



Construction  
Industry  
Institute



COAA  
Construction Owners  
Association of America

# AWP CONFERENCE 2016

Houston, TX • October 4<sup>th</sup> and 5<sup>th</sup>

## Audience Participation Session

Lloyd Rankin, Group ASI, Moderator

Ted Blackmon, Construct-X, Facilitator

Seamus Coyne, Aluma (Brand), Facilitator

Roger Gossett, JV Driver, Facilitator

Geoff Ryan, Insight-WFP, Facilitator

# Introduction

*In this session, you are a 'panel' member! With the help of audience feedback technology and our guest facilitators, you'll help us dig into the big topics of this year's conference.*

# Facilitators

Thank you to our facilitators:

- Ted Blackmon, Construct-X
- Seamus Coyne, Aluma (Brand)
- Roger Gossett, JV Driver
- Geoff Ryan, Insight-WFP

# The 8 Challenge Areas

Over 20 hours of interview with owners from various industries helped us find the owner's priorities and challenges that we built our program around:

## *The 8 Challenge Areas:*

- Leadership
- Change Management
- Implementation
- Best Practices
- Resources
- Alignment
- Scalability
- Standardization

More info in your printed program and at  
[awpconference.com/eventguide/challengeareas](http://awpconference.com/eventguide/challengeareas)

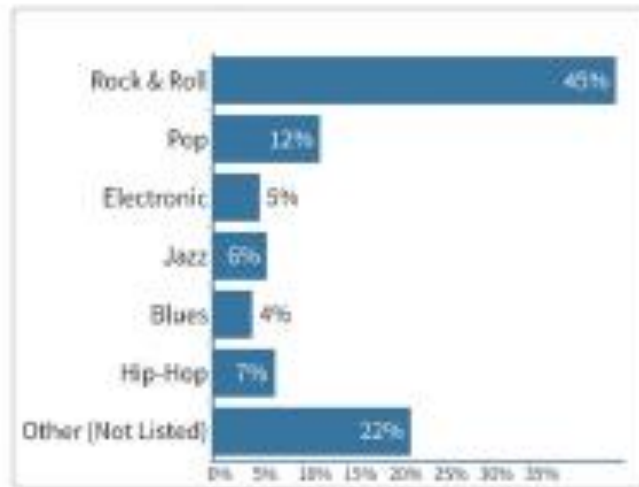
# Polling results

## Polling questions from yesterday:

- **Leadership:** Effective Characteristics of a Corporate AWP Sponsor
- **Best Practices:** Of 15 pre-selected CII best practices, identify the 3 that you feel would be the least useful in supporting AWP implementation.
- **Resources:** Of a provided list of criteria (related to vendor evaluations), which 3 are the most important in evaluating a potential AWP vendor?
- **Alignment:** Of a provided list of ideas, prioritize the best ways to increase owner / EPC alignment.

