



Overview

- Burdens of proof
- Balancing and rebalancing contracts
 - Balance
 - Contractual mechanics
 - Construction margins
 - Tipping the scale
- Non critical disruptions
- How to control non critical disruptions



Effectively controlled activities

_

Activities and events, for which proof will be available, if a dispute arises

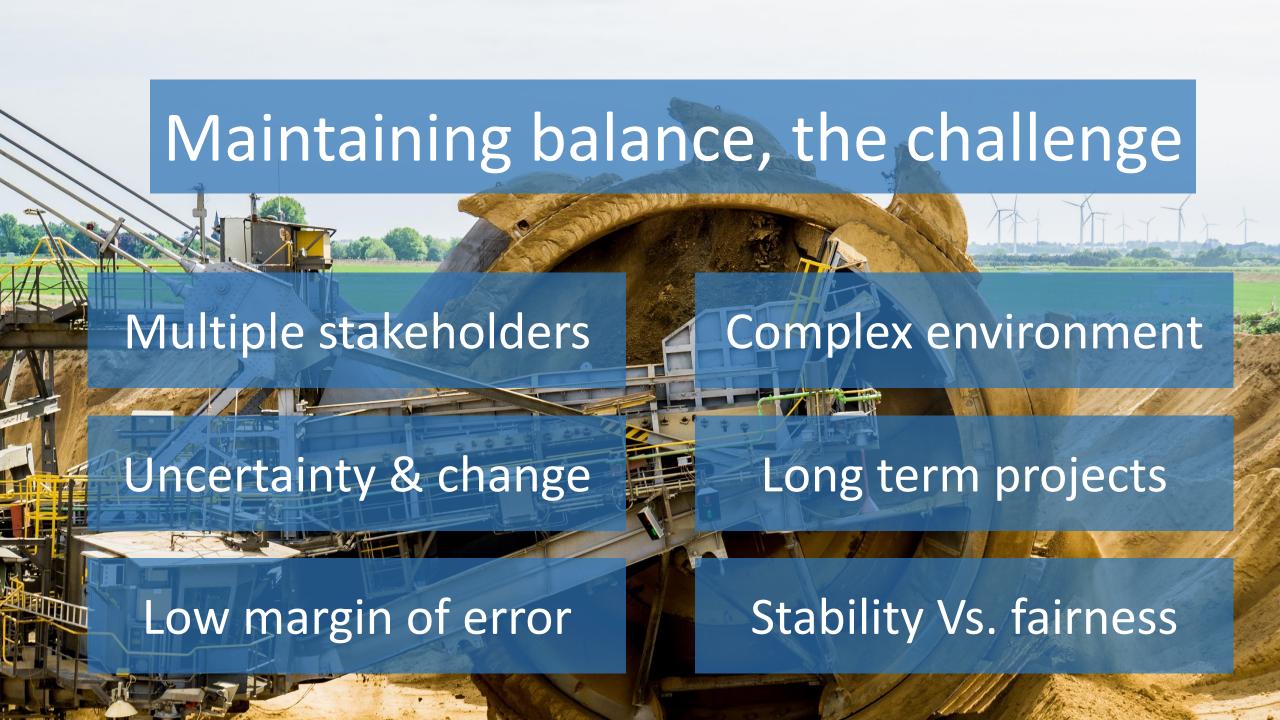


Definition of Balance

 A situation in which different elements are equal or in the correct proportions (Fairness, justice, impartiality)

 An even distribution of weight enabling someone or something to remain upright and steady (Stability, Equilibrium, Steadiness)





