



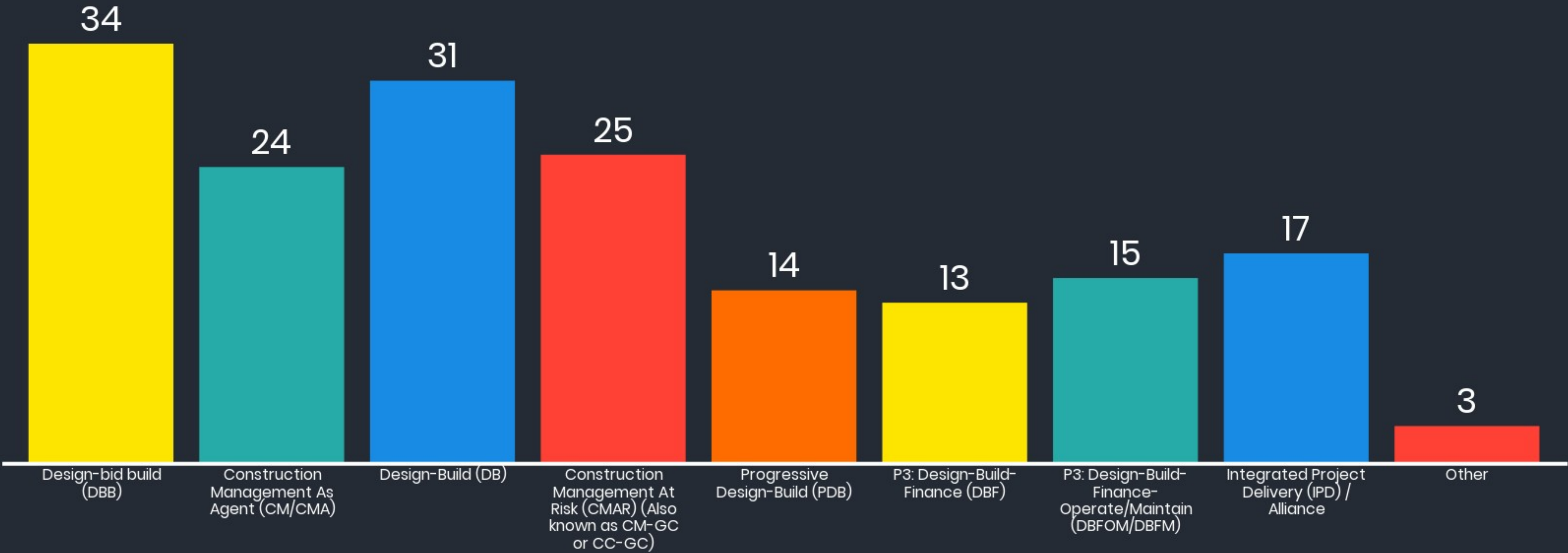
# **Welcome to the EY–ECA Alternative Delivery of Major Capital Projects Session**

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EY Facilitators: Andre Koncewicz & Jill  
Beaton