# Music and animals

## Favorite music genre



Response options

**Rock & Roll**

**Pop**

**Electronic**

**Jazz**

**Blues**

**Hip-Hop**

**Other (Not Listed)**

Count

**53**

**14**

**6**

**7**

**5**

**8**

**26**

Percentage

**45%**

**12%**

**5%**

**6%**

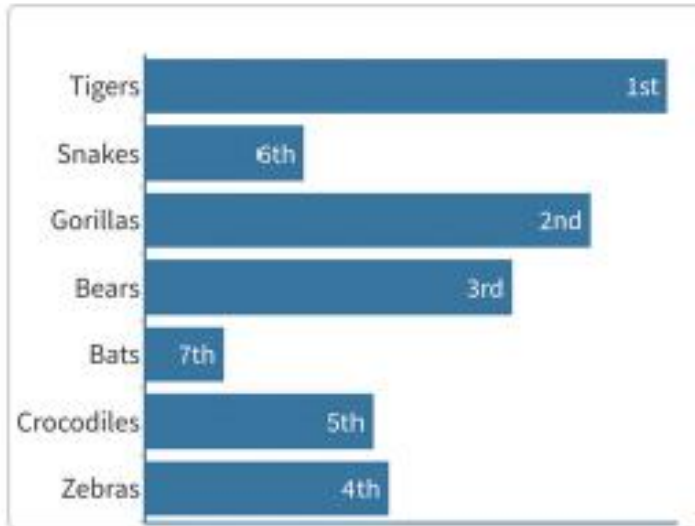
**4%**

**7%**

**22%**

# Music and animals

## Favourite zoo animals



Response options

Tigers

Gorillas

Bears

Zebras

Crocodiles

Snakes

Bats

Rank

1st

2nd

3rd

4th

5th

6th

7th

# Best Practices

**Of the list of CII Best Practices provided, which do you feel would be the 3 LEAST APPLICABLE to supporting AWP implementation?**

- Alignment
- Benchmarking & Metrics
- Change Management
- Constructability
- Disputes Prevention & Resolution
- Front-end Planning
- Lessons Learned
- Materials Management
- Partnering
- Planning for Modularization
- Planning for Startup
- Project Risk Assessment
- Quality Management
- Team Building
- Zero Accidents Techniques



# Best Practices

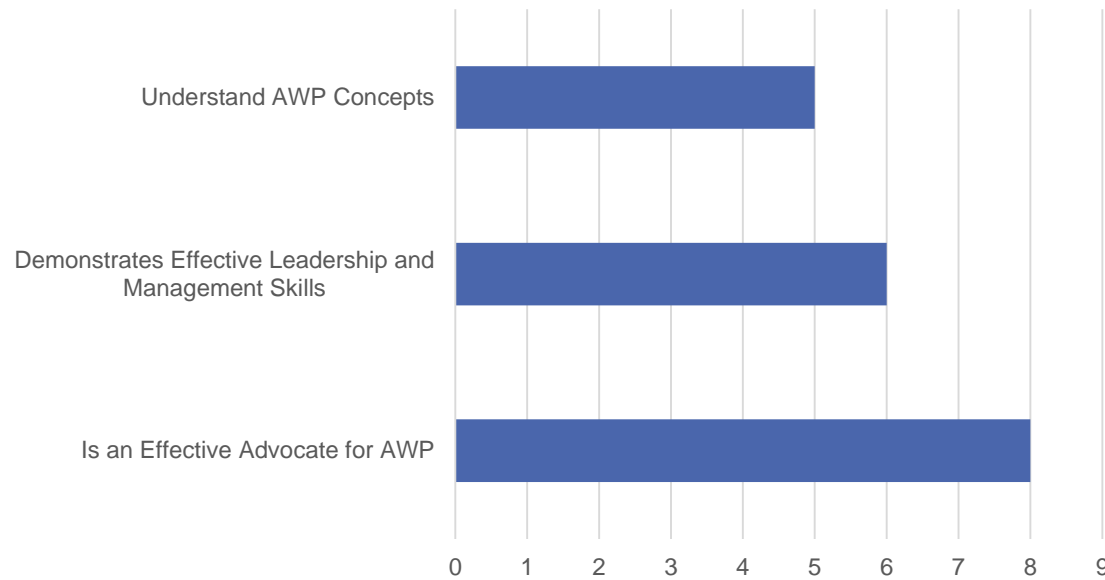
Response options	Rank
Disputes Prevention & Resolution	1st
Benchmarking & Metrics	2nd
Project Risk Assessment	3rd