What are we balancing, in the first place 1%-3% Margin

1%-3% Margin

Long term Investment

Collaboration

Testing & Innovation

Talent

Processes and controls

Technology

1%-3% Margin

On time & on budget

Smart, professional, hardworking

Collaborative & forward thinking

Commercial sophisticated

Late & over budget

Understaffed, undertrained

Contentious and litigious

Commercially straightforward



Upsetting the balance

Build on time & budget

Claim like it was a disaster

Unclaimed rights

Costs

Claimed rights

Contract Cost

Margin

Unclaimed

Claimed rights

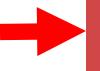
Margin

Costs

Contract Cost

Disruptions off the critical path

A simple warehouse



Logistical nightmare



9 Months \rightarrow 15 Months

 $20 M \rightarrow 35 M$

All the owners fault

A Delayed Warehouse



No LD's

LOP & Acceleration

Site overheads

The rent on the car of the temp worker

A Delayed warehouse within a successful Airport build

No LD's

LOP & Acceleration

Disrupted interior works on floor 3

Site overheads

The rent on the car of the temp worker

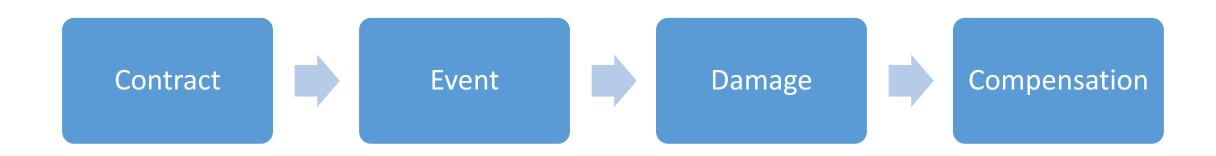


Defining Disruption:

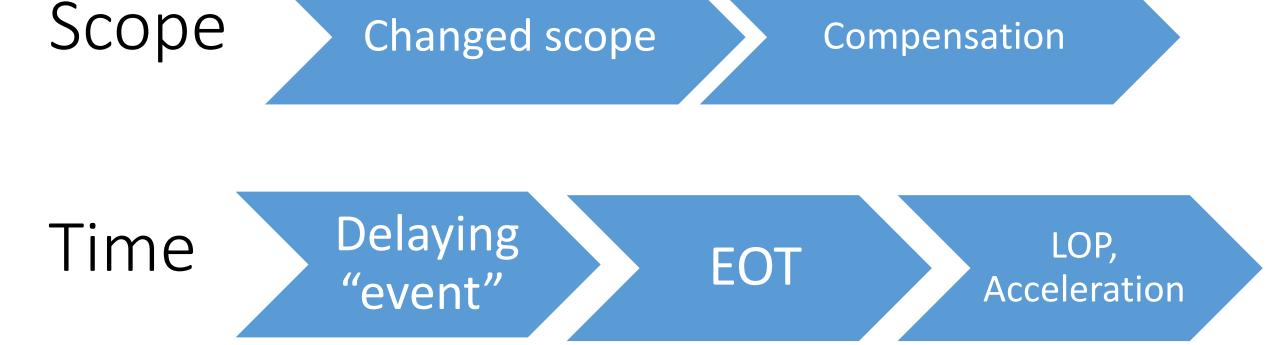
Disruptions (as distinct from delay) is a disturbance, hindrance or interruption to a Contractors normal working methods, resulting in lower efficiency.

