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

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Music and animals

Favourite zoo animals

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<tr>
<td>Bats</td>
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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

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**
- Understand AWP Concepts
- Demonstrates Effective Leadership and Management Skills
- Is an Effective Advocate for AWP

**The Non-owners' Top 3**
- Has the Ability to Influence Others in the Organization
- Holds a Senior Position in the Organization
- Understand AWP Concepts
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

1. Create clearly-defined roles and responsibilities for all stakeholders
2. Hold cross-functional integrative project planning session
3. Ensure well-defined integrated and executable work packages

The Non-owners' Top 3

1. Create clearly-defined roles and responsibilities for all stakeholders
2. Hold cross-functional integrative project planning session
3. Ensure well-defined integrated and executable work packages
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

**Owner Top 3**
- AWP Policies and Procedures
- AWP Training
- AWP Experience

**Non-owner Top 3**
- AWP Policies and Procedures
- AWP Training
- AWP Experience
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.