



# Workshop D

Finding Partners & Team Setup

## Speaker Overview:



Troy Galvin – PCL Agile – Operations Manager



Andrew Fleetwood – PCL Agile – Lead Estimator



## Whose in the room?:

- a) Owners / Developers
- b) Architects / Consultants / Engineers
- c) General Contractors
- d) Fabricators / Subcontractors



# Welcome to Workshop D - Finding Partners & Team Setup

## Agenda:

- Speaker Overview – 5 mins.
- Whose in the Room – 5 mins.
- Interactive Group Discussion Topic 1 – 20 mins.
- Additional Competencies that Owners look for in General Contractors – 5 mins.
- Additional Competencies Owners look for in Architects and Consultants – 5 mins.
- Examining what General Contractors need from their Subcontractors – 5 mins
- Interactive Group Discussion Topic 2 – 20 mins.
- Interactive Group Discussion Topic 3 – 20 mins.
- Expediting the Collaborative Processes – 5 mins
- Questions & Answers



## Interactive Group Session – Discussion Topic 1:

In groups, identify your top 3 core values that Owners look for in General Contractors / Architects / Developers?

PCL Agiles – Top 3 Core Values – Owners & Architects

- a) Trust / Integrity
- b) Collaborative Value Creation
- c) Continuous Improvement



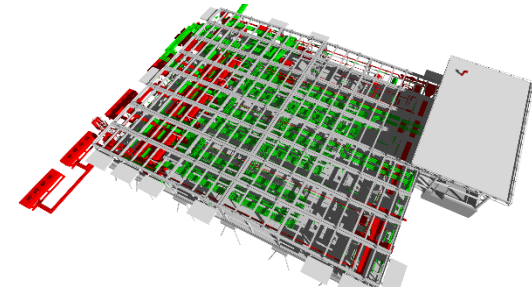
## Additional Competencies that Owners look for in General Contractors:

- Specialization – i.e. Contract Models (DfMA, DB, LS, CM etc.).
- List of Previous Projects – Show Examples to the Owner.
- Reputation and Credibility.
- Self Perform Capabilities, Partnerships and Networks.
- Cost and Schedule Certainty.
- Bankability.
- Flexibility and Responsiveness to Change.
- Technical Competence.
- Clearly assigned and dedicated Project Team.
- Communication Protocols and Transparency.
- Quality Assurance / Quality Control Program.



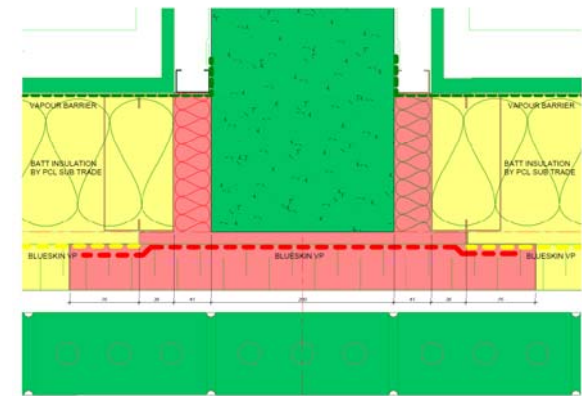
## Additional competencies Owners look for in Architects and Consultants:

- History and Capability to perform required services.
  - Related experience on similar projects.
- Familiarity with local geography and facilities.
- Experience and skills in project management.
- Organizational design approach and methodology.
- Reputation.
- Technical competence and solution provider mentality.
- Commitment to the client's interest.
- Innovation, imagination and ingenuity.
- Engineering Capabilities – 2D / 3D.



## Examining what General Contractors need from their Subcontractors:

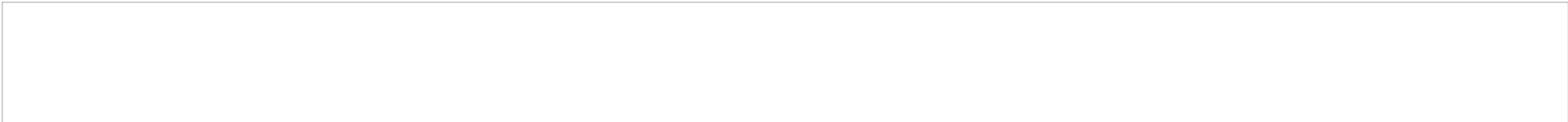
- Commitment to HSE - Safety Record.
- History and capability to perform required services.
- Related experience & Reputation on similar projects.
- Familiarity with local geography and facilities.
- Experience working with Architects and Consultants.
- Technical competence and Solution Provider mentality.
- Detailed scope delineations.
- Self perform capabilities.
- Strong QA/QC program.
- Cost and schedule certainty.
- Clearly assigned and dedicated project team.



