

The Amsterdam Engineering Procurement Construction Project Management Forum November 2023

Virtual & In-Person event of the year
27-28-29-30 November 2023



ENSURE YOU MAKE THE RIGHT DECISIONS BY GAINING A GREATER UNDERSTANDING OF:

- **Front End Engineering and Design (FEED):** The criticality of getting it right at the front end first time, every time
- **EPC Contract Management:** Developing contract management approaches to reduce conflict & confrontation
- **Project data acquisition:** Getting the project data straight for efficient contract management, from cradle to grave

HEAR FROM LEADING EXPERTS, INCLUDING:



René Søgaard
Market Director
Rambøll Management Consulting



Tanu Shanker
Account Director
L&T TECHNOLOGY



Mark Cowley
Vice President Operations
Petrofac



Lidia Stepanyuk
Department Manager, Project Controls & Estimating
Fluor



Ricketts Colette
Deputy Head of the ITER Organization Project Control Office
ITER Organization



Ivan Siksne-Pedersen
Strategic Pursuit Director, Engineering – Global Accounts & EMEA
AVEVA



Akachidike Kanu
Projects Leader
Repsol



Sudipta Mohanty
General Manager (Projects)
Reliance Industries



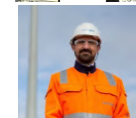
Jens Dickmeis
Senior Associate
Asset Performance Networks, LLC.



Trevor Jay
Business Development Manager
Risk Decisions Ltd



Mashel Gonyora
Manager SHE:Enablement, Compliance and Assurance
Sasol



James Goode
Project Director
National Grid



Audun Martinsen
Partner & Head of Energy Service Research
Rystad Energy



Sherif El Nabawy
Engineering Manager,
Dragon Oil



Prateek Bagaria
Partner
Singularity Legal LLP



Ahmed Abdel-Zaher
Khalifa Maintenance Planning Manager, Asset Management Consultant (Sidpec)



Daniel Hoffiz
Senior Counsel
TotalEnergies



Jacob C. Jorgensen
Senior Legal Counsel
Maersk Supply



Mark Langerhorst
Project Manager
Worley



Pepijn Docter
Project director for offshore wind
Tata Steel Europe



Rudi Frederix
Project Manager Operational Excellence
Siemens Mobility



Adrian Furner
Managing Director,
Kommerzialize



Ömer Buğer
Contracts & Planning Manager
eren ENERJI



Kevin Danton
Group Director Procurement & Contract
Voltaia



Craig Thomson
Prof. Sustainability Built Environment
Glasgow Caledonian University



Heinz Janiec
Project Manager
Specialty Engineering



Jose Corrales Perez
EPC Management Consultant



Frank Gebhardt
Project leader Lead Engineer Artificial Intelligence
UNIPER Technologies



Guy Turner
Capital Global Director & Director of Europe Partners in Performance



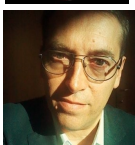
Muhammad Bilal
Muhammad Section Head, Plant Projects
Sipchem



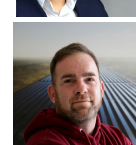
Norman K McLennan
Managing Director & Consultant



Gavin Lock Lee
CP Projects - Contract Management Specialist
Shell



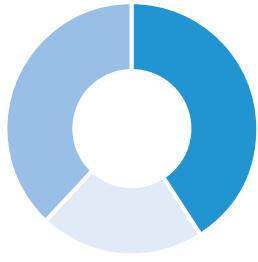
François Thuault
Directeur - Contract & Claim Management



Danny Stadler
Head of Project Management & Construction
BELECTRIC GmbH

Highlights

Industry Breakdown

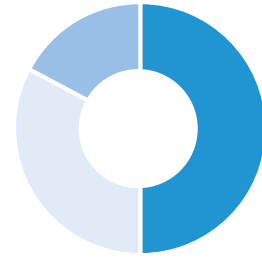


41% Oil, Gas & Chemical
21% Infrastructure & Others
38% Energy Utility

Job Function Breakdown



44% Project Owners
56% EPC Contractors



50% C Level Executives
33% Project & Contract Management
17% Engineering & Procurement

