EPC CONTRACT MANAGEMENT FOR
POWER & UTILITIES

26 – 27 MAY 2014, SINGAPORE

2 PRACTICAL EXERCISES

Practical Workshop-1: Review of a standard form of contract and editing in context of an EPC Project
Enhancing delegate’s skills sets in the review, editing and negotiation by reference to Case study: FIDIC EPC/Turnkey Contract (commonly known as the Silver Book)

Practical Workshop-2: Developing documents and a strategy for dispute resolution
Enhancing delegate’s skills sets in the assessment of dispute resolution provisions based on the FIDIC EPC/Turnkey Contract (commonly known as the Silver Book), and selecting an appropriate dispute resolution strategy.

Expert Course Trainer:
BRYAN GUNDERSEN

energy institute Approved Training Provider
CPD MEMBER The CPD Certification Service
*Subject to terms and conditions
Another Quality Training By powerEDGE Empower your future
About this Training Course
Get to know what it takes to Contract Manage major international Power & Utility EPC-Contracts.

This 2 day course begins with a review of the contemporary Contract Manager’s role in major construction contracts. The course provides for a comprehensive insight into the essential elements of construction contract law relevant to contract formation and performance.

The course modules are divided into three project phases from project inception to project completion. In the contract definition phase participants will learn aspects of contracting strategy, procurement process, and the preparation of contract documents. This will help them to select appropriate procurement methods, forms of contract and negotiate core contract clauses.

The contract implementation phase covers the management of essential contract clauses, installing appropriate contract processes, the control of changes and risks, and maintaining the appropriate communications and project records.

The contract close-out phase covers the documentation of the parties' fulfillment of their contract obligations, as well as causes of claims, and some fundamentals of claim strategy, management and methodologies.

Practical workshops in contract drafting and claim resolution are interspersed with the presentation modules to enhance understanding and cement the skill sets learned. The course ends with a review of ways to deal with some occasional but potentially severe impact events and circumstances.

Learning Outcome
Parties currently involved in large complex and fast-track construction projects frequently suffer financial loss that could have been mitigated by effective Contract Management. Appropriate practical “know how” of Contract Management techniques will improve your ability to take appropriate steps, or to obtain necessary advice, to avoid or manage such risks.

This training course will equip you with the following:

- Acquire understanding of the nature, tasks, and importance of Contract Management;
- Learn relevant key contract and legal issues relevant to running an international construction project;
- Appreciate contractual issues in procurement and a skill set in identifying and negotiation core contract defining clauses;
- Better manage the essential contract clauses during project implementation;
- Improve your skills in dealing with claims and disputes;

Who Should Attend
All commercial, engineering and construction level project decision makers from the Power & Utilities industry including:
- Project Managers and Construction Managers;
- Design Managers and Lead Engineers;
- Contract Managers and Contract Engineers;
- Project Controls and Planning Engineers;
- Quantity Surveyors;
- In-House Legal Counsel and Legal Professionals working in the energy construction industry.
2 Day Course Outline

Review of the Contract Manager role on major energy sector construction contracts

- Defining the contemporary role of Contract Management (best contract management principles)
- Essential features of an EPC Contract
- An outline of an EPC Contractor’s Contract Management process
- Contract Managers’ Professional Associations

Familiarization with contract laws and legal principles

- Defining the elemental requirements for contract formation
- Review of the contract content in terms of the relative importance that parties can attach to contract terms, and the terms implied by law
- Contract performance and the ways that a contract may be discharged and brought to an end
- Consideration of the types of a breach of contract and the different consequences
- The rules to be applied to interpretation of ambiguous or conflicting contract terms

Project Definition: Getting the contracts ready for a project

- Understanding the terminology: Different types of power project structures (BOT, BOOT BOO as types of Public Private Partnerships)
- Standard contract forms: FIDIC, ICT, ICE, NEC, LOGIC and BIMO
- Who is FIDIC (Federation Internationale Des Ingenieurs - Conseils) and what does it do?
- What types of construction contracts do the FIDIC suite of contracts cover?
- Conditions of Contract for Construction (the Red Book)
- Conditions of Contract for Plant and Design-Build (the Yellow Book)
- Conditions of Contract for EPC/Turnkey Projects (the Silver Book)
- Differences between the EPC/Turnkey Contract and EPCM Contract.
- When and why use other types of construction contracts?