1 SK-720 PLAN DETAIL AT SHEAR WALL  
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## Interactive Group Session – Discussion Topic 2:

Of the competencies on the sheet in front of you, write in as a group, how you believe all the competencies can be achieved through the competitive bid process.

As an Example:

Competency	How the competency is achieved through the competitive bid process.
Experience:	Project History & Previous Contract Models etc. – Project Proposal Package.

**PCL Agile believes** all can be achieved through a competitive bid process.



Competency	How the competency is achieved through the competitive bid process.
<b>Experience:</b>	Project History & Previous Contract Models etc. – Project Proposal Package.
<b>Reputation / Credibility:</b>	Owner / General Contractor / Fabricator Testimonials etc.
<b>Cost Certainty:</b>	Cost Estimates Class A -5%/+10%, B -10%/+15%, C -15%/+20%, D - 20%/+30%
<b>Schedule Certainty:</b>	Baseline, Critical Path (CPM), 4D, Team Pull Planning
<b>Bankability:</b>	Company Financial / Due Diligence Report.
<b>Flexibility &amp; Response to Change:</b>	Change Management Protocol / Change Management Diagram
<b>Technical Competence:</b>	Execution Plans / Project Portfolio
<b>Dedicated Project team:</b>	Organizational Chart & Resumes of all Team Members / Partnerships.
<b>Communication Protocols:</b>	Communication Flow Chart / Communication Plan.
<b>Quality Assurance:</b>	Organization Quality Management Plan & Project QA/QC Plan.
<b>Self-Perform Capabilities:</b>	List of capable services / services provided on previous projects.
<b>Local Content:</b>	Experience within close proximity to the project location.
<b>Safety Record:</b>	THIR, TRIR & LTFR, Incident Reporting Diagrams
<b>Innovation:</b>	Solution Provider Stories exemplifying outside the box thinking. VE ideas.



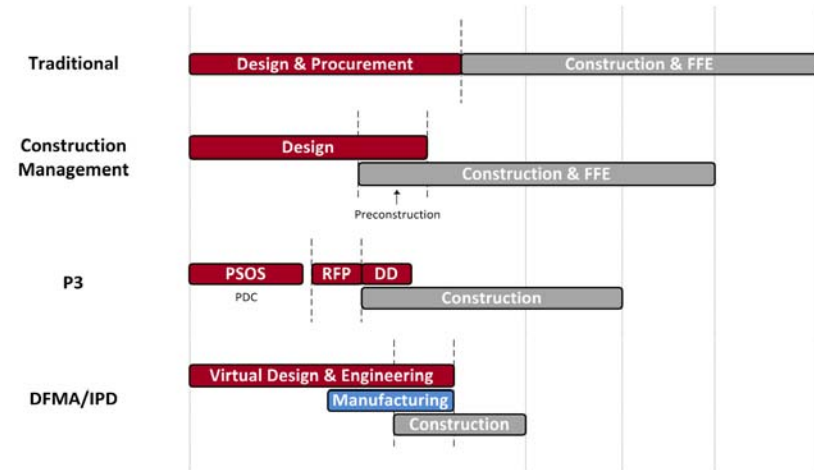
### Interactive Group Session – Discussion Topic 3:

Within your groups, what are your 5 advantageous methods to speed up a collaborative process?



## Expediting the collaborative processes – PCL Agiles previous solutions:

- Contract Model.
- Partnerships – Time of Bid.
- Detailed scope delineations.
- Round Tables – All parties involved.
- Pull Planning – Begin with the end in mind
- Scrums.
- Design Assist Partners.
- Commitment - Every decision/task has deadlines & consequences.
- Avoid “paralysis by analysis” – Make Timely Decisions.
- Lean the process – Remove items that are not critical / bring no value.





# Questions?