Key Focus:

- Industry growth post pandemic opportunities in 2022
- War in Ukraine: the construction impact on European and global economies The domino effect of the Ukraine crisis on gas and LNG Projects
- Stay ahead with forecast suggesting boost in market growth during the forecast period (2022-2023)
- Resolving restraining factors and navigating towards pre pandemic levels with rising oil & gas exploration activities
- Discover regional insights into driving factor towards rising EPC activities and further increasing the O&G footprint on the market.
- To what extent the project implementation schedule (including in particular the milestones and the final completion date), the procurement plan and the transportation study have to be revisited and, possibly, amended.
- Overcome supply chain disruption and sourcing challenges likely to affect project delivery and margins
- The role of effective relationship management in successful large oil and gas projects Monitoring Negotiations to Mitigate Risk in Multiple Party Contracts.
- Dealing with critical project drivers (time, cost, quality and scope) and how they are affected when Alert Levels change or are redefined.
- Mitigating the risk of delays in power plant projects: An EPC contractor's view on different contractual concepts

Industry Focus

Project owners, EPC Contractors and Sub-contractors with activities in new construction, and expansion projects from:

- ✓ Oil and gas producers
- ✓ Pipeline owners
- ✓ LNG industry
- ✓ Terminals and storage
- ✓ Law Firms
- ✓ Infrastructure Companies
- ✓ Petrochemical refineries
- ✓ Mining
- ✓ Solar
- ✓ Energy Utility
- ✓ TSO

Who Will Attend

Heads, Vice Presidents, Directors, Managers and Senior executives from contracting companies involved in engineering, Procurement and Construction projects with disciplines including:

- Project Managers
- Project Planners
- Change Managers
- Program Managers
- Portfolio Managers
- Project control functions
- Project Sponsors
- Project Consultants
- Contracts Managers
- Claims Managers
- Compliance Officers
- HSE and HSEQ Managers
- EPC Realisation Managers
- Risk Managers
- Commercial Managers
- Supply Chain Managers
- Procurement Managers
- Sales Managers
- Legal Counsel
- Business Development Managers
- Business Analysts
- Sustainability Managers
- Operations
- Production
- Process

2022 Sponsors



DAY 1

08:30 Registration (Tea / Coffee)

08:50 Opening address from the Chair

09:00 Project Execution - In search of excellence

- Excellence in project execution realistic start
- Out of sequence execution - can we avoid it?
- Project predictability - from systems Benchmarks & Team maturity
- People @ the center What are we doing at Fluor BV

Lidia Stepanyuk, Department Manager, Project Controls & Estimating **Fluor**

09:30 Energy Transition (ET) Projects how can EPC contractors smooth & accelerate the FEED to EPC process to meet the needs of ET customers?

- As recently reported the energy transition to mitigate climate change is becoming more urgent if we are to limit temperature rise to 1.5oC avoid catastrophe ,
- How can EPC contractors adapt and support this?
- How can the FEED to EPC process be open fair and transparent commercially?
- What project execution strategies can be utilised to deliver such projects quickly and efficiently?
- How can the use of digital delivery tools across the project life cycle support accelerated delivery?

Mark Cowley, Vice President Operations, **Petrofac**

10:00 Morning Coffee and Networking

10:30 The role of Human and organisational factors in Asset Management

- Human and organisation factors (HOF): The role of Human and organisational factors in Asset Management.
- Influence of safety management systems on asset and safety performance
- Safety critical communication in asset management
- What can we learn from Asset incidents/accidents and the role of HOF?
- Analysing asset data and promote continual improvement

Mashel Gonyora, Manager SHE:Enablement, Compliance and Assurance **Sasol**

11:00 Direct and indirect control of thermal process engineering with a neural network

