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**WE MAKE IDEAS WORK**

**Role of consultant during investment project execution**

Business mission to Korea

Seoul | 25-04-17

# Specifics of project execution in Russia

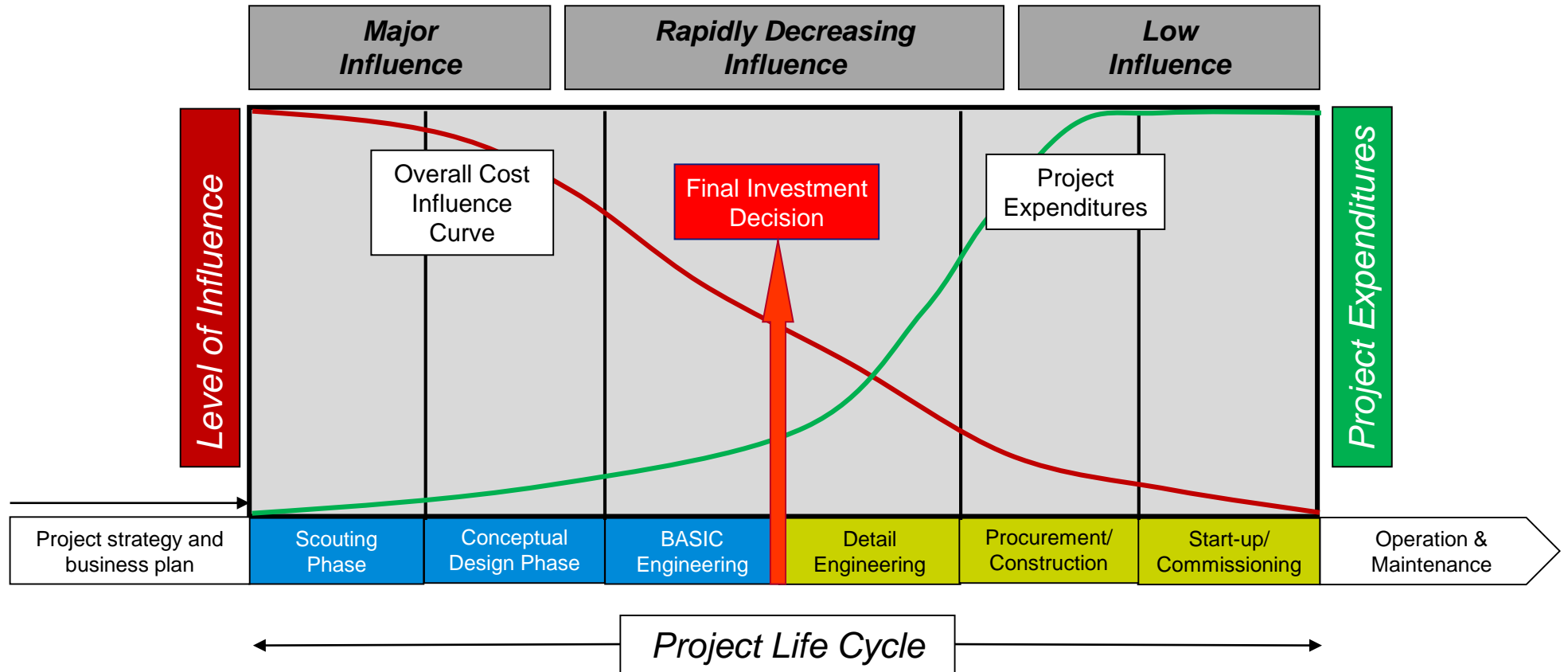
Execution of project in Russia **is possible and real** but latest expertise shall be involved in order to avoid unexpected surprises:

- Understanding of the project steps and stakeholders involved
- Mentality / cultural difference
- Permitting procedures
- Climate and environmental conditions
- Norms and regulations

*That's why a **reliable contracting partner** is one of the **key success factors** for your investment project*



# Project life cycle



# Typical mistakes in projects


- **Scouting phase**

- no preliminary investigation and assessment of site or facility, i.e. Due Diligence (legal, technical, environmental)

- **Permitting**

- no correlation of permitting schedule with overall project timeframe, missed permits

- **Engineering**

- 2D design instead of engineering in BIM (3D) from concept stage to optimize project time & budget (CAPEX and OPEX), increase efficiency and avoid clashes  savings on construction phase

- **Procurement**

- selection of the cheapest option, what leads to underestimation of capabilities of supplier

