



# Constructing successful projects through partnerships



30  
YEARS

DOUGLAS OHI LLC  
CIVIL ENGINEERING &  
BUILDING CONTRACTORS

# Partnering

“is the development of successful, long term, strategic relationships between customers and suppliers, based on achieving best practice and sustainable competitive advantage”



Douglas OHI

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Oman Holdings International (OHI)

“The Power of Partnerships”

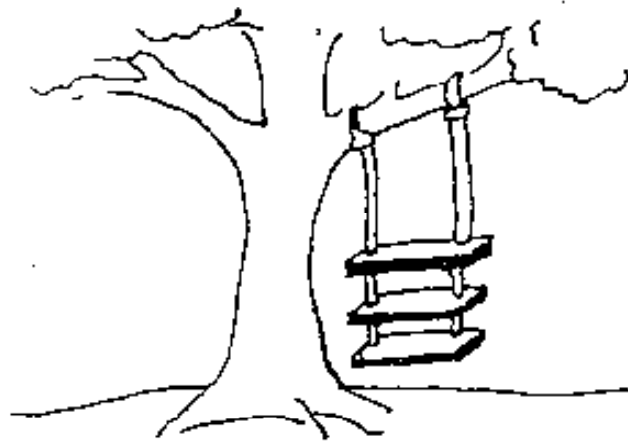
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Interserve UK

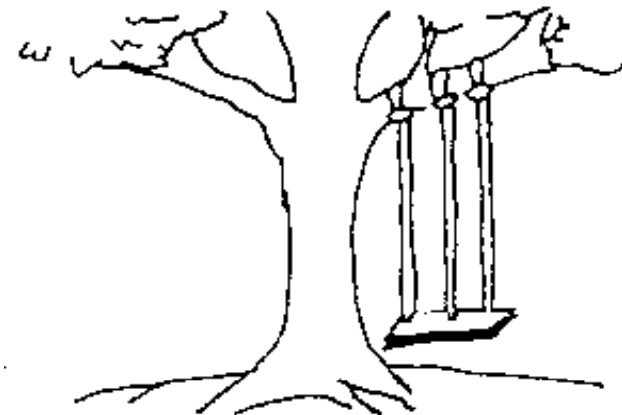
“The Trusted Partner”



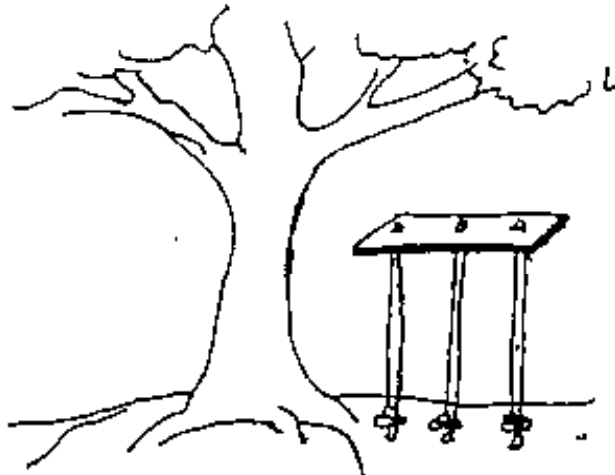
Do we understand what our  
Customers want?



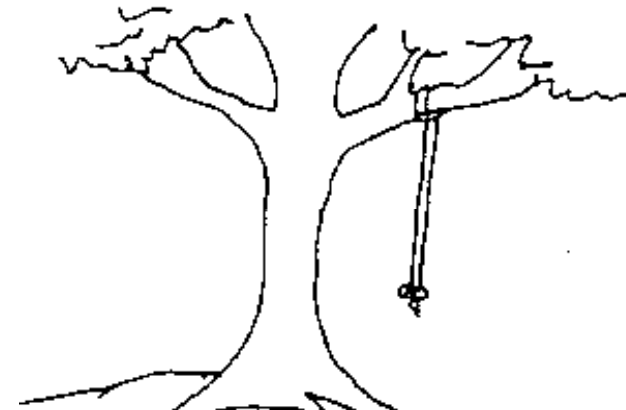
What was included in the Employers Requirements.



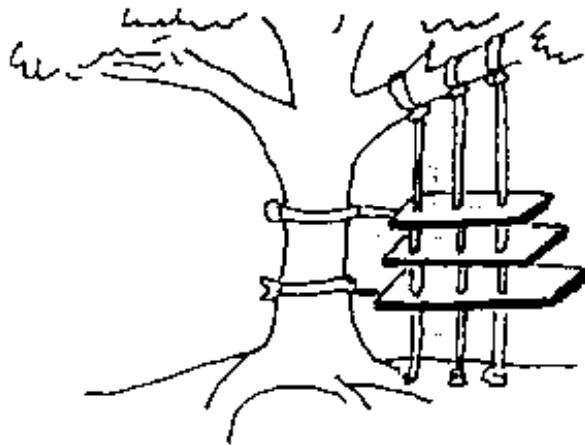
What was included in the Contractors proposals.