- Improvement of operations from thermal process engineering with Artificial Intelligence (AI)
- Realized optimizations in a pilot project
- Practical examples for AI-Prediction and AI-Operator
- Data security
- Difference between the Uniper-AI-solution and common AI-solutions

Frank Gebhardt Project leader Lead Engineer (AI) **UNIPER**

11:30 Enterprise Visualization for CAPEX Projects (Execution & Construction)

- Converge engineering, materials, construction, and financial data in context for end-to-end enterprise visibility
- Requirements as a consequence of global change
- Need to unify information
- Information essential to project teams
- Practical example of collaborative architecture
- Future aspiration

Ivan Siksne Pedersen, Strategic Pursuit Director, Engineering
Global Accounts & EMEA **AVEVA**

12:00 Business Lunch

13:30 Contract Management on Mega Projects

- Contract Negotiation and Execution Differences based on Culture
- (Pros and Cons)
- Involvement of more than 20 countries with more than 100 contracts
- Social and Environmental Adaptation
- Strategic Procurement tactics
- Techniques to be executed to mitigate the risk

Omer Buger, Contracts & Planning Manager, **eren ENERJI**

14:00 Coffee and Networking

14:30 How much risk should you be taking on your projects?

- Take too much risk and you could incur penalties and lose money.
- Take too little risk and you are likely to be uncompetitive.
- Scoping the work, developing a schedule, costing the work, establishing a price.
- How to prepare for uncertainty and risk.
- How to make sure you are taking the right amount of risk.
- How to ensure you 're making a profit.

Trevor Jay Business Development Manager **Risk Decisions Ltd**

15:00 The missing link between maintenance and Project

- People Management
- Maintenance Processes
- Project Management Process
- Reliability Process (link between M & P)

Rudi Frederix Project Manager Operational Excellence **Siemens Mobility**

15:30 Really collaborating to drive enhanced performance from today's Major-Projects

- The importance of strong and intelligent owners teams
- Making everyone successful together = project success
- Empowering the frontline to drive performance not just progress everyday
- Proactive management of the supply chain, controlling today's most significant risk
- The critical importance of digital to enabling it all

Guy Turner Capital Global Director of Europe **Partners in Performance**

16:00 Project Cost Increases & Mitigation Strategies

- Insolvency
- Performance Excuses
- Foreseeability
- Price Adjustment
- Delay
- Increased Costs

Daniel Hoffiz, Senior Counsel, **TotalEnergies Distributed Generation**

16:30 Demystifying the transition from EPC to EPCM - The what, why and how

- Current industry challenges
- EPC & EPCM – benefits and challenges of each delivery model
- Which model works best for your needs

Tanu Tankar Account Director **L&T TECHNOLOGY**

DAY 2

08:30 Registration (Tea / Coffee)
08:50 Opening address from the Chair

09:00 Brownfield project execution challenges for Petrochemical Plant - Sea water system Upgrade

- Segregation of Plant Shutdown / Non-Shutdown Scope
- Dynamics and Impact of shifting Execution Window
- Contractor/Sub-Contractor Management
- Interface & Risk Management
- Cost Optimization & Cost Saving

Muhammad Bilal Muhammad Section Head, Plant Projects Manufacturing **Sipchem**

09:30 Claims Management for Multi-Jurisdictional EPC Projects

- What are the key risks and challenges in multi-jurisdictional EPC Projects in Africa, Asia, and the Middle East?
- What are the potential claims in EPC Projects?
- EPC Contract Negotiation – How to achieve optimal balance between owner and contractor?
- What are the dispute avoidance strategies?
- How should you manage claims and prepare for dispute resolution?
- How can you enforce the arbitration award or judgment against a State-owned employer?

