

**THE ROYAL INSTITUTION OF NAVAL ARCHITECTS**



**Three Day Training Programme**



# **CONTRACT MANAGEMENT FOR SHIP CONSTRUCTION, REPAIR & DESIGN**

**3 - 5 th April 2019**

**By Dr Kenneth W. Fisher, FRINA**



**[www.rina.org.uk/Contract\\_Management\\_April\\_2019](http://www.rina.org.uk/Contract_Management_April_2019)**

*If you have any questions regarding this or any other RINA event, please contact Catherine  
Tel: 44 (0)20 7235 4622 Ext 331, Fax: 44 (0)20 7259 5912 or Email: [conference@rina.org.uk](mailto:conference@rina.org.uk)*

## TOPICS TO BE COVERED INCLUDE:

- Contract Management and Mis-Management - multiple case studies and lessons learned.
- Contract Performance Documentation - basic work, change work, extra work and re-work.
- Change Orders - advance establishment of approval procedures and time constraints, identifying constructive, negotiated, unilateral and other CO's, identifying the downside risks of CO's.
- Critical Path - 'Real-time' identification of changes, slippage's and re-routing. Monitoring and reporting production work.
- Engineering/Drawings - defining the types, schedules and responsibilities.
- Owner-Furnished Materials - and information: definitions, forms and schedules.
- Hourly Rates and Overtime - agreeing in advance to whom they apply and who pays for it under different circumstances.
- Post-Delivery Negotiations - of unpriced change orders: documenting the work.
- Claim Avoidance - through structured communications and documentation.
- Delay, Disruption and Acceleration - 'Real-time' identification and quantification of the direct and secondary cases and effects.

## PROGRAMME

### DAY 1 (09.30-17.00) - CHRONOLOGICAL ELEMENTS OF CONTRACT MANAGEMENT

- Principles of Contract Management
- Pre-Signing Contract Management
- Contract Signing
- Contract Management During Performance
- Post-Delivery Contract Management

### DAY 2 (09.00-17.00) - CHANGE ORDERS/ARISINGS - PRICING, SCHEDULING & NEGOTIATION

- Avoiding Changes with 'Most-Probable' Specifications
- The 'True' Origin of Changes
- Identification of the Real Change in Workslope
- Change Work as a Substitute for Basic Work
- Engineering & Procurement for Changes
- Support Services Necessary for Change Work
- Estimating Change Work vs. Basic Work
- Estimating Non-Productive Effects of Changes
- Identifying Often Overlooked Billable Personnel
- Shipyard's vs. Ship Owner's Estimates
- Lead Times and Duration's for Change Work
- Identifying Schedule Impacts of Change
- Reliance on OFM/GFM Commitments
- Identifying when the Owner/Government Can't Say No

### DAY 3 (09.00 - 16.00) - SPECIFIC CONTRACT MANAGEMENT DISCUSSION TOPICS

- Contract Management vs. Project Management
- Contract Definition, Document Precedence
- Specification Types and Advantages of Each
- Drawings and Bills of Materials
- Classification and Regulatory Matters
- Owner's Approvals
- Owner Furnished Materials and Information
- Documented Communications
- Schedule/CPN and Schedule Monitoring
- Labour Hours - Estimates, Budgets, Actuals
- Delays - Excusable, Compensable, Concurrent
- Financial Matters and Considerations
- Vessel Delivery and/or Re-delivery
- Standards for Inspections and Substitutions

## Benefits of Attending

This 3 day training programme is a lessons-learned one, not some theoretical course on contract management. It bears a lot of "scar tissue" from marine contractual disasters. It is designed for (a) **project managers**, (b) **people who form contracts** and (c) **senior managers** who monitor contract-related cash flow. It's designed to be relevant to shipyards, repair yards, naval work, ship owners, equipment suppliers and consultants.

The benefit of improved contract management is identification of the pitfalls and traps experienced within the industry. The attendee will be more prepared to identify all the costs, schedule changes and to properly assign responsibility for those changes and effects. This will save your firm considerable sums in each major contract. The benefits are estimated at two to three percent of the total value of all contracts managed after the training programme

**ABOUT THE COURSE LEADER** - Dr Kenneth W. Fisher FRINA is recognised worldwide as the leading authority on the development and management of complex contracts and specifications for ship construction, conversion, repair, and design. He is author of the 2004 RINA publication, Shipbuilding Specifications: Best Practices Guidelines, and of the 2003 SNAME publication, Shipbuilding Contracts and Specifications. As an arbitrator, expert witness, consultant, and instructor for nearly 35 years, he brings clarity and organisation to an otherwise-complex set of management requirements unique to the maritime industry.

