



**Construction  
Clients' Group**  
CONSTRUCTING EXCELLENCE

Delivering individual, corporate  
and industry excellence  
in construction



## CCG 2010 review & 2011 plans

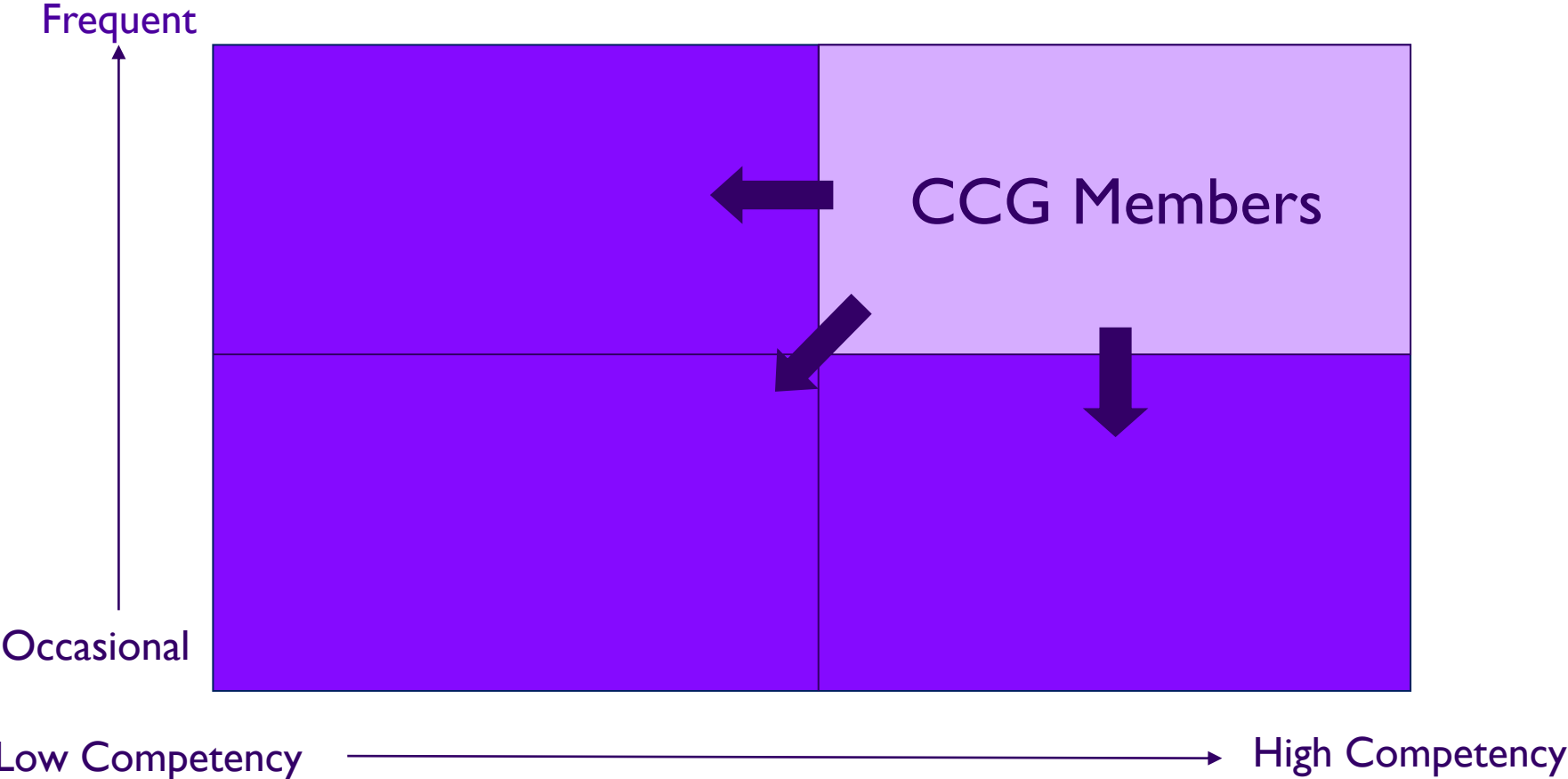
30th March 2011

# Reflections from my first 12 months in NZ

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- ▶ Welcome & open sector
- ▶ Open to innovation & change
- ▶ Genuine world leading best practice
- ▶ CCG members committed to challenging the norm
- ▶ CCG members want to make a difference
- ▶ Embracing challenges: recession recovery, EQ rebuild
- ▶ Exciting times & opportunities: industry reform programme
- ▶ Work/life balance
- ▶ Dentists are expensive!

