



**CONSTRUCTING
EXCELLENCE**
IN NEW ZEALAND



Constructing Excellence (NZ) Ltd is pleased to present **Derek Salkeld from DS+A Ltd, United Kingdom**

"You will be able to make a case to project sponsors for the right amount of funding and the right amount of time that will be needed to deliver the project with confidence, and you will be able to provide a strategy for the project delivery team that will assure a successful project for everyone involved."

Derek Salkeld has world class expertise in forecasting project costs and timescales using statistical methods. He has made significant contributions, specifically inside Client organisations, to the funding applications and business cases to many high profile projects including Heathrow's T5, the Channel Tunnel Rail Link and now Crossrail and the London Olympics and has NZ experience with NZTA (TransitNZ as was).

Derek Salkeld has worked on the development of projects for twenty five years. His style and expertise works to bring the best from existing teams and provide world class Best Practice focused on individual business's outcome needs. After training as a geophysicist, he spent eight years as a systems design engineer and engineering manager in the defence sector.

He is a doctoral student at the School of Business, University of Exeter researching mathematical methods for the prediction of project funding requirements and is author of 'Overspent? Late? Perhaps Not Next Time' on the use of risk analysis to inform investment decisions on infrastructure projects' (Ashgate Gower, published 2012).

Derek Salkeld founded DS+A Ltd in 1990. The company specialises in risk management and risk analysis and has completed over five hundred commissions. Mr Salkeld trains the company's analysts and continues to work as a senior analyst.

Whilst in New Zealand, Constructing Excellence is offering (for 2 weeks only in October – November 2012) opportunities to work with Derek either Corporates, within your business, or individually through our training short courses.

***Places are limited and dates are already being "blocked out" by major client organisations.*

Short Course Training Dates: 25th & 26th October 2012 – Auckland - \$1750 + GST (2 days)

1st & 2nd November 2012 – Christchurch - \$1750 + GST (2 days)

Qualifications

BSc.(Hons) Applied Physics , MIET (formerly MIEE), Chartered Engineer, Eur. Ing

Fellow of the Institute of Risk Management.

PRINCE2 Practitioner

Sharing ■ Learning ■ Innovating ■ Together

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www.clientsuccess.org.nz