Prateek Bagaria, Partner, **Singularity Legal LLP**

10:00 Morning Coffee and Networking

10:30 Risk management for floating offshore wind farms

- Different from fixed-bottom offshore wind farms
- Business case sensitivities
- Interface management
- Operational challenges
- Geographical expansion and cultural risks

Pepijn Docter, Project director for offshore wind **Tata Steel Europe**

11:00 Maximize Business Value on your Project Portfolio

- Industry Performance & Pitfalls
- Project portfolio Selection & Optimization
- Seamless integration with Turnarounds (STO)- Digitalization as a Solution

Jens Dickmeis Senior Associate **Asset Performance Networks**

11:30 Minimizing EPC Disputes: collaboration between Owner & Contractor

- How to properly translate risk ownership into risk allocation
- Preventing or addressing disputes before formal dispute resolution
- Sharing best practices, experiences and key learnings

Gavin Lock Lee CP Projects - Contract Management Specialist **Shell**

12:00 Business Lunch

13:30 Offshore Wind Farm Installation Contracts –challenges when mixing BiMCO with FIDIC

- Dealing with delays
- Knock-for-(almost)-knock
- Payments
- Seabed problems

Jacob C. Jorgensen, Senior Legal Counsel **Maersk Supply**

14:00 EPC contract in renewable energy

- Voltalia: IPP and EPC Contractor
- Focus on Solar projects contractual scheme
- Impact of project financing onto EPC contracts
- Synergies between procurement and contract

Kevin Danton, Group Director Procurement & Contract, **Voltalia**

14:30 Afternoon Tea and Networking Break

15:00 Keep Projects on track during Front-End Engineering , Construction and Start up

- Be patient in the Front-End-Engineering and specify correctly the required achievements
- Keep change requests as low as possible, there are many whishes which will blow up a project
- Respect new technologies but don't over estimate the savings it could be end up in the opposite
- Have a clear strategy for the design, procurement, construction and start up
- Keep in mind the resource shortages, knowledge, skills and long delivery times.

Heinz Janiec, Project Manager, **Specialty Engineering**

15:30 Collaborative Principles for Better Supply Chain Practice in Managing Projects

- The rationale for collaborative business practices across supply chains and why collaboration can be the jewel in the crown for organisations in the private, public and 3rd sectors.
- Collaborative arrangements: Different supply chain perspectives, drivers and interdependencies
- Raising the game - the CRAFT 8 Stage Life Cycle Model and ISO 44001: The evolution and emergence of a new global standard for collaborative working in managing projects.
- The importance of stakeholder engagement in harnessing the benefits of collaborative working practices
- Commercial risk and pricing considerations associated with collaborative versus traditional contracting arrangements in managing projects.
- Pan-industry supply chain collaboration: An exemplar case study of solutions developed by and for the energy sector.

Norman K. McIennan Professor

16:00 The outlook for EPC in the energy sector

Energy prices skyrocketing, how will demand for EPC thrive
 How quick will EPC opportunities scale in CCUS, Hydrogen and Renewables
 Strategies and technology among suppliers

Audun Martinsen Partner & Head of Energy Service **Research Rystad Energy**

16:30 Integrating Sustainability in Construction Contracts.

- Sustainability in major projects - what does good look like?
- How Procurement can play a key role in integrating sustainability from an early phase of a project?
- How Contract Management can support the realisation of a project's sustainability objectives?
- How to put sustainability on the agenda in your project?

Lars Boe Riber Manager, **Legal & Contract Management**

René Søgaard Market Director **Rambøll Management Consulting**

DAY 3

08:30 Registration (Tea / Coffee)
08:50 Opening address from the Chair

09:00 Lessons Learned in Projects Lifecycle Management

- Purpose and principles
- Features, application and templates
- Reference case
- Digital transformation

Akachidike Kanu, *Projects Leader, Repsol*

09:30 It's time for new thinking

- The state of commercial capability in E&C today – insights from WorldCC benchmarks
- Current approaches cannot address market needs – and executives demand more
- Uncertainty management and contract design
- Driving performance through integrated contract, governance and relationship

Adrian Furner Managing Director, Kommercialize

10:00 Morning Coffee and Networking

10:30 Using Artificial Intelligence to reduce cost overruns in EPC projects

- Main causes of EPC project failures.
- Types of Artificial Intelligence and its applications to reduce the risk of cost overruns.
- Demonstration of an AI tool for automatic planning of EPC projects.