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Project Implementation: Understanding the role of EPC Contracts in power projects

- Interface on key issues with other project agreements
- Access and interface with transport infrastructure
- Commissioning, testing and commercial operation regimes
- Feedstock and product specifications
- Use of split EPC Contracts (onshore and offshore)

Project Implementation: Managing the critical contract clauses

- Identifying the critical clauses typically encountered during the management of contract implementation
- Review of the content and operation of these critical clauses: Case study: FIDIC EPC/Turnkey Contract (commonly known as the Silver Book)
- Key contract management techniques to mitigate disputes arising during contracts (Use and manage relevant contract provisions, the role of communication, underlying interests and third party reviews)
- Review of the meaning and application of legal terms in contractual correspondence including relevance of time-is-of-the essence, time-at-large, and without prejudice
- Guidelines for Contract Manager’s letter and report writing skills

Project Close-Out: Contract completion and claim settlement

- Understanding the role and working with the Owner’s Engineer
- Managing the interface of Commissioning, testing and commercial operation regimes under fuel supply, EPC and offtake agreements
- Identifying potential claim strategies, and the requirements for effective claim planning

When the going gets rough: Dealing with occasional but high impact events

- Resolving disputes before formal dispute resolution mechanisms are invoked by conflict management (best contract management principles based on positional versus principle/interest based negotiation, key negotiation success factors, key negotiation techniques, Key negotiation tactics, negotiation preparation and managing the negotiation process
- Dispute resolution mechanisms
- Managing a mediation and an arbitration
- How to settle legal proceedings

Practical Workshop-2: Developing documents and a strategy for dispute resolution
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Courses Available

- 4 Pillars of Transformer Condition
- Advanced Project Finance for Power
- Advanced Technical Report Writing & Presentation Skills
- Advanced Turnaround Shutdown & Outage Management
- Ancillary Services in Competitive Electricity
- Asset Management for the Power Industry
- Best Practice Renewable Energy Capital & Project Management
- Biomass Power Generation
- CFB Combustion for Boiler Operations
- Clean Development Mechanism and Carbon Markets
- Coal Contracts
- Combined Cycle Power Plants Operation
- Combined Heat & Power (CHP) and Co-Generation Plant Operations
- Competency Management System for the Power Industry
- Design & Operations of Circulating Fluidized Bed Boiler
- Developing & Structuring Public-Private Partnership (PPP) for Infrastructure
- Effective Tender Process Management for Power & Utilities
- Electrical Hazop (eHazop) Studies for the Power Industry
- Electricity Demand-Side Management
- Electricity Industry Design
- Electricity Network Planning
- Electricity Retail Contracts
- Electricity Theft
- Electricity Trading Essentials
- Energy Efficiency
- EPC Contract Management for Power & Utilities
- Essentials of Coal Markets and Trading
- Essentials of Power Trading
- Excitation Systems
- Feed-In Tariffs for PV Systems
- Finance for Non-Finance Professionals in Power & Utilities
- Financial Modelling for Project Finance in Power & Utilities
- Fitness-For-Service AP1 579 & High Energy Piping Life Management
- Fundamentals of Geothermal Energy
- Fundamentals of Power Generation
- Gas & LNG Contract Negotiation
- Gas Turbine Generator Selection, Operation & Maintenance
- Gas Turbine Hot Gas Paths, Rotors & Failure Analysis
- Gas Turbine Major Inspection & Overhaul
- GE Gas Turbine Operations Simulation Based
- HRSG Design, Operations & Understanding, Controlling of HRSG Damage Mechanisms
- HV Substation Design & Construction
- IEC for Utilities
- Integration of Distributed Generation
- Introduction to Carbon Capture & Storage
- Introduction to Clean Coal Technology
- Introduction to Power Systems
- Keeping Electrical Switchgear Safe
- Leadership & Team Dynamics for Power & Utilities
- LNG Fundamentals
- LNG Markets & SPOT Trading
- Maintenance Planning & Scheduling
- Making IPP & Renewable Energy Projects Contract Frameworks Bankable
- Managing Complex Projects for Power and Utilities Professionals
- Medium Voltage & High Voltage Switchgear
- Metallurgy for Engineers
- Mechanical Engineering for Non-Mechanical Engineers
- Mini Hydro Project Analysis
- MK VI Speedtronic Control System
- Nuclear Power
- Offshore Platforms Electrical Systems Design & Illustrations
- Operations of Coal Fired Power Plants
- Power Generation Commissioning, Operations & Maintenance
- Power Generation Operation, Protection & Excitation Control
- Power Plant Chemistry for Chemist & Chemical Engineers
- Power Purchase Agreements
- Process Control Methods
- Programmatic CDM
- Relay Protection in Power Systems
- Reliability Centered Maintenance Masterclass
- Reliability Engineering
- Renewable Energy Development & Investment
- Renewable Energy Integration
- Risk Based Inspection
- Risk Management in Power Markets
- Root Cause Analysis
- Rotating Equipment Maintenance & Reliability Excellence
- SCADA & Power Systems
- Smart Grid
- Solar Energy & Photovoltaic Power
- Spare Parts Optimisation
- Supercritical and Ultra-Supercritical Coal-Fired Power Plant
- Technical Report Writing & Presentation Skills for Power & Utilities Professionals
- Ultra Low NOx Gas Turbine Combustion
- Uninterruptible Power Supply
- Vibration Analysis & Condition Monitoring
- Waste to Energy Plant Operations
- Water Treatment and Corrosion Control for Steam Generation and Power Production
- Writing Effective Standard Operating Procedures (SOP) for Power & Utilities Professionals & Engineers
Frequently Asked Questions (FAQs)

1. Does PowerEdge have other programmes than those listed? We have more than 200 programmes that we are capable of running. All we need is for you to contact us and request for the preferred programme and we will be able to develop it.