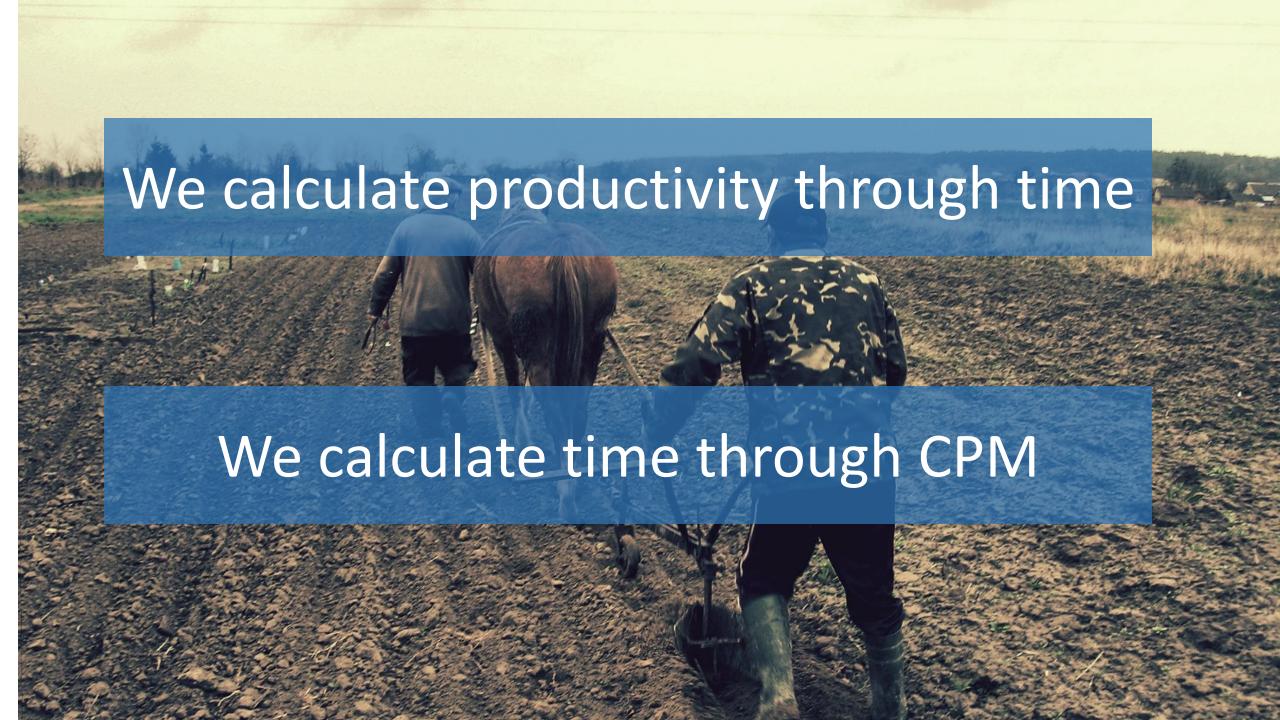
SCL, Delay and Disruption Protocol, Second edition

