost management
- New contracting models and challenges in their use
- Secrets from the **Owner's Team**: Avoiding Lump-Sum EPC Claims
- Pro's & Con's of Lump Sum Turnkey contracts
- Root causes of success
- The use of experts: Strategic and procedural aspects
- Digitisation and automation in projects
- Challenges in highly innovative projects (renewable industry)
- Change Order management in EPC environment
- Leadership & Entrepreneurship in Project Management
- Strategic sourcing for EPC projects

Benefits of attending

- Direct networking with selected senior decision-makers and experts from leading EPC Project, Contract, Legal, Risk and Procurement divisions from Global Energy companies
- Expertise exchange of knowledge and experience
- Participation in thought-provoking & brainstorming panel discussions featuring high-level experts
- Learning from the selected examples of practical approach in a business-friendly environment

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INTERACTIVE WORKSHOP - BOARDGAME

HOSTED BY

COST ENGINEERING ACADEMY

15:30 Registration & Welcome Coffee

16:00 Opening Address by the Workshop Leader

Elmer Sachteleben
Senior Cost Engineer CCE & Director of Academy
Cost Engineering Academy
The Netherlands

THE NEXT GENERATION PROJECT COST MANAGEMENT / INTEGRATED PROJECT CONTROLS

16:15 Participants will be involved in a **case-study simulating project** control for a construction project, focusing on the challenges of working as an **integrated team**.

The workshop covers concepts like:

- Setting up an estimate plan and base of the estimate
- Connecting engineering design, cost and time
- Introducing structure to solve complex problems
- Sharing information and cost data between departments
- Working together as an integrated project controls team

17:45 Summary & Closing Remarks by the Workshop Leader

18:00 Coffee & Networking ☕

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Conference Day One



8:30 Registration & Welcome Coffee 

9:00 Opening Address from the Chairman

NEW CONTRACTING MODELS & GLOBAL EPC TRENDS

09:10 New contracting models & challenges in their use

- Growing focus on the need for contracts that offer agility, flexibility and commitment to performance or outcomes
- Growing need for contracts to be simplified and to provide practical operational guidance
- Growing pressure on organizations to streamline and integrate contracting process and practices
- Growing challenge to skills and growing need for dynamic tools and systems

Tim Cummins
President
IACCM, UK

09:50 EPC Contracting Strategies and tactics in a volatile market

- EPC Projects in the VUCA world
- Challenges related to such risks
- Major lessons learnt

T.C Kees Berends
Faculty Member
Rotterdam School of Management, The Netherlands

10:30 Coffee & Networking Break 

FROM OWNERS' PERSPECTIVE

11:00 Secrets from the Owner's Team: Avoiding Lump-Sum EPC Claims

- Watching for common claims sources/indicators
- How "claims management" is not "claims avoidance"
- The "scissors approach" to using contract remedies vs performance management
- Tips for setting up claims avoidance and claims management processes
- Keeping changes within the change management process
- Encouraging the owners' team to adopt a "no change" mindset
- How to train the owners' team to avoid causing claims

Randy E. Lonsdale
Senior Legal Counsel (Construction)
LNG Canada Project
Canada

11:40 Pro's & Con's of Lump Sum Turnkey contracts

- Cost Plus v. Lump Sum; which one to choose?
- Co- contracting: risky business?
- Immature Technology & Lump Sum prices; compatible?
- Does Appropriate risk allocation lead to successful projects?

Jurriaan Kien
Legal Director Europe
SBM Offshore, Monaco

12:20 Lunch Break, Coffee and Networking 

EPC CONTRACTS: CHALLENGES & LEGAL ISSUES

14:00 Root causes of success

- **Modular**
 - which enables learning, and
 - which enables off-site manufacturing & therefore industrialisation
- **Scalable**
 - technology is scalable up in size – having more and bigger turbines in a wind farm
- **The hypothesis** - "modular replicability correlates with better megaproject management and outcomes"

Pepijn Docter
Senior Sales Project Manager Offshore Wind
SiemensGamesa, The Netherlands

14:40 The use of experts: Strategic & procedural aspects

- Why and how?
- The role and impact of the expert
- The scope of the expert's services
- The expert report and cross examination
- Procedural issues

Jacob C. Jørgensen
General Counsel
Swire Blue Ocean, Denmark

15:20 Coffee and Networking Break 

16:00 PANEL DISCUSSION

Digitisation and automation in projects

- From artificial intelligence to robotics and human-machine interactions
- Linking automation with strategic direction, better productivity & efficiency
- Digital in EPC, and its opportunities in value chain

16:40 Closing Remarks from the Chair & Wrap up of Day 1

17:00 Cocktail Reception 

3rd EPC Project & Contract Management for Energy Sector 2019



24th of May

Conference Day Two

22nd-24th of May 2019

Amsterdam, The Netherlands



08:30 Registration & Welcome Coffee

09:00 Opening Address from the Chairman

PROJECT ALLIANCE & INNOVATIVE PROJECTS

09:10 **Project alliance as approach to achieve optimum cost & schedule**

- Project alliance as approach: why, when & where?
- The economic viability of project alliance
- Addressing cost and schedule aspects

Lidia Stepanyuk

Deputy Department Head Project Controls

Fluor

The Netherlands

09:50 **Challenges in highly innovative projects (renewable energy)**

- Cost-cutting and delay avoidance
- Wind energy EPC projects
- Offshore windmills projects are very risky, EPC contracts are not favorable ones?