2. Where is PowerEdge based? PowerEDGE is headquartered in Singapore but we run our training programmes in different venues around Asia.

3. What does PowerEdge do? We are a Power & Utilities Training Specialist.

4. Can this course be done in our city? It absolutely can. Get in touch with us to request for a training programme to be carried out in your city.

5. Can you reduce the price of our preferred course? While our price has been reduced before it is even launched, we are always happy to help you with further discounts.

6. Can you change the dates of the course? If you have a special requested date, let us know and we will arrange another session for you.

7. Who are the companies that will be participating? This varies from a diversity of Power Operators, Regulators, Financiers, to Vendors in the Power & Utilities industry.

8. Where is the venue for the course? We usually engage a 4 to 5 star hotel meeting room to ensure the comfort of our participants.

9. How many delegates should we expect for each course? This varies from 15 to 20 participants. Class sizes are kept small to allow trainers to focus better on each participant.

10. What are the different payment modes? We accept Visa/MasterCard, cheques, bank transfers and cash on site.

11. Is accommodation included when I sign up for a course? Accommodation is not included in the course fee but we are always happy to advise on available accommodations.

12. Can I get a cheaper accommodation through PowerEdge? We will be pleased to help you negotiate a better rate with hotels.

13. Is lunch provided during the course? We provide lunch and 2 tea breaks every day during our training programmes.

14. Are the training materials included once I have signed up for a course? Yes, training and course materials are included in the course fee.

15. Will there be a certificate for the course? Yes, there will be a certificate of participation upon completion of a course.

16. Who are PowerEdge trainers? They are expert consultants and practitioners with many years of experience in the subject matter that they deliver on.

17. Are PowerEdge trainers competent? We have received numerous favourable feedbacks on our trainers from past participants.

18. Can PowerEdge assist with Visa travel applications? We can assist in advising you on the relevant procedure(s) and embassies/consulates that provide Visa for travel purposes.

19. Can we purchase training materials without attending a course? Unfortunately this option is not available as training materials are specially developed for courses.

20. Can course content be tweaked to cater to our needs? Of course! Just let us know your request and we will get the trainer to assist in carrying it out.
**ATTENDEE DETAILS**

Name ........................................................................................................... Job title ...........................................................................................................
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**COMPANY DETAILS**

Organisation name ........................................................................................................... Industry..............................................................
Address ..........................................................................................................................................................
Postcode ........................................................................................................... Country..............................................................
Tel ......................................... Fax ..............................................................

**PAYMENT METHODS**

By Cheque/ Bank Draft: Make Payable to PowerEdge Pte Ltd.
By Telegraphic Transfer: Please quote AE1 with the remittance advise
Account Name: PowerEdge Pte Ltd.
Bank Address: 65 Chulia Street OCBC Centre, Singapore 049513
Swift Code: OCBCSGSG
All bank charges and payment in Singapore dollars (SGD) to be borne by payer. Please ensure that PowerEdge Pte Ltd receive the full invoiced amount.

**REGISTRATION FORM**

<table>
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<th>2 Day Programme</th>
<th>NORMAL PRICE</th>
<th>Early Bird SAVE SGD 200 Ends 30 Mar 2014</th>
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<td></td>
<td>SGD 2,600</td>
<td>SGD 2,400</td>
<td>SGD 2,340</td>
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<tr>
<td>Per Participant</td>
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**4 ways to Register**

- Online Web Registration
  - info@poweredgeasia.com
  - (65) 6741 9927
  - (65) 6747 8737

**RELATED COURSES**

- Keeping Electrical Switchgear Safe
- Introduction to Power Systems
- Power Generation Operation Protection & Excitation Control
- Fundamentals of Power Generation

**On Site Training**

Can’t make it for the Course?  We’ll make the course come to you!!

Simply let us know your preferred time and dates and we will meet you at your schedule and venue.

With a host of highly trained experts, we will be happy to customize your programme with your needs 100% fulfilled.

Contact us today at
  - info@poweredgeasia.com
  - (65) 6741 9927

**www.poweredgeasia.com**