# Leadership: Qualities of Effective Corporate Sponsor

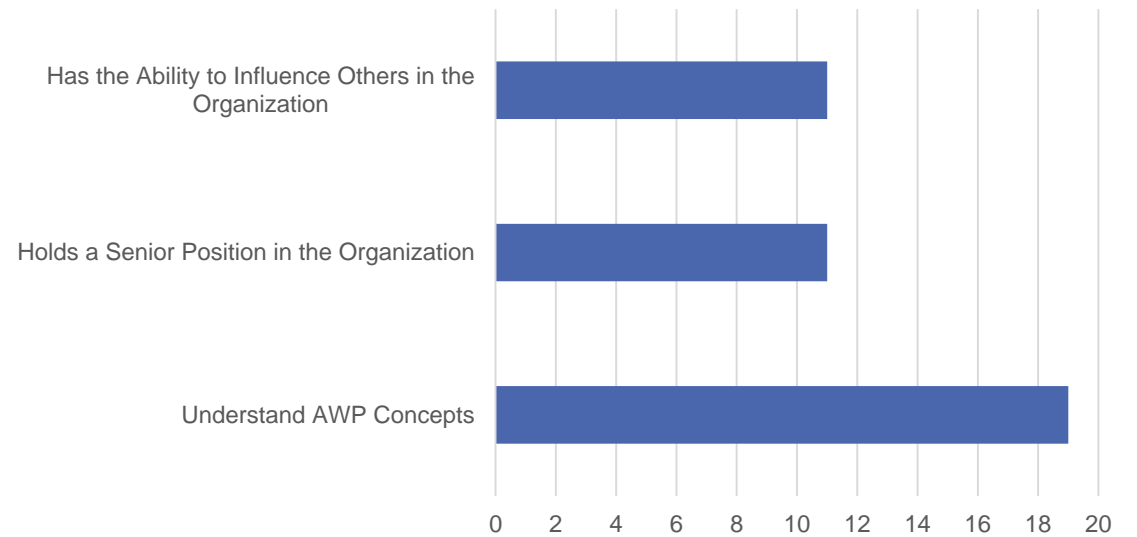
- Understands AWP Concepts
- Understands Organization's Corporate Goals
- Manages Resources Required for AWP
- Has the Ability to Influence Others in the Organization
- Is an Effective Advocate for AWP
- Is an Effective Change Agent
- Is an Effective Facilitator / Moderator of Group Collaborations
- Is Held Accountable for Project Outcomes
- Holds a Senior Position in the Organization
- Conducts Business with Integrity
- Maintains Enthusiasm
- Demonstrates Empathy
- Demonstrates Effective Leadership and Management Skills