Jose Corrales Perez, *EPC Management Consultant*

11:00 Digitalization benefits to Oil & Gas Engineering

- Engineering Database for Oil & Gas Projects;
- Digital Twin in Oil & Gas Engineering Projects –
- Design new and transform existing plants for a digital future.
- E&P Industry – Overview and Scenarios.
- Key elements that define the digital landscape: Data, technology, new ways of working and new business models.
- Priorities of E&P Industry for Automation and Digitalization.
- Road Map for E&P industry

Mark Langerhorst, *Project Manager, Worley*

11:30 Asset Life-Cycle phases and related EPC project activities.

Detail requirements in EPC projects for holistic approach of Life-Cycle management including:

- Building reliability engineering for maintenance
- Facilitating asset condition management enablers
- Setting bases of work execution management
- Being ready for leadership from early stages

Ahmed Abdel-Zaher Khalifa Maintenance Planning Manager,
 Asset Management Consultant **Sidi Kerir Petrochemicals Co.**
(Sidpec)

12:00 Business Lunch

13:30 Transformation in EPC Industry , During & Beyond Crisis

- Whats driving Digital Transformation in the EPC Market ?
- Some of the Key industry Transformational trends unfolding in the EPC industry over the recent Years
- Tips for successful Digital Transformation
- Blockers to Digitalisation
- Overcoming the blockers
- Case study

Sudipta Mohanty General Manager (Projects) **Reliance Industries Limited**

14:00 Recognising the ' true value' of knowledge management within EPC project environment

- Viewing knowledge as a key project asset and resource: core competency
- Theoretical foundations of knowledge management (knowledge types, dynamic nature, context driven)
- Implications of pandemic on the working environment within EPC projects
- Need to remember the importance of people as knowledge holders within a digital project environment
- Recognising that an effective flow of knowledge aids decisions, provides competitive advantage, facilitates sharing and long term learning (inter and intra project)
- Key characteristics of a knowledge management strategy

Craig Thomson Prof. Sustainability Built Environment **Glasgow Caledonian University**

14:30 Afternoon Tea and Networking Break

15:00 Agile Waterfalls are constructing a Sun on Earth

- What is ITER? Not your typical mega project
- Agile? Waterfall? How about both?
- Agile Waterfalls!
- Expect the unexpected
- A look to the future

Ricketts Colette Deputy Head of the ITER Organization Project Control Office ,
ITER Organization

15:30 Factors affecting successful FEED

Project scope of work, Code and standard, Involvement of the stake holders, selection criteria of the engineering contractor, FEED schedule and timing.

Sherif El Nabawy Engineering Manager , **Dragon Oil**

16:00 The Importance of Time: - Programme Management on Linear Projects

- Overview of major project – Hinkley Connection Project in UK.
- Focus on new technology and use of T Pylons.
- Importance on programme management and linear reporting.

James Goode, *Project Director UK, National Grid*

THOST.^{AP} risk decisions







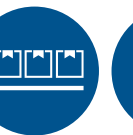



PROJEKTMANAGEMENT NETWORKS Shaping the Future of Risk



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EPC AMSTERDAM

ATTRACTING KEY INDUSTRY PROFESSIONALS:

-  COOs, CEOs, VPs, Presidents, MD's
-  Planning and Change Leaders
-  Business Development
-  Operations Specialist
-  Project Engineers
-  Project Managers
-  Fleet Managers
-  Technical Advisory
-  Efficiency
-  Environmental Managers



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27-28-29-30
November 2023
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THOST.
PROJEKTMANAGEMENT NETWORKS

AVEVA

iter

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Surname: _____
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Job Title: _____
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Surname: _____
Job Title: _____
E-mail: _____

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(VAT No. for EU members / Tax number for non-EU members)

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