Rebalancing Contracts, in theory



In Practice

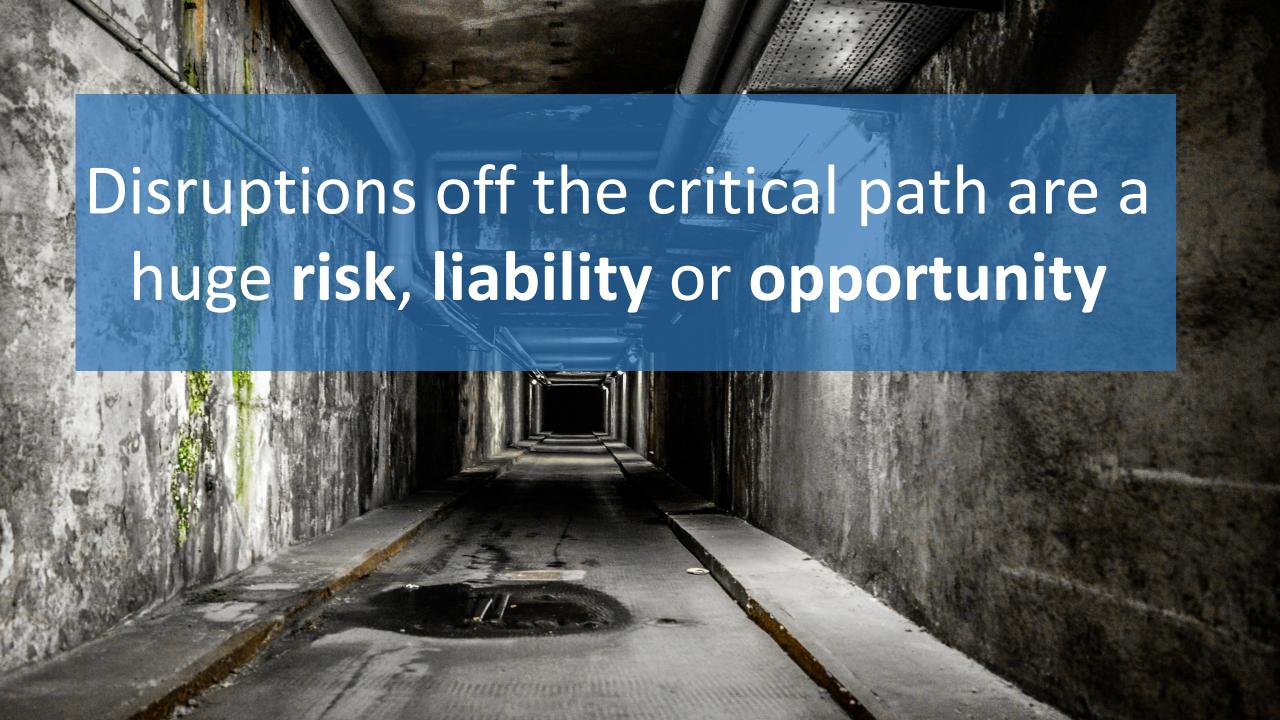








For every disruption on the critical path - how many disruptions occur off the critical path?





Global Claim – Design Changes (owner design liability)

Contractual drawings: 529

New drawings (post tender): 623

Drawing updates (post tender): 886

Total new drawings & updates: 1409

Drawings updated unchronological: 27

Drawings updated without version update: 89

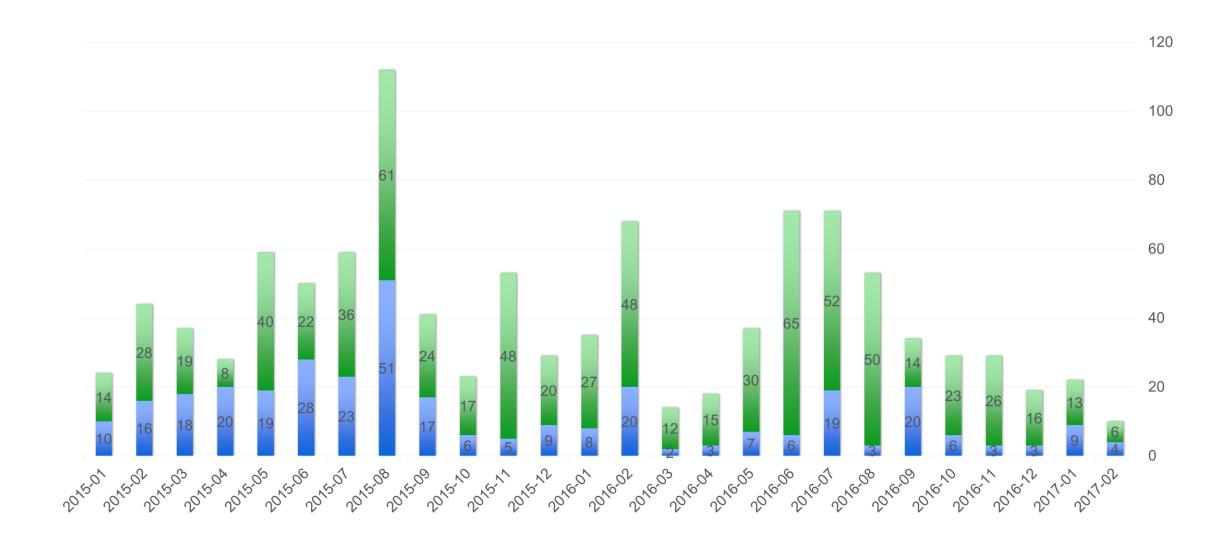
Individual change orders: 3423

RFI's: 2422

Rfl's not answered in 14 days: 1344

Rfl's not answered at all: 466

Updates (Green) & Completely New Drawings (Blue)