# Leadership: Top 3 Most Effective Characteristics of a Corporate Sponsor

The Owners' Top 3



The Non-owners' Top 3

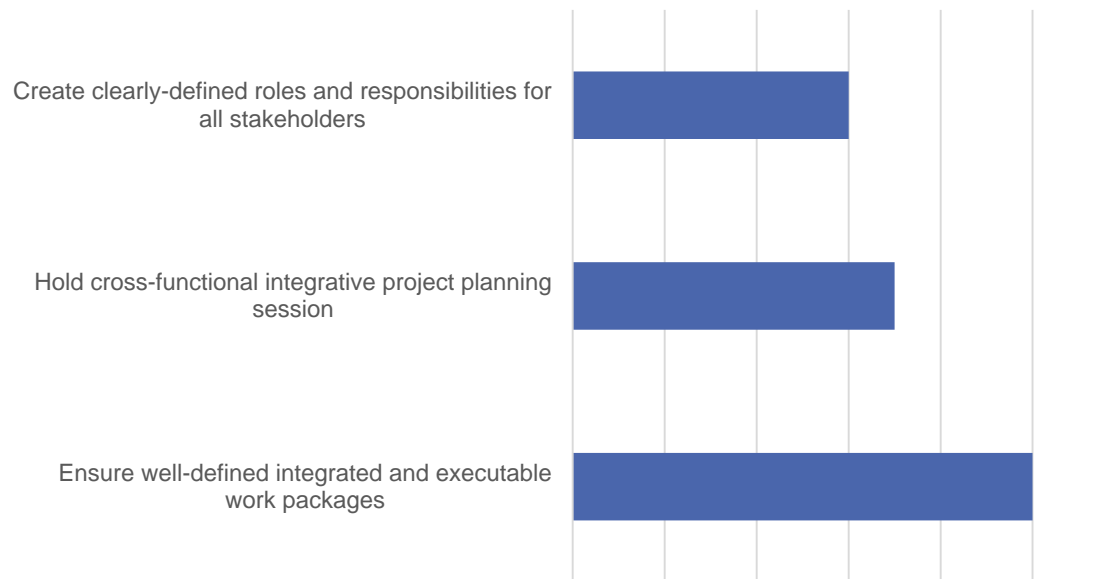


# Alignment: How to Improve Owner/EPC Alignment

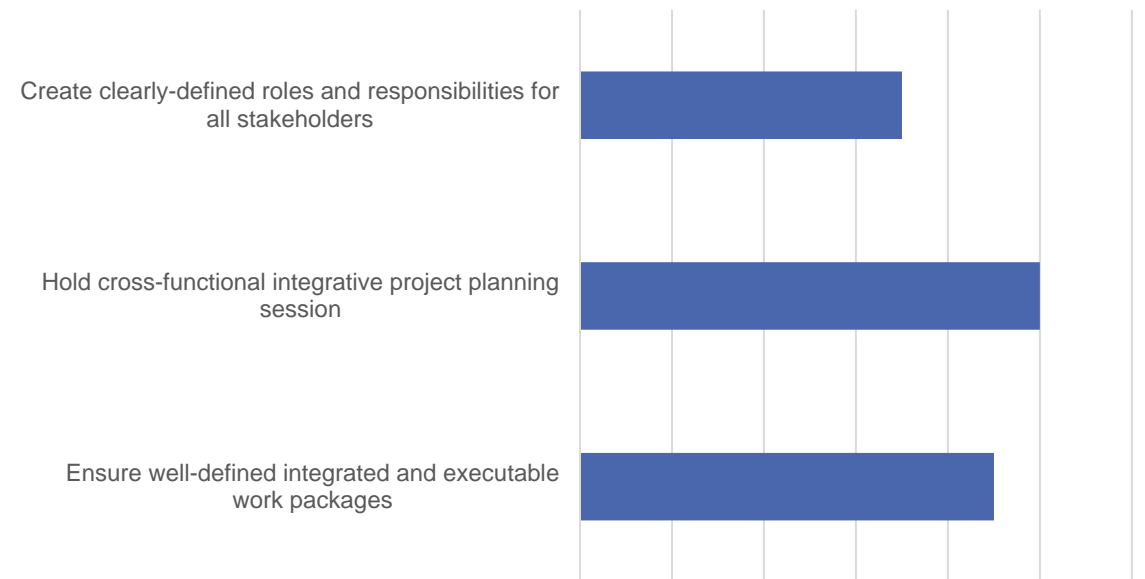
- Hold a collaborative, pre-project workshop
- Develop and publish a project communications plan focused on integrating stakeholders
- Hold cross-functional integrative project planning sessions
- Create clearly-defined roles and responsibilities for all stakeholders
- Develop a clear process for resolving project-related issues
- Ensure well-defined, integrated and executable work packages (Engineering Work Packages, Construction Work Packages, Installation Work Packages)
- Develop and deliver a cross-organizational project-based training program

