Procurement & Contract Management in Highway Projects
IRF Global Training Institute
July 20-24, 2020 – Alexandria, VA USA

Background
This course is designed to meet the educational needs of government officials in charge of surface transportation procurements and contracts. Topics span the entire project cycle, including planning and needs assessment, pre-qualification and qualification of contractors, tendering or RFP process, proper use and management of consultants, procurement negotiation, best practices in project supervision, completing projects on time and on budget, as well as the critical importance of ethics, anti-corruption and financial integrity particularly for multi-lateral bank and privately financed projects. The course content is intended to be FIDIC friendly and draws many examples, techniques, and case studies based on the FIDIC model contract for the various modalities of infrastructure project delivery mechanisms.

Learning Objectives
- Developing a capital investment plan or project pipeline
- Preparing of a project procurement plan
- Conducting financial analysis and Value for Money calculations
- Structuring and managing a project tender
- Managing the contract during project implementation and construction
- Administering dispute resolution including claims valuations
- Proactively managing ethics and integrity in project delivery for participants and stakeholders
### Schedule

#### Day 1: Procurement Frameworks, Types of Contracts

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>9:00 – 12:00</td>
<td>Welcome &amp; Introductions, The Procurement Process, Overview of FIDIC contracts</td>
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<tr>
<td>12:00-13:00</td>
<td>Lunch</td>
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<tr>
<td>13:00-17:00</td>
<td>Environmental and Social Safeguards, Ethics, Anti-fraud, and Anti-corruption, Group Exercise</td>
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#### Day 2: Infrastructure Planning, Project Finance, and Risk Management

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<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>9:00 – 12:00</td>
<td>The planning process, Feasibility studies, Capital improvement plans</td>
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<tr>
<td>12:00 – 13:00</td>
<td>Lunch</td>
</tr>
<tr>
<td>13:00-17:00</td>
<td>Financial analysis, Risk management, Group Exercise</td>
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#### Day 3: Construction Tendering, Contract Management

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<th>Time</th>
<th>Session</th>
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<tr>
<td>9:00 – 12:00</td>
<td>Tendering Strategies, Prequalification considerations, Selection and award committees</td>
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<tr>
<td>12:00 – 13:00</td>
<td>Lunch</td>
</tr>
<tr>
<td>13:00-17:00</td>
<td>Variation orders, Dispute resolution and claims management, Group Exercise</td>
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## Day 4: Case study, Field Trip, and Contract Closeout

### 9:00 – 12:00
- Case study: The Woodrow Wilson Bridge Project
- Field trip: Woodrow Wilson Bridge

### 12:00 – 13:00
- Lunch

### 13:00-17:00
- Field trip: Woodrow Wilson Bridge
- Closeout procedures

## Day 5: Summary and Exam

### 9:00 – 12:00
- IRF Procurement and Contract Management Certification Exam
- Group Presentations
- Wrap up Session
- Closing Ceremony

## Speakers

### Eric Cook
**Senior Advisor**  
**International Road Federation**

Eric Dean Cook is the Managing Director for Manchester Consulting Group, LC and leads the firm’s infrastructure and financial advisory practice. Mr. Cook is a Registered Professional Engineer and has 20 years of experience as a consulting engineer in the planning, design, and delivery of transportation and civil infrastructure projects in the United States, Asia, and Africa. He has a diverse perspective in the infrastructure industry having worked as the owner, engineer, and contractor with the West Virginia Department of Highways, the U.S. Army Corps of Engineers, the Louis Berger Group, and E.V. McCracken Construction Company.

### Magid Elabyad
**Vice President**  
**International Road Federation**

Magid Elabyad has been employed with the International Road Federation for the past 12 years. As the Vice President of International Programs, he oversees the IRF’s training programs and regional capacity building efforts around the world. He has been a member of IRF’s Asset Management committee for the past 7 years and he leads the IRF Committee for Alternative Finance & Procurement. Elabyad is also the program director for IRF’s long running Performance-based Contracting training program which has helped educate over 900 high level officials form over 40 countries in the past 10 years. Elabyad conducted his undergraduate studies at George Mason University and has a master’s in business administration from Ohio University. He is also a CP3P Foundation and Preparation certified professional on Public Private Partnerships.
Venue & Registrations

IRF Global Training Institute
500 Montgomery Street. Suite 525 Alexandria, VA

Rates:
2500 USD IRF Members
3000 USD Non IRF Members
1500 USD US State DOTs & City Officials

Accommodations:
Holiday Inn Hotel & Suites Alexandria (Special Rates for IRF Guests)
625 First St, Alexandria, VA 22314

Register at  https://www.irf.global/event/pcm20-ws-was/
For any support, please contact melabyad@irf.global