

**CCG Auckland – workshop 26 September 2012**

*“Capturing of Best Practice in Construction Procurement for industry improvement”*

This paper records the findings of the workshop, with the participants being the attendees of the Construction Clients Group event at Arrow internationals' Auckland office

<b>Item No</b>	<b>Procurement blockers to improvement of productivity</b>	<b>Solution</b>
1.	Risk transfer not producing optimum outcome	Two stage tendering. shortlist followed by workshops to get full understanding risk, allocation the appropriate party – on-going review
2.	Change averse	Education top to bottom, change of culture
3.	Poor initiation process – resulting in the project time scale being compressed – not sufficient time in planning	Appropriate investment in the selection of the lead consultant for the project (also consider use of BIM)
4.	Over promises combined with lack of ability/skill	Commitment to appropriate resources and level of skills required
5.	lack of transparency – fear of being taken for a ride	Robust tender process (with a degree of flexibility)
6.	Supply chain visibility	Improved knowledge and understanding of the supply chain
7.	Number of isolated parties involved in process – lack if integration	Flat open management structure across the supply chain
8.	Client governance to operate within prescribed rules, making it hard not to use a “traditional” approach	demonstrate value for money
9.	Tender process can encourage bidders to price risks low, thus more chance of bad behaviour during the contract	Allocation of risk – Use a thorough due diligence process
10.	Accountability of the design team	Need to be able to focus appropriately see items 11 and 12
11.	Client strategic uncertainty	Develop and implement a strategic plan
12.	Poor forward works planning	Robust forward works plan – well communicated
13.	Limited resources – skills and experience	Forward planning/strategies to address this issue
14.	lack of knowledge of consequence of actions	Training and culture