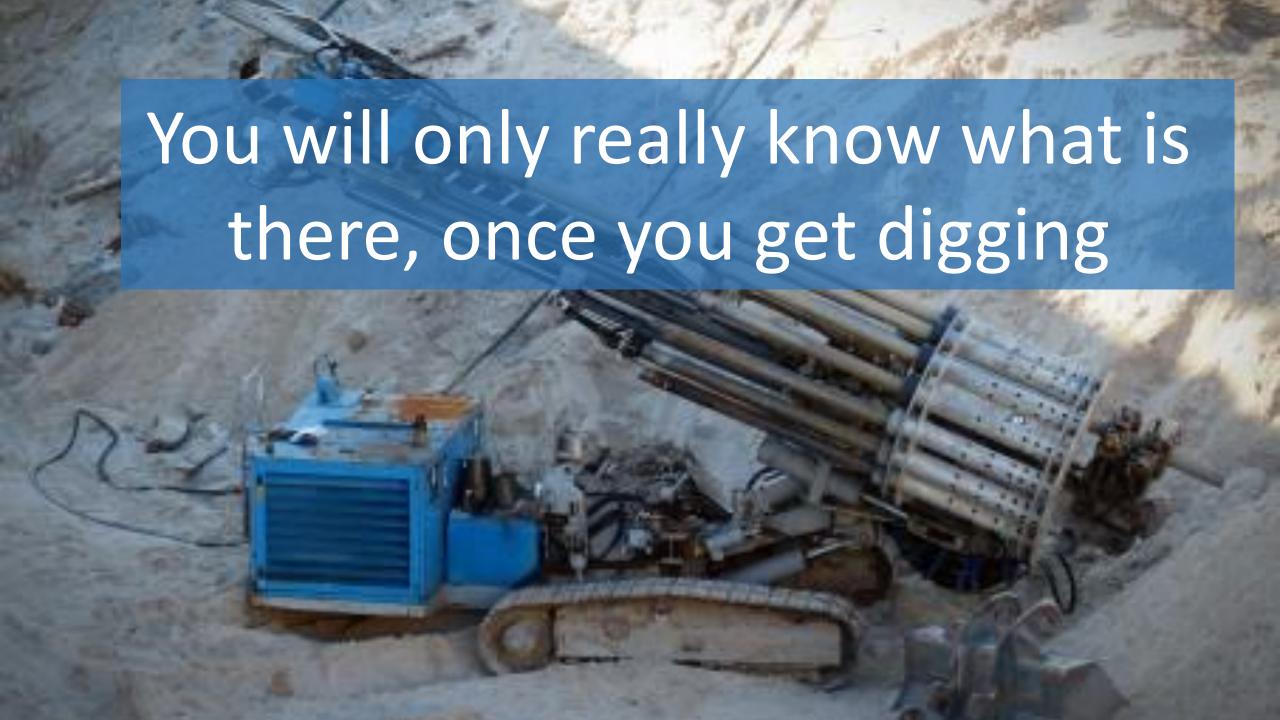


How to control more activities?