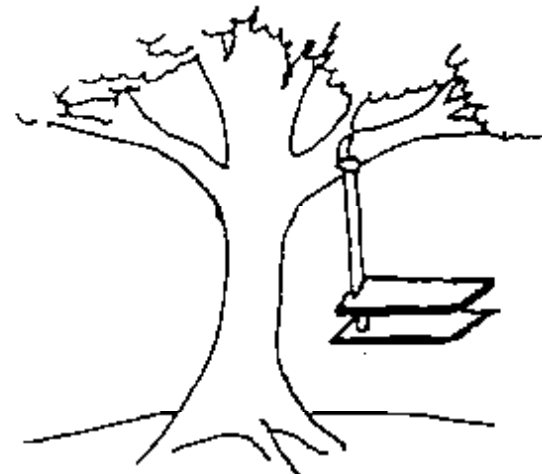
How the Architect saw the scheme.



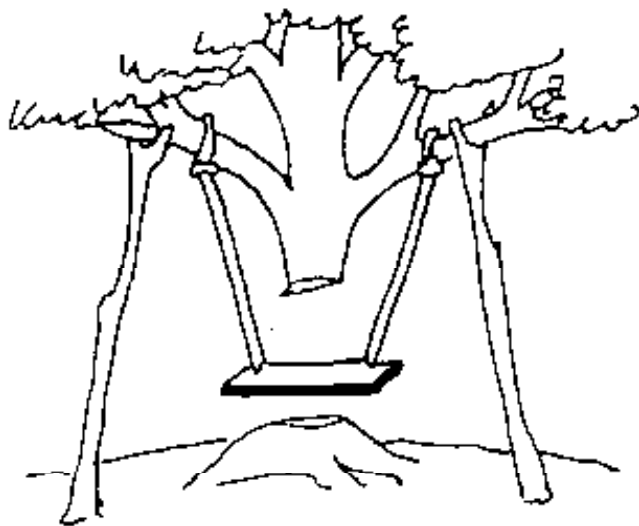
What was included in the Budget.....



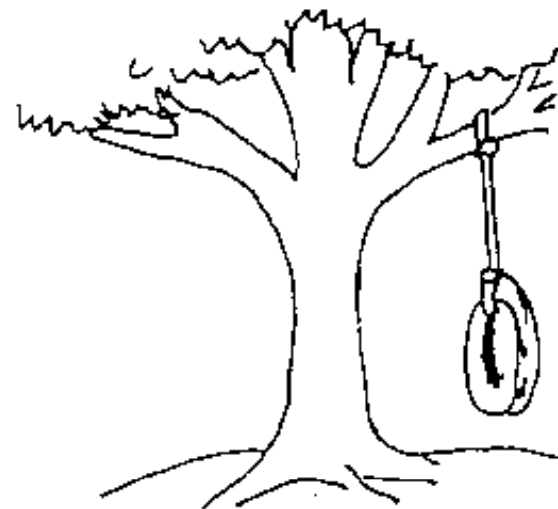
The Engineers Final detail.



What the Quantity Surveyors Measured.



How the project was finally



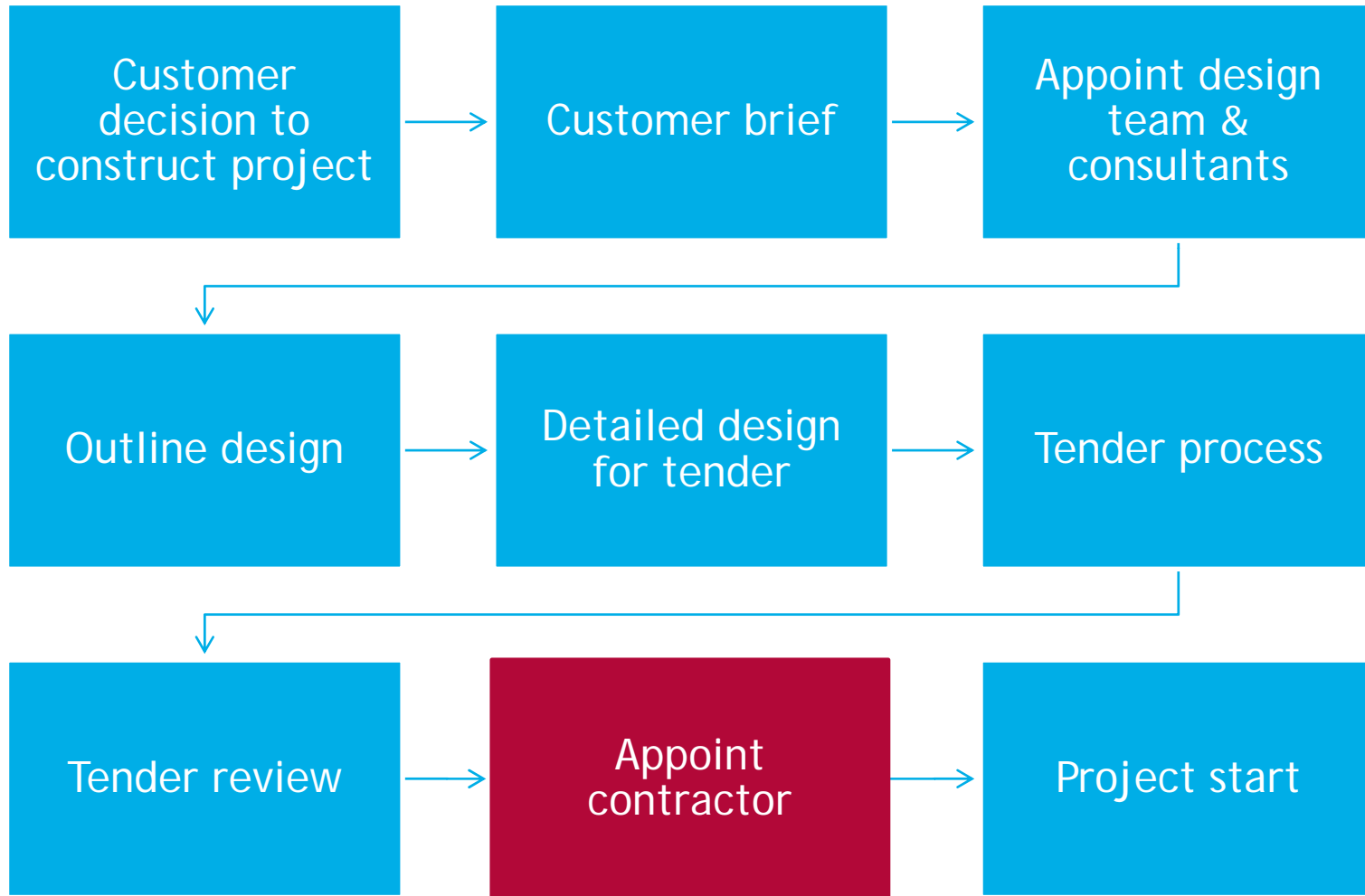
What the user really wanted.



## What is important to our Customers

- Certainty of Cost & Time
- Quality
- Management of expectation
- Non confrontation
- Quick return on investment
- Trust

## Traditional Procurement





## Limitations of the current situation

- No contractor “ added value “
- Limited value engineering opportunities
- Potential variations & claims
- Customer takes the majority of the risk
- Slow and variable process
- Adversarial approach
- Hidden costs
- Poor perception of the industry

Is the lowest price always the  
best option?

Productivity  
improved by  
10%

Project Cost  
reduced by 10%

Defects 10%  
Lower

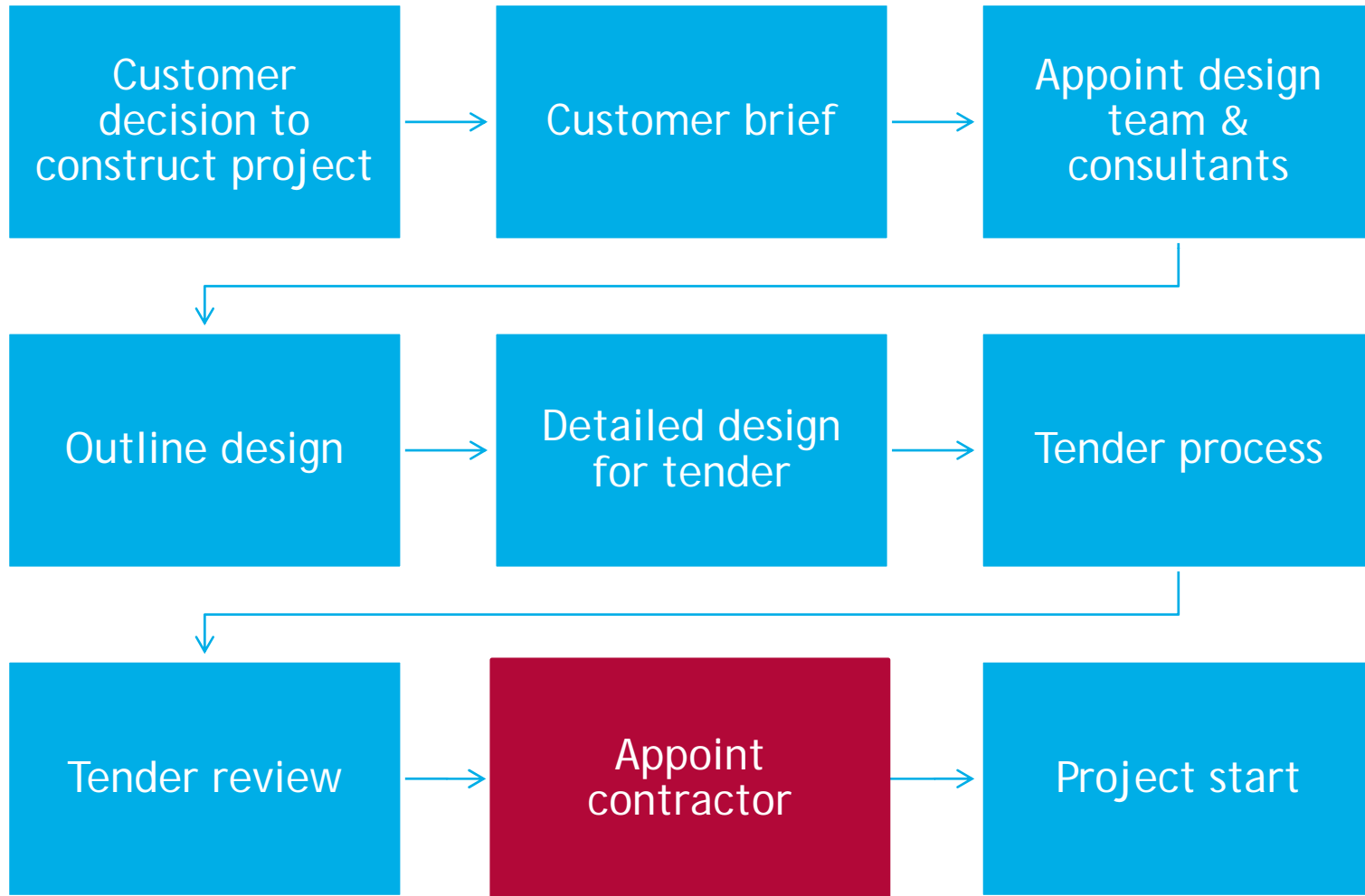
Accidents 20%  
less

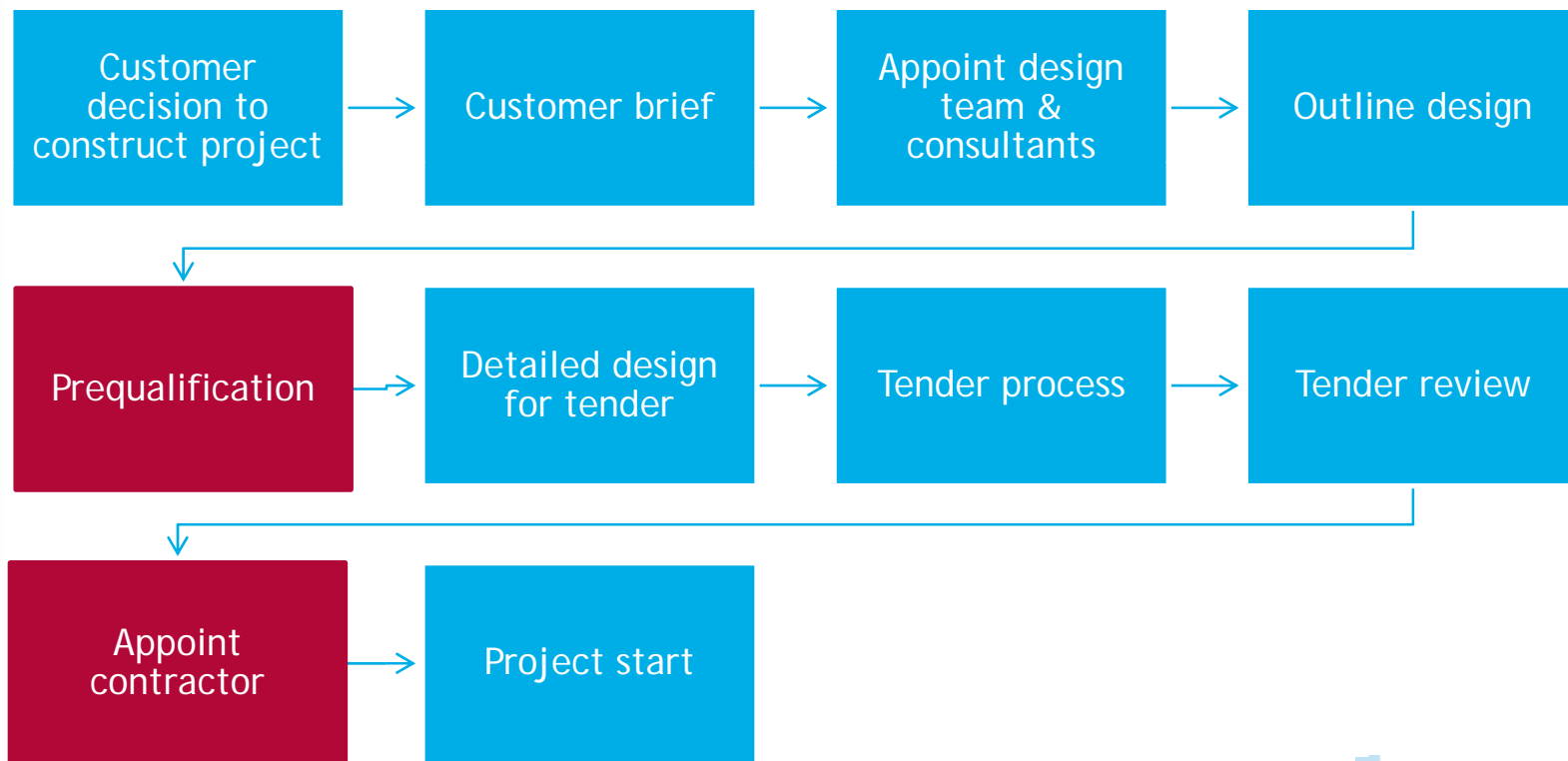
Construction  
time 10%  
quicker

Predictability  
up 20%

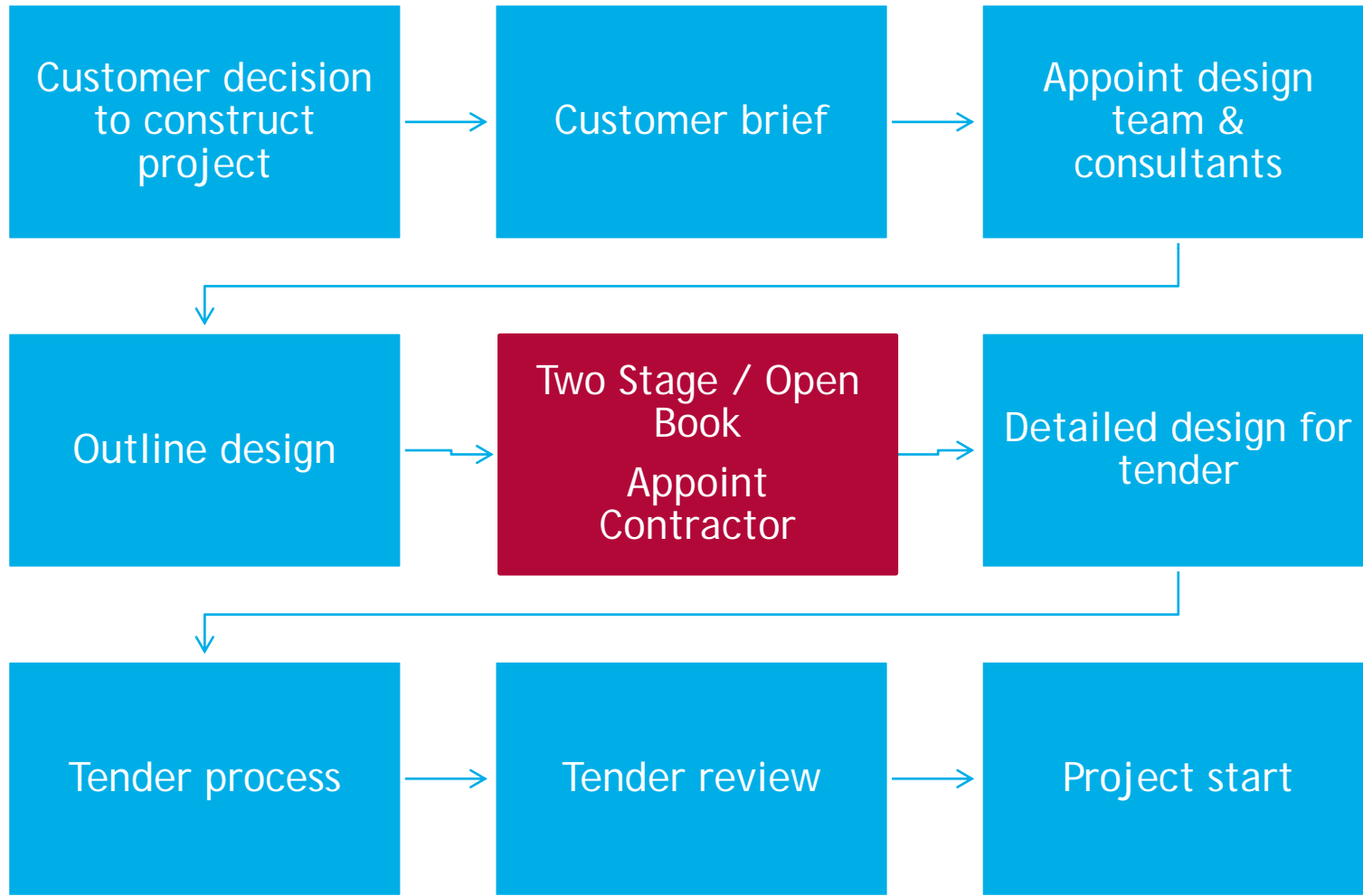
Egan Report

## Traditional Procurement

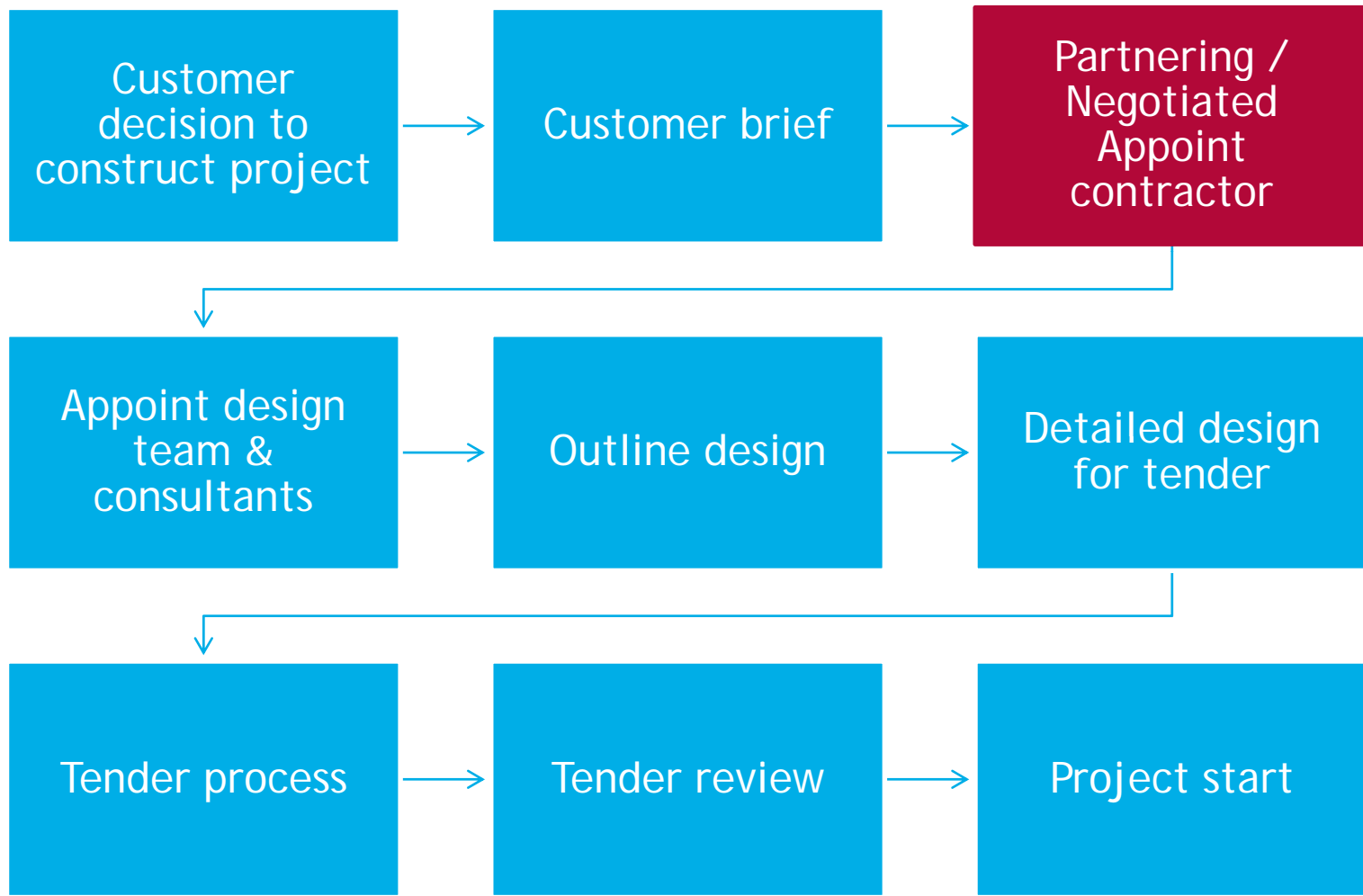




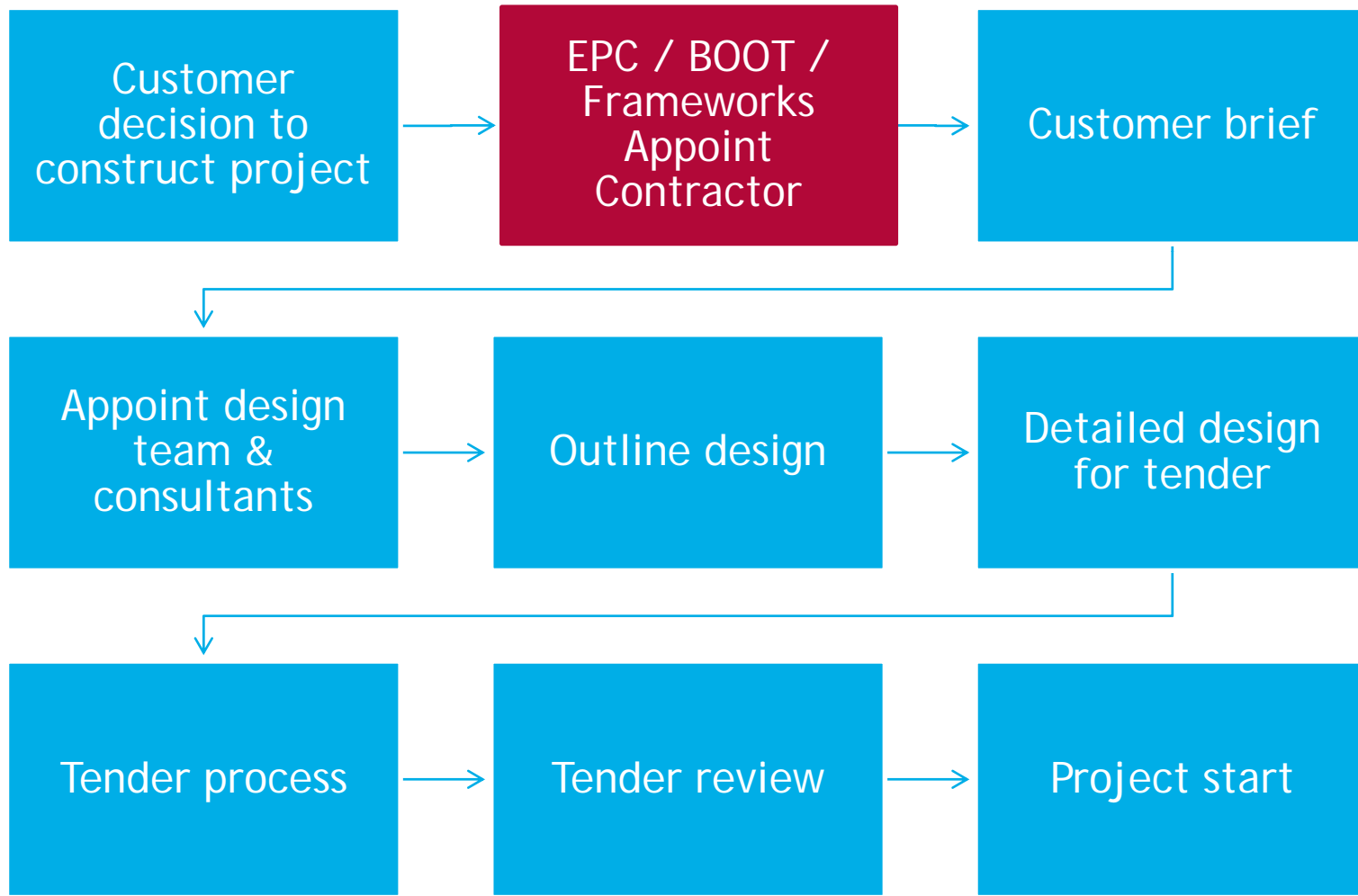
# Two Stage Selective Tender Open Book



# Partnering / Alliances Negotiated Tender

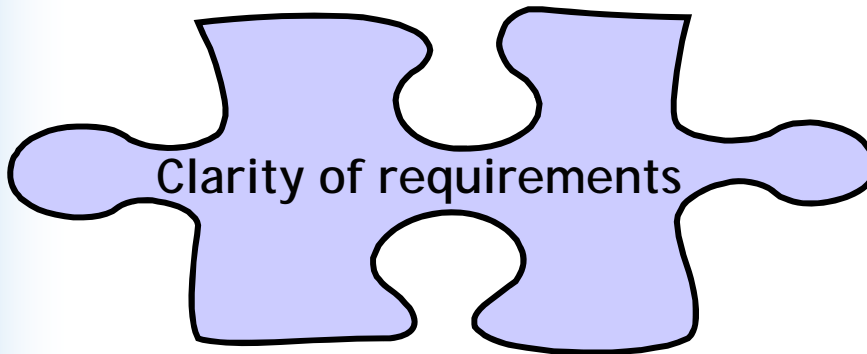


# Design Build ( EPC ) Build Own Operate Transfer ( BOOT ) Frameworks





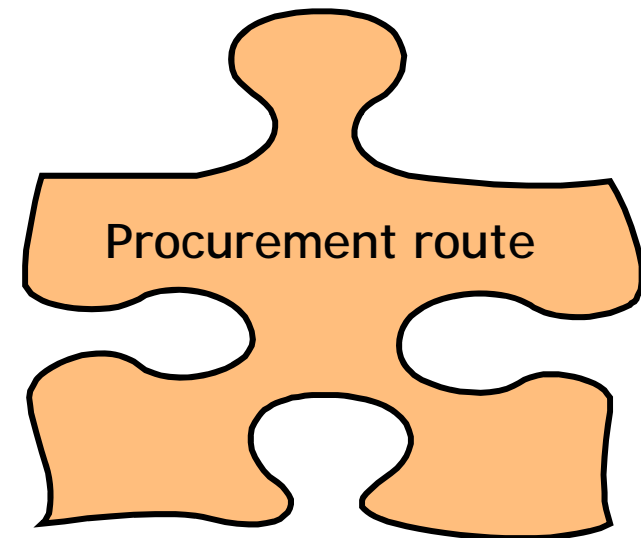
To maximise value to the Customer,  
Contractors should move up the  