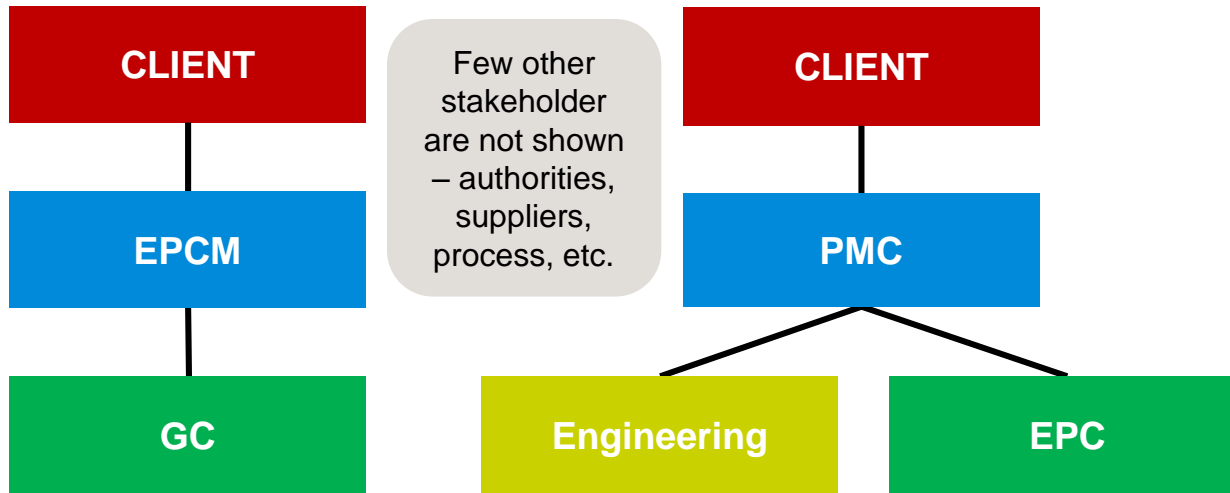
- **Construction**

- underestimation of own resources, lack of attention on commissioning phase (permits and as-built documentation)

- **Operational phase**

- no gap analysis for operability, best practices and compliance with effective regulations (continuous improvement)

## EPCM becomes PMC when all engineering is subcontracted



Better for **less** defined projects (scope and requirements)

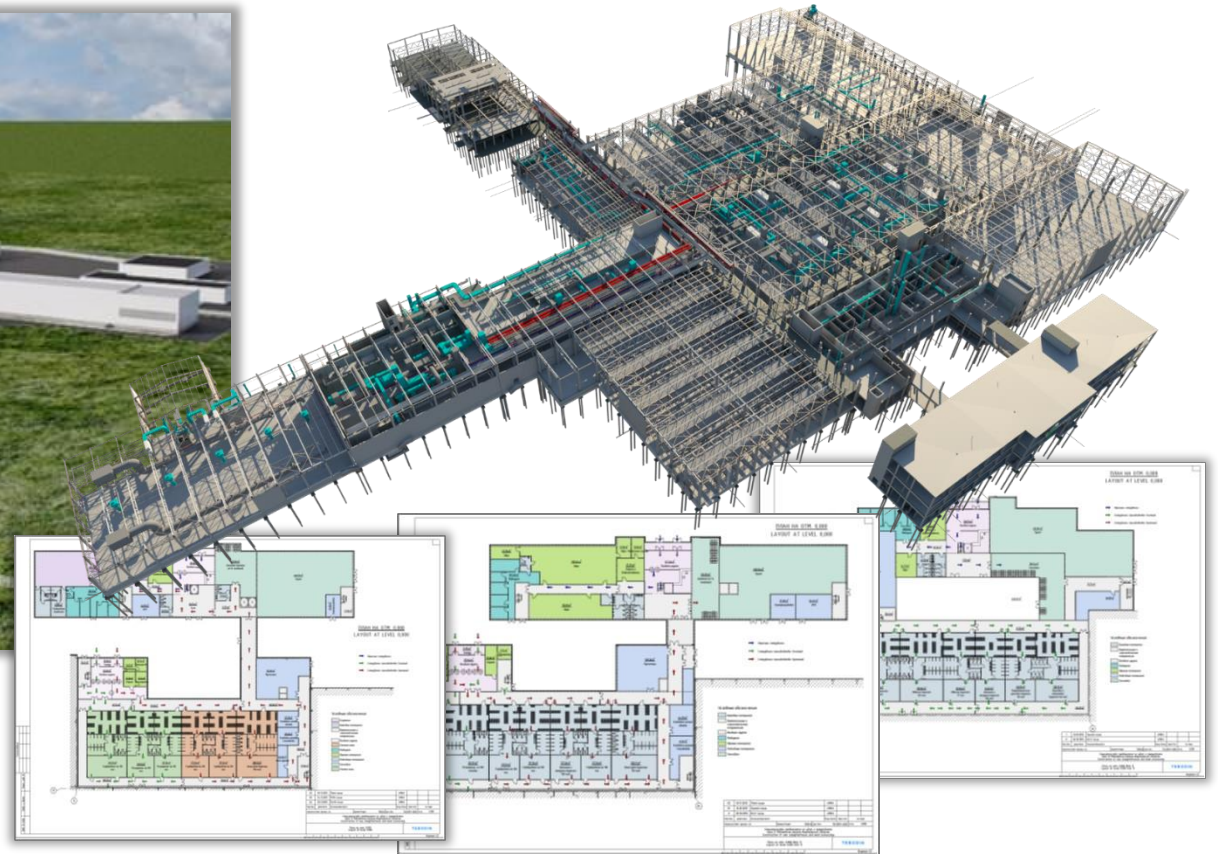
Better for **well** defined projects (scope and requirements)

### Usually (can be modified):

- **Engineering** – All engineering phases
- **PMC** – Project Management and Consultancy
  - *Project and Construction management*
  - *Procurement of contractors & suppliers*
  - *Permitting*
- **EPCM** – Engineering, Procurement and Construction Management
  - *Engineering*
  - *+ PMC*
- **EPC** – Engineering, Procurement and Construction
  - *Detail Engineering*
  - *Construction works*
- **GC** – General Contractor
  - *Construction works*



# BIM



**BIM** is a tool for engineering and project management, when 3D model is developed with indication of technical, financial and time attributes of each element.

# Key facts about Tebodin

## