

Course Outline:

How to procure Infrastructure Projects and Set them up for success

1 day classroom course – 8 hour course

Delegates will be given course material on the day.

The course is an interactive one that takes the delegates through the Invitation to Tender process using case studies and highlighting tools that will not only make the process successful but also set up the project for success during its delivery phase.

Delegates will be given tick sheets on the documentation and activities that they need to undertake to make the procurement process successful

Learning Objectives:

The course is based on issues that has cause projects being challenged, gone overbudget and come in late. The tools and issues discussed are therefore meant to equip the team undertake a process that ensures the process is robust against challenge and also produces an output that will ensure the project is successful.

The course will focus on the following:

- Coming up with the Right Budget for the Project
- Understanding the Risks and allocating them. This helps in choosing the right contract model and conditions of contract
- Tailoring the Organisations Contract Model to suit the project or work package
- Developing the Specification
- Risk Management
- The People involved
- Performance Incentives
- Establishing a fair process
- Putting out the call
- Evaluating the Tender Returns
- Using the tender phase to develop the relationship and establish the values you want on the project
- Negotiating the Contract
- Bullet proofing the contract based on the returns, negotiations and tender questions
- Bullet proofing the selection decision

Instructor: Clement Kwegyir-Afful BSc MSc CEng FICE MAPM

The Instructor is an experienced project manager who has delivered award winning projects and also turned around struggling projects

and set them up for success. Some of the projects he has worked on includes HS2, Hinkley Point C and Reading Station Area Redevelopment Project.

Apart from receiving awards with his projects, the tutor has also published a book on project management, received commendation from government organisations (HE) and a thank you letter from a former UK Prime Minister.

The instructor consults for large infrastructure projects and government organisations in the UK and overseas.