procurement stream

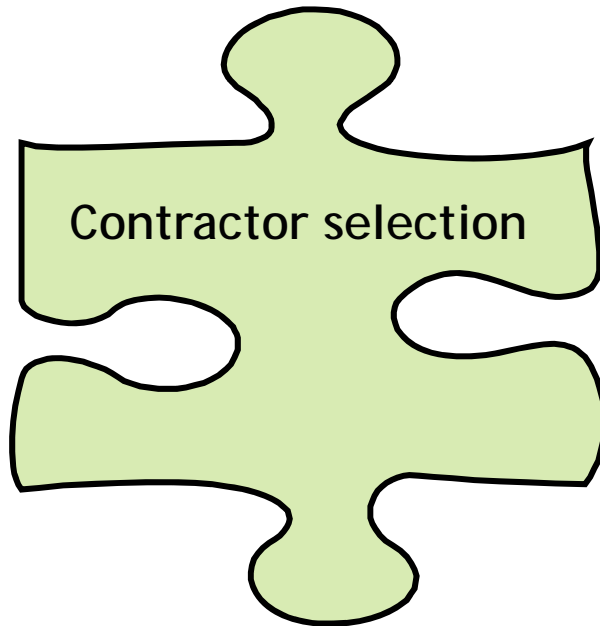


- Customer clear what is wanted
- Market knowledge
- Whole life value of project
- Contractors abilities
- Supply Chain

## Procurement route

- Define objectives
- Project constraints
- Risks
- Customer experience
- Operational service requirements