# Influencing client behaviour



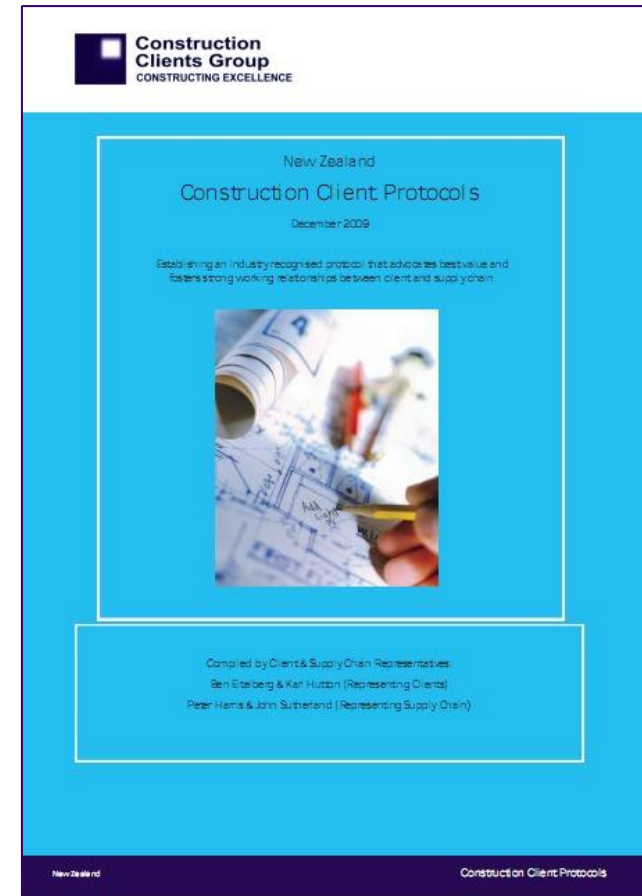
# CCG 2010 Review

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- ▶ Clients' Protocols launched
- ▶ 5<sup>th</sup> anniversary
- ▶ CCG south island launched
- ▶ Inaugural annual members' event
- ▶ High profile and international speakers
- ▶ Record attendance at events
- ▶ Increased membership (Chch, Welly, Akl, National)
- ▶ Improved profile and awareness

# Themes covered in 2010

- ▶ Resilience
- ▶ Procurement
- ▶ Client lessons from supplier selection
- ▶ Health & Safety
- ▶ SuperCity update
- ▶ RMA & Codes update
- ▶ Impact of lowest cost tendering
- ▶ Client brief
- ▶ PPPs
- ▶ Protocols launch



# Influence & representation

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- ▶ Government
- ▶ Industry organisations
- ▶ Industry themes
- ▶ Professional institutions eg ICE, RICS, etc

# 2010-11 Pathfinder Projects



# Pathfinders

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- ▶ 9 projects during the last year
- ▶ Award winning alliance
- ▶ Use of technology & prefabrication
- ▶ Better briefing and early contractor involvement
- ▶ Stakeholder engagement & management
- ▶ Whole of life and life cycle costing
- ▶ Using benchmarking to drive improvement
- ▶ Educating clients



# Plans for 2011

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- ▶ Continue to deliver 2010-15 strategy
- ▶ Continue to deliver events with high profile speakers
- ▶ Review & implement product and services strategy
  - ▶ Guidance
  - ▶ Tools - Client Protocols Assessment Tool
  - ▶ Client survey
- ▶ Continue to build credibility
  - ▶ CIC membership
  - ▶ CCG involvement in Productivity initiative
  - ▶ Minister to attend 2012 annual members' event!

# Plans for 2011 contd.

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- ▶ **Growth**
  - ▶ Increase % number of clients/procurers
- ▶ **Governance - develop & implement governance structure**
  - ▶ Board vs SG structure
- ▶ **Assess and restructure membership categories**
  - ▶ Supply side organisations eg by size of organisation
  - ▶ Demand side organisations eg by size of construction spend