Support: Karen Giang

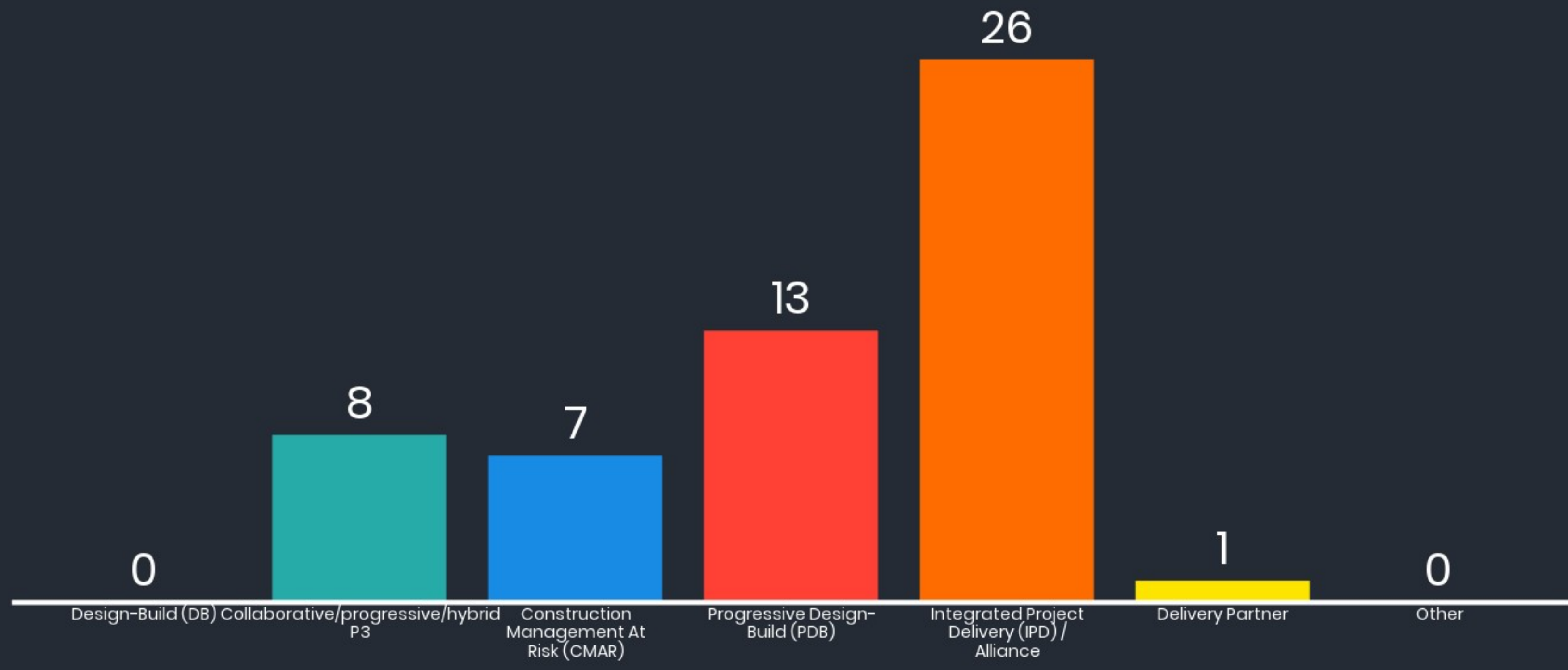
# Which delivery models have you had direct experiences with?



# What types of issues have you seen arise on projects that may be contributing to changing market environment?



# What "alternative" delivery models have you heard the most "buzz" about recently?



# What are top two things that could help address challenges implementing "alternative" delivery models?

Demonstrates improved schedule. Better quality of service or product. Better project management.

Demonstrating value: "open book" needs to be real open book and supported by well-organized documentation.

1) The tradition of being risk-averse and needing to sway away from CCDC30 and develop our own contract; 2) Not seeing full statement of account; 3) Need for quick decision making

1) lack of knowledge on Owner side (familiarity with what the process really is)/inflexibility of process for procurement or decision making 2) finding the right "sweet spot" for a project size and type; deal with the risk transference mentality

- how do we Embrace a change in mindset away from equating best-value with cheap. - what are the best types of projects to try and prove new models?

understanding of benefits of other models and how to convey to stakeholders

Contractual language and instruments - too complex and people hide behind them. Use this to stop bad habits which is not the right way to change things. Best value not lowest price! - total cost of ownership.

Educating Owners and industry with pros and cons with each model. Lack of readiness around delivering the models - approval with cost certainty. Understanding project risks to make a decision. Use this forum as lessons learned - education - one size does

cost certainty

# What are top two things that could help address challenges implementing "alternative" delivery models?

Education - speaks to solving the owner readiness challenge which our group identified with. In addition, independent cost analysis and input along with peer reviews aided us in particular at the UA to overcome the challenge of value demonstration

Demonstrating value was a challenge for 3 of 4 participants in our group as we were subjected to legislation and trade agreements

We all want open, fair, trusting, collaborative delivery models, however as a public owner seeing a fee of close to 0% starts creates a controversial relationship at the start.

People adapting and accepting change to alternative delivery methods.

As a public Owner, not being taken advantage of during a time of learning. This becomes base on whether we continue these contracts based on lessons learned

Demonstrating Value

Lien legislation and how owners manage around IPD profit holdback and lien holdback.