Highway Procurement & Contract Management

Zagreb, Croatia
15-17 April, 2020

### Background

This seminar 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 seminar 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

- Prepare a project procurement plan
- Structure and manage a project tender
- Understand how to effectively apply Most Economically Advantageous Tender
- Manage the contract during project implementation and construction
- Administer dispute resolution including claims valuations
- Proactively manage ethics and integrity in project delivery for participants and stakeholders

### Target Audience

- National & State Public Officials and other Regional Transportation Authorities
- Road and Transport Authorities / Agencies
- Procurement & Contract Departments
- Private Consultants & Contractors
- Infrastructure Developers
- Infrastructure Funds / Financial Institutions
- Senior Financial & Legal Advisors, Technical Advisors, Insurers, Modelers
- Research Institutes
- Transport Research Academia
Format

How we'll work together during the course:
• Structured elements for each day, with established timeframes, within a productive learning environment
• Course consists of classroom learning, collaborative group activities, individual learning opportunities, as well as nominated presentation sessions
• Ample opportunity to share ideas, discuss challenges and create solutions and a better way forward together

Venue & Registrations

European Road & Traffic Institute
Faculty of Transport & Traffic Sciences
Kuslanova, 2
Zagreb, Croatia
Rates: EUR 2,000 (Public) / EUR 1,500 (IRF Members) / EUR 900 (South East Europe delegates)
Registrations at https://www.irf.global/event/pcm20-zagreb
For any support, please contact bhalleman@irf.global

Lead Instructors

Martijn van Gils
Director
Royal Oak Transport Consultants
Martijn works road agencies who are defining and implementing a transportation strategy and guides the delivery process. He is a specialist in mobility, safety, contract and project management. He obtained his Master of Science in Systems Engineering and Policy analysis at Delft University of Technology in 1999. He has gained experience on the contractor side, as well as the government side.

Jaap de Koning
Witteveen+Bos
European Federation of Engineering Consultancy Association
Educated as an Economist and Constructional Engineer, Jaap de Koning has a 25-year experience in the field of tendering, contracting and project management in the infrastructure and construction industry. He is head of the group Contracting and Procurement and also manager of the Amsterdam office of Witteveen+Bos. He is chair of the Internal Market Committee, in EFCA, Brussels and is registered as a branche-expert at the National Committee on Procurement-experts.
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<td>8:00 – 8:30</td>
<td><em>Welcome &amp; Introductions</em></td>
<td><em>Good Morning &amp; Networking</em></td>
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<td>8:30 – 10:00</td>
<td><strong>Session 1:</strong> Procurement Process: Roles &amp; Responsibilities</td>
<td><strong>Session 5:</strong> Overview of the Project Cycle</td>
<td><strong>Session 9:</strong> Risk Management &amp; Fraud Prevention</td>
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<td>10:30 – 12:00</td>
<td><strong>Session 2:</strong> Overview of contract types</td>
<td><strong>Session 6:</strong> Tendering Process</td>
<td><strong>Session 10:</strong> Claims Management &amp; Dispute Resolution</td>
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<td>13:00 – 14:30</td>
<td><strong>Session 3:</strong> Developments in collaborative &amp; performance-based contracting</td>
<td><strong>Session 7:</strong> Using MEAT Award Criteria</td>
<td>Group Exercise</td>
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<td>15:00-16:30</td>
<td><strong>Session 4:</strong> National Case study (Croatia)</td>
<td><strong>Session 8:</strong> National Case study (Greek PPPs)</td>
<td><strong>Course Summary &amp; Evaluation Certificate &amp; Close</strong></td>
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