

# Short Course Module - AUCKLAND

## Commercial and Contract Management

Friday 28<sup>th</sup> November 2014



*“Project Procurement is NOT just a case of picking up the last contract you used & adding to it!”*

Key Factors	Details
<b>Name</b>	<b>Commercial and Contract Management</b>
<b>Where</b>	NZIM, 4th Flr, Phillips Fox Tower, 205 Queen St, AUCKLAND
<b>Description</b>	<p>When asked “<i>name some procurement methods?</i>” people often mistakenly respond with lump sum, target price, fixed cost etc. However these are actually payment methods. Payment methods are just one part in choosing the ‘correct’ procurement process.</p> <p>Most construction professionals don’t fully understand the correct way to approach procurement. It is a task that is traditionally done inconsistently and not best for project outcome.</p> <p>In our industry there is a lack of awareness that procurement is also a risk management process. Project procurement is not just a case of picking up your last contract that you used and adding to it! All too often we begin with picking a contract that was used on a previous project and then work out the rest from there! Odds are this approach is not going to give you the outcome you want.</p>
<b>Learning Outcomes</b>	<p><b>On completion of the workshop, you will:</b></p> <ul style="list-style-type: none"> <li>• Understand that procurement is not just selecting a form of contract. It’s a process of risk identification and allocation.</li> <li>• Understand how to identify and prioritise strategic drivers.</li> <li>• Understand the differences between common procurement models and payment mechanisms.</li> </ul>

	<ul style="list-style-type: none"> <li>• Consider what best practice contract management looks like.</li> <li>• Introduction to good practice programming.</li> </ul>
<b>Tutor</b>	<p><b>Matt Freeman – Partner, Constructing Excellence</b></p>  <p>Matt has a strong Project Management background is now working as a Management Consultant working in areas where he can add most value. Matt’s main focus is the tactical phase of project and service delivery and the incorporation of international best practice where it applies. He has been successful working with clients to identify best fit procurement models, pricing mechanisms and contract conditions. Matt works with public and private clients and in the building, infrastructure and energy sectors.</p> <p>Matt also provides commercial management and contract training for client organisations and every level of the supply chain. He also implements project control tools to help achieve contract compliance proactive risk, time and cost management.</p> <p>Matt is a passionate advocate for building collaborative working environments, and has procured and/or advised on many NEC3 contracts in New Zealand and the UK, as well as PPP’s in the UK.</p>
<b>When</b>	<b>Friday 28<sup>th</sup> November 2014 8.30am – 4.30pm</b>
<b>Investment</b>	<b>\$600 +GST with refreshments included</b>
<b>More at</b>	<a href="http://www.theacademy.co.nz">www.theacademy.co.nz</a>

# Module Booking Form

<b>Module</b>	<b>Commercial and Contract Management</b>
<b>Dates</b>	Friday 28 <sup>th</sup> November 2014, 8:30am – 4.30pm
<b>Investment</b>	\$600 +GST
<b>Name (s)</b>	
<b>Role (s)</b>	
<b>Company</b>	
<b>Tel:</b>	
<b>Email:</b>	
<b>Address for Invoice</b>	
<b>Signature &amp; Date</b>	

Please email or post to:

[admin@constructing.co.nz](mailto:admin@constructing.co.nz)

Marianne Tunley

**Constructing Excellence NZ Ltd**

PO Box 25932, Auckland 1740

t: +64 (0)9 585 2218

m: +64 (0)21 190 1000

**\*We can also deliver this workshop in-house for your staff.**

\*\*Payment is required at least 48 hours before the event. \*\*Cancellation is accepted with full refund up to 48 hours before the event. \*\*Within 48 hours of the event will result in a credit for a future course.