



A Successful 5-Day In-house Training Course

# Contract Management in Offshore & Marine, EPCIC and Shipyard



This course is Designed, Developed, and will be Delivered under  
**ISO Quality Standards**





# Contract Management in Offshore & Marine, EPCIC and Shipyard

## WHY CHOOSE THIS TRAINING COURSE?

For complex offshore and onshore projects the preferred contract module used is the EPCIC (Engineering, Procurement, Construction, Installation & Commissioning) Contract. Understanding the allocation of risk by mastering the ins and outs of EPCIC contracts will prove to be a valuable tool in driving effective contracting strategies to minimise liabilities.

This workshop is specifically designed to provide participants with a well- tested and practical guide.

- Putting EPCIC in the context of the different models of EPC Contracts,
- The inherent risk, liabilities and benefits of employing various contracting strategies
- The challenges of EPCIC lump sum contracts and the ways to manage cost over-runs,
- Structuring the contract to address the issues of the several parties to the contract to ensure a positive project outcome. Pros and Cons of the split EPCIC contract form.
- Insights into the current issues affecting EPCIC contracts like pollution, HSE and local content; managing contractor concerns

## WHO IS THIS TRAINING COURSE FOR?

This course is suitable to a wide range of professionals but will greatly benefit Contracts Professionals and Project Managers operating in complex offshore and onshore projects in marine and shipyard construction and engineering, whether at beginner or intermediate levels, and also

- Commercial Contract Professionals
- Commercial Operation Professionals
- Contract Engineers
- Procurement supply chain professionals
- Risk manager / Contract Risk professionals

## WHAT ARE THE GOALS

By the end of this Course participants will be able to:

- Understand the current global, local and financial environment for EPCIC contracts and assess operational, commercial, legal and financial risks in EPCIC contracts
- Examine and analyse the difference between with EPCIC contracts & EPCM and appreciate the underlying legal principles.
- Appreciate the essential element of the different contract stages from pre to post tender to completion and delivery of project.
- Address key issues faced during project lifecycle and how to tackle these through enforceable contractual clauses
- Avoiding drafting pitfalls and ambiguous contractual terms

## HOW WILL THIS TRAINING COURSE BE PRESENTED?

This course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes exercises designed to improve and sharpen the skill sets of delegates in planning, negotiating and managing EPCIC contracts through interactive session with role playing, case studies, discussion groups and scenario building. The objective of the interactive role play is to enable participants to apply the knowledge and understanding gained at the workshop to negotiate a more effective EPCIC contract. This will help participants gain practical insights into managing the risks and enhancing their rewards.



## DAILY AGENDA

### Day One: EPCIC Overview, Legal Framework & Contract Structure and Risk Allocation

- Maximising parties rights and interests with appropriate contracting strategy
- Contractor's single point of responsibility
- Split contract structures
- Choosing the right contract structure for your project
- The tender process, tender and award. Discussing and analysing different strategies

### Day Two: Tender Process Leading to an EPCIC Contract

- Legal, Technical and Commercial Pre-Qualification of tenderers
- Best practices in tender evaluations and selection of tenderer
- Important of scope of work and specifications and terms and conditions
- Exceptions – what to accept and what to deny
- Finalising tender negotiations & Award –
- LOI and LOA essential terms and legal effects
- Exercise on the selection process and main elements to ensure a successful tender exercise

### Day Three: Negotiating Essential Contractual Terms of EPCIC Contracts

- Identifying critical issues in the project life-cycle
- Managing cost impact clauses like delay, price fluctuations
- Indemnities and other liabilities, MAC clauses, HSE
- Changes in Law and regulations in host country & stabilization clauses
- Political Risk Insurance
- Force Majeure & Termination for cause and without cause
- Case study & drafting exercise

### Day Four: Essential Aspects of Risk Management Strategies

- Design, Technology & Process Risk
- Procurement & Specification risk
- Variations and cost impact
- Payment and multi- currency contracts
- Delay and liquidated damages
- Completion and testing & effects of acceptance

### Day Five: Contract Completion – Critical Issues

- Acceptance of punch list of defects - What is the effect?
- Passing of title and risk - safety & insurance
- Warranties and Guarantees
- Passing of Intellectual Property rights
- Defects - Exculpatory Clauses
- Dealing with disputes – considering the different options
- Discussion on issues participants have faced and how it was handled



**QUALITY  
CERTIFICATION**

ISO 29990 : 2010 Certified







ISO 9001: 2015 Certified






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