Time-slot reserved for sponsors

10:30 **Business Card Exchange and Coffee Break**

Opportunity for the participants to share their contact information with each other dedicated specifically to strengthening business connections with the industry peers.

VENTURES & MULTIPLE CONTRACTOR PROJECTS

11:00 **Key-points for attracting investors to participate in future ventures**

- Company performance
- Shareholder expectations
- Funding
- Costing and savings
- Project delays

Time-slot reserved for sponsors

11:40 **Managing project complexity where multiple main contractors are involved**

- Strategy for managing interfaces between contractors
- Seeing a big picture in communication and processes between contractors, and between operators and contractors
- As complexity increases, so does the need to control and change during the project

Nicol Cadenau-Gates

Legal Counsel

Boskalis, The Netherlands

12:20 Lunch Break, Coffee and Networking

CHANGE ORDER MANAGEMENT & LEADERSHIP IN PROJECTS

13:40 **Change Order management in EPC environment**

- Securing unfair Change Order clause
- Providing a "real life project" approach
- Protecting the interests of both parties
- Proving professionalism in Project Management

Guillaume Bernard

Head of Contract Management, Andritz (Separation Business) &

Founder, Asian Association for Contract Management (AACM) Singapore

14:20 **PANEL DISCUSSION**

Leadership & Entrepreneurship in Project Management

- How to develop project leadership culture in the organisation that can help leading to an EPC project
- Effective leaders = successful projects?
- Leadership mindset for all project leaders

STRATEGIC SOURCING FOR EPC PROJECTS

15:00 **Strategic sourcing for EPC projects**

- High performance and cost efficiency tips
- Sourcing, category management & cost optimisation
- Procurement capability concerns & limitations

Ufuk Kivrak

Managing Director

SCM Consulting, Switzerland

15:40 Closing Remarks from the Chair & Wrap up of Day 2

16:00 Afternoon Coffee and Networking

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Prospero Events Group: PEG Europe s.r.o.
Sales Contract

REGISTRATION FORM

PLEASE COMPLETE THIS FORM, SCAN AND SEND TO:

Booking contact

David Schkade

tel: +420 255 709 517

fax: +420 255 709 599

email: davids@prosperoevents.com



22nd-24th of May 2019

Amsterdam, the Netherlands



CONFERENCE: 3rd EPC Project & Contract Management for Energy Sector 2019
DATES, VENUE: 22nd - 24th May, Amsterdam, The Netherlands

3rd EPC Project & Contract Mgt for Energy Sector 2019

will gather selected Project, Procurement and Contract expert senior decision-makers from leading Key Players in Energy Sector to exchange the knowledge, expertise, challenges and best practices in a business - friendly environment. The event will focus on practical sessions and brainstorming of main crucial issues and on productive networking between industry professionals.

Conference Venue

Hotel Name: Hotel NH Amsterdam Centre

Address: Stadhouderskade 7

Telephone: +31 20 685 1351

For more info: Our Operations team will be in touch with yourself for discounted accommodation rates reserved for Prospero attendees.

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In accordance with the General Data Protection Regulation of the European Parliament and Council of the EU 2016/679 (hereinafter as "GDPR") and in accordance with the act no. 480/2004 Sb. (coll.), on some services of the information company, I consent to:

Having my data (email that I have provided, hereinafter as "personal data") processed by PEG Europe s.r.o., Company registration no. 281 82 171, with its registered seat in Prague 10, at V Olšinách 1124/54, Postal code: 100 000, company registered under the laws of the Czech Republic within the Commercial Register administered by the Metropolitan Court in Prague, file no. C 131165, acting as a controller of my data pursuant to GDPR (hereinafter as "controller"), for marketing purposes, including, but not limited to: direct marketing and advertising, namely to sending commercial messages via email.

The withdrawal of the consent does not affect the legality of the processing in the ground of a consent given before such withdrawal. The personal data can be processed by processors on behalf of the controller, such as, software providers etc.

I have been instructed about my rights pursuant to GDPR, which are right to access my personal data, right to demand the correction, update or erasure of the same, right to eventually demand the restriction of my personal data where applicable, and right to object to the processing.

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Position

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This booking is invalid without a signature.

AUTHORISATION Signatory must be authorised to sign on behalf of contracting organisation.

Delegate Fees

FULL EVENT (2 DAY CONFERENCE + WORKSHOP) €3695+VAT

2 DAY CONFERENCE €2995+VAT

Consultant and Solution Provider Fees

FULL EVENT (2 DAY CONFERENCE + WORKSHOP) €3995+VAT

2 DAY CONFERENCE €3395+VAT

DOCUMENTATION PACKAGE €695

Conference venue local VAT applied.

Registration fees are inclusive of conference attendance, programme materials and refreshments.

Hotel accommodation and travel expenses are not included in the registration fee.

Payment is required within 5 working days.

Notes

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