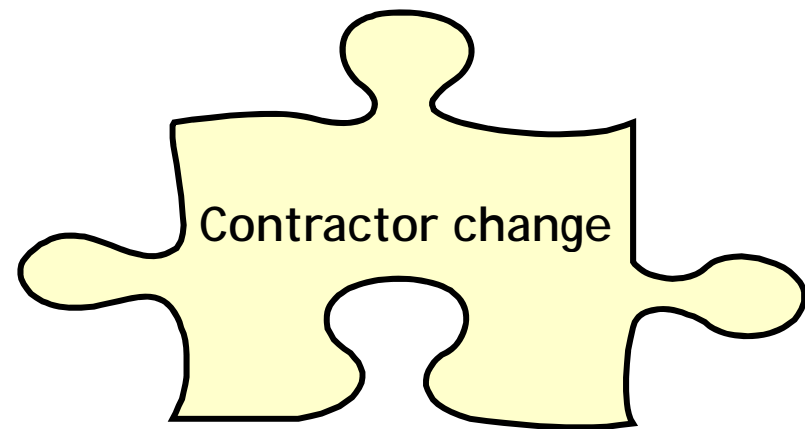


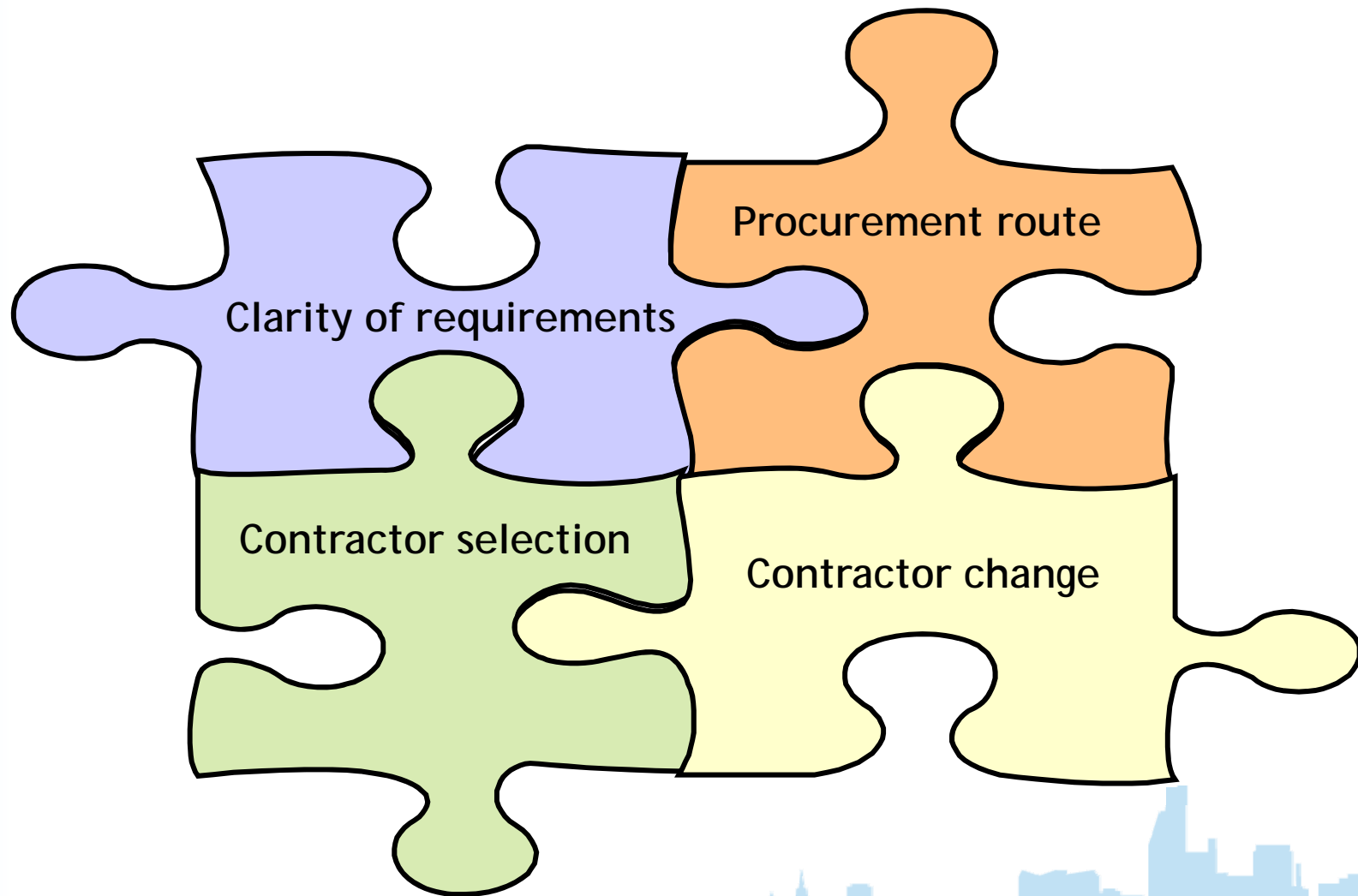


- Technical competence
- Track record
- Record and attitude
- Ability to add value
- Trained staff

## Contractor change

- Understand needs
- Learn to add value
- Communication
- Team working
- Listen







# “Whole Project Solution”

Tesco UK retail chain has reduced the cost of their new stores by over 60 % and project time by up to 50 %

Egan Report



Argent, a major UK commercial developer  
has reduced cost by 33 % and reduction in  
project time by up to 50%

Egan Report

BAA, UK Airport operator has reduced project time on airport runways and taxiways by more than 30%, reduced accidents by 50%, and achieved 95% predictability of cost and time in two years

Egan Report

**Key component to achieving these sort of cost and time savings is early and limited contractor involvement**

Understanding Needs

Affordable Solution

Manage Expectation

Develop Trust

Customer Delight