### LIMITED PLACES AVAILABLE

Please note that there are a limited number of places available on this course and any registrations made will be on a first come, first served basis. Due to the successful nature of past courses the RINA expects to re-run this event in October 2019. If you wish to receive details regarding this course or make a provisional advanced booking, please tick the box on the registration form provided.

### VENUE & ACCOMMODATION

The venue for the training programme is the RINA HQ, 8 - 9 Northumberland Street, London, WC2N 5DA, UK. Accommodation can be booked through HotelsCombined.com, the world's largest hotel price comparison Website. An exclusive 10% rebate is given to hotels booked via their website for all attendees. <http://www.hotelscombined.com/City/London.htm>. For more information on the rebate program visit: [http://www.HotelsCombined.com/Conference\\_Support](http://www.HotelsCombined.com/Conference_Support)

### CONTINUING PROFESSIONAL DEVELOPMENT (C.P.D)

C.P.D. Certificates of Attendance will be issued at the event, which contribute towards the Institution's requirements for Continuing Professional Development. For further details regarding C.P.D, please contact Giuseppe Gigantesco, Director of Professional Affairs on Tel: 44 (0)20 7235 4622 Ext 500 or via email at: [profaffairs@rina.org.uk](mailto:profaffairs@rina.org.uk).

### CANCELLATION CHARGES

Cancellations received in writing one month before the event takes place will be subject to an administration charge of £200. Cancellations received after this time cannot be accepted and are subject to the full event fee. Delegates may be substituted; however this must be sent in writing and confirmed with the Conference Co-ordinator. In the event of cancellation of the programme for any reason, our liability is limited to the return of the registration fee.

### PRIVACY

Personal data held by RINA will only be used in connection with RINA activities, and will not be passed to third parties for other use. Full details of RINA's Privacy Policy are available online.

REGISTRATION FORM - CONTRACT MANAGEMENT FOR SHIP CONSTRUCTION,  
REPAIR & DESIGN, 3 - 5 April 2019

To register complete ALL sections of the form below and return it to:  
**RINA HQ, 8 - 9 NORTHUMBERLAND STREET, LONDON, WC2N 5DA, UK**  
By fax on: +44 (0)20 7259 5912 or e-mail: [conference@rina.org.uk](mailto:conference@rina.org.uk)

|                                   |             |
|-----------------------------------|-------------|
| Title (Mr, Ms, Dr):               | First Name: |
| Family Name:                      |             |
| Job title/position:               |             |
| Company:                          |             |
| Address:                          |             |
|                                   |             |
| Post code:                        |             |
| E-mail:                           |             |
| Telephone:                        |             |
| Fax:                              |             |
| Any special dietary requirements: |             |

Please indicate where you heard about this event \_\_\_\_\_

Do you wish to make a provisional booking for the next course Autumn 2019

Please indicate if you are a member of RINA

I wish to receive information on technical developments in or related to the maritime industry and on future RINA events. I understand that I may stop receiving such information at any time.

*REGISTRATION FEE includes a bound training manual, lunch and refreshments.*

| <b>REGISTRATION FEE</b>         |                | <b>TOTAL</b> |
|---------------------------------|----------------|--------------|
| RINA MEMBERS:                   | £1205 + VAT*   | £1446.00     |
| NON-MEMBERS:                    | £1340 + VAT*   | £1608.00     |
| GROUP FEE (3 delegates or more) | £1185 per head | £1422.00     |

\*VAT: Under UK Customs and Excise regulations delegates from all countries are required to pay VAT on any course taking place in the UK. Delegates from outside the UK may be entitled to reclaim this costs.

Please indicate your preferred method of payment. (Please note RINA requires payment before the conference date)

- Please send me an invoice for £ \_\_\_\_\_
- I enclose details of my bank transfer for £ \_\_\_\_\_
- Please debit my credit card (VISA/Access/Mastercard) by £ \_\_\_\_\_ Expires: \_\_\_\_\_

Card No

Signature \_\_\_\_\_

Payment must be made in pounds sterling by Eurocheque, cheque drawn on a bank with a UK branch address, credit card (VISA/Access/Mastercard) or bank transfer. Account Name: The Royal Institution of Naval Architects. Account Number: 10042127. Account Code: 160016. Bank Address: Royal Bank of Scotland PLC, Belgravia Branch, 24 Grosvenor Place, London. SW1X 7HP, UK.