Fully weighted up to date program throughout, with full records and documentation

Hide, shout and pray

Dig Deep





Choose a prism, dig deep and engage

Contract

Collaboration

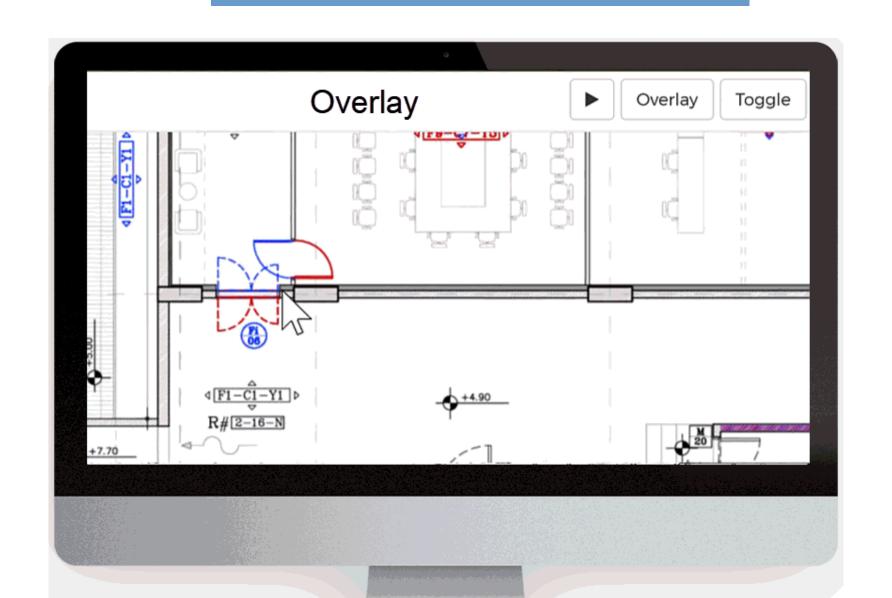
Program

Controls

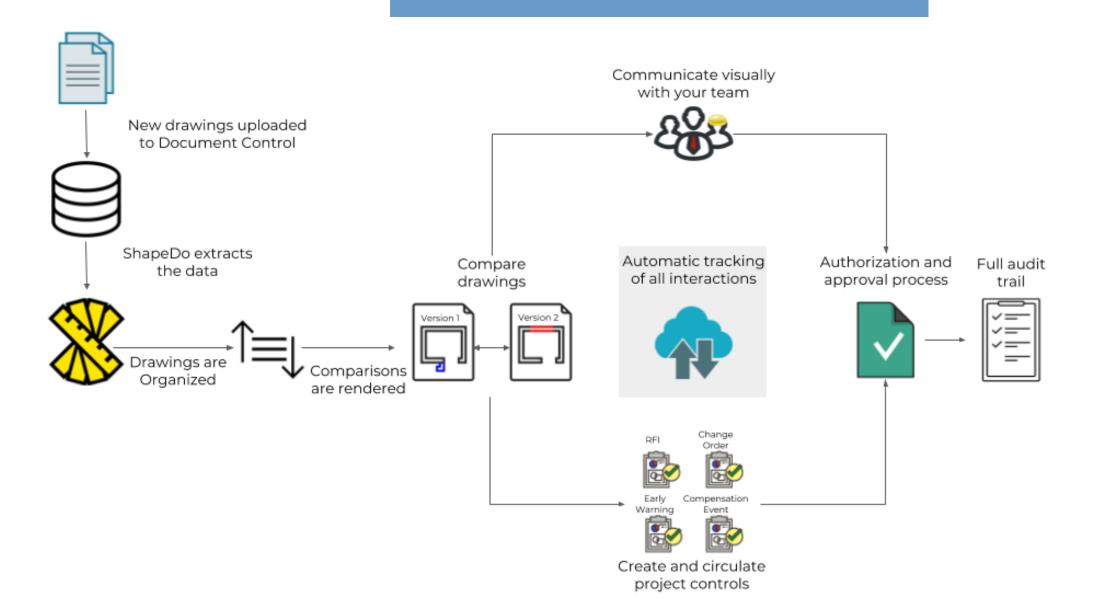
Design

Documentation

Dig deep on design



Engage and track



Maintaining balance

Contract serves goals

Flexible & robust

Dig deep & Engage

Control uncertain activities

Communication & Collaboration

Effective tracking