



Contract management awareness training programme for international projects

The Client

Samsung C&T Corporation was founded in 1938 as a parent company of Samsung Group. In 1975, Samsung C&T was designated by the Korean government as the first general trading company to lead overseas sales operations and, after the merger with Samsung Construction in 1995, it has now become a global business with offices in around 50 countries.

Samsung C&T has been responsible for the delivery of iconic projects throughout the world including the Petronas Twin Towers in Malaysia and the Burj Khalifa in Dubai. The company also provides major infrastructure schemes such as airports, high speed rail, dams, bridges, power plants [including nuclear], ports, LNG terminal and residential.

Systech International

Systech International has a framework agreement with Samsung C&T to provide global project consultancy services.

The Requirement

In November 2015, Samsung C&T invited Systech to contribute to its in-house training programme for staff seen as future contract managers on international projects.

Our objective was to deliver the grand finale of the 16 week staff programme; a practical overview of claims management and dispute resolution.

| Key topics |
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| Basic contract law: NEC3 contract, joint venture agreements |
| Society of Construction Law Delay and Disruption Protocol including Rider 1 review |
| Programme management tips |
| Claim preparation / best practice |
| Cost recovery |
| Calculation of prolongation costs |
| Understanding differing site conditions |
| Fit for purpose and contractor design liabilities |
| Managing subcontractor claims |
| Adjudication and arbitration |
| Concurrent delay |
| Global claims |
| Construction case law |

The Solution

We provided Samsung C&T with two presenters, both well-known experts in their field with hands-on project experience.

A timetable for the programme was agreed along with a structure for the content which reflected Samsung C&T's specific business needs and objectives.

The programme, a combination of tuition and exercises/case studies in short interactive and practical sessions to aid learning, was prepared by the presenters and other specialists in our consultancy team.

The two week programme was held at the Law School of the University of Sungkyunkwan, with which the Samsung Group has a partnership, and was delivered to around 40 attendees. The feedback we received was excellent.

| The Training Programme | |
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| Lectures with Poweppoint slides | |
| Reading materials | |
| Case Study / excercises | |
| Group discussion about written assignments with further questions | |
| Open Q&A and module round up | |

Attendee feedback...

"Great insight into dispute resolution methods through actual cases"

"Much appreciated, I am going home with an armful of knowledge"

"A highly informative session on NEC3 contracts"

"Impressive case studies"

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| <p>BUILDING Dream Creator</p> <p>Making Dreams Come True</p> | <p>CIVIL Infrastructure Creating New Spaces</p> <p>Creating Whole New Spaces</p> | <p>PLANT Global EPC Contractor</p> <p>Becoming a global leader in value creation</p> | <p>HOUSING Premium Brand</p> <p>Premier Brand in Living</p> | <p>DEVELOPMENT Total Solution Provider</p> <p>Turning Dreams into Reality</p> |
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To learn more about our training services contact

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