# Alignment: Top 3 Best Ways to Improve Owner/EPC Alignment

The Owners' Top 3



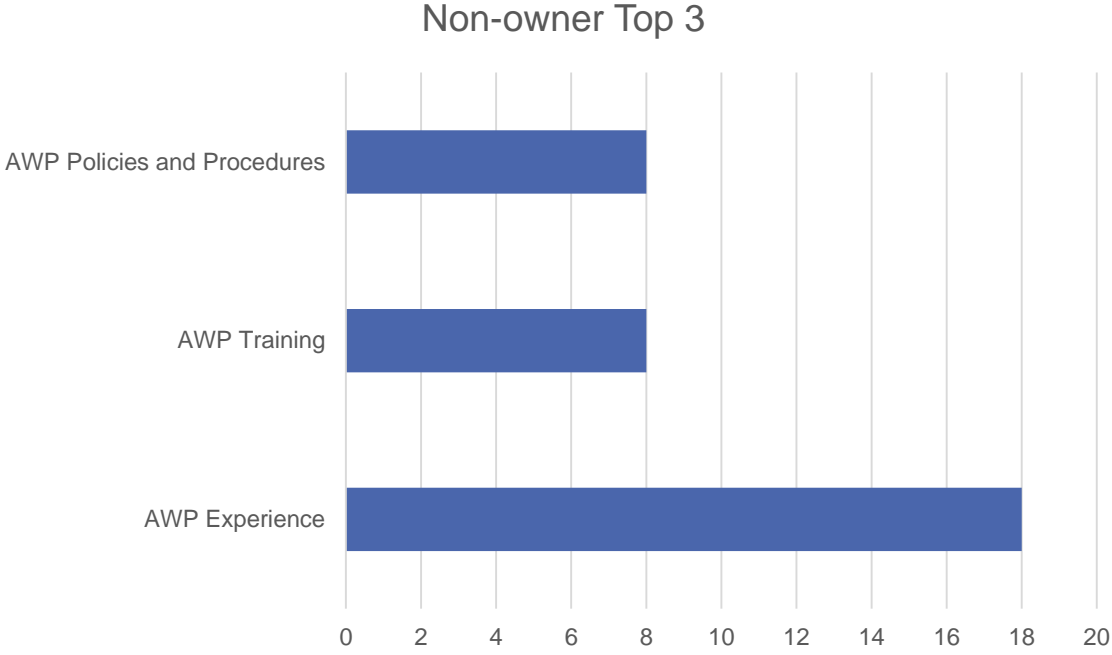
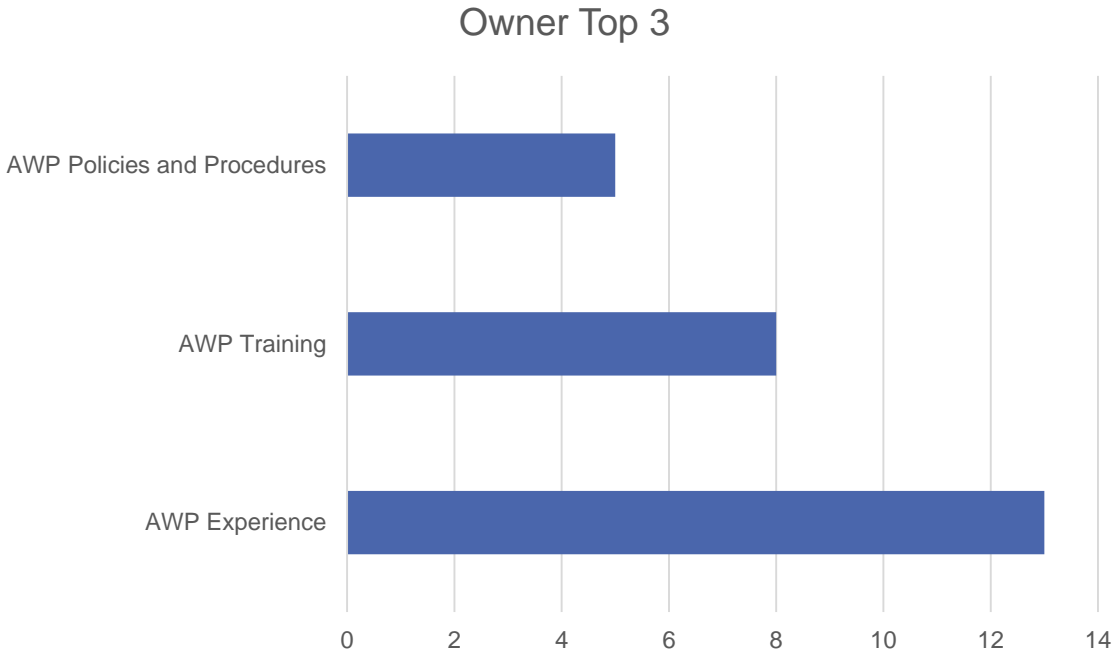
The Non-owners' Top 3



# Resources: Effective AWP Vendors

- AWP Experience
- AWP Policies and Procedures
- AWP Training
- AWP Implementation Successes
- AWP Positions Reflected in Company Organization Charts
- Strong AWP Sponsor
- AWP Reflected in Contracts

# Resources: Top 3 Most Important Criteria for Evaluating an AWP Vendor



# Continuing Group ASI research

## Today's table-talk topics

- Implementation
- Change Management
- Scalability
- Key Performance Indicators



# Thank you!

**Watch for more information about this after the conference.**

**Data to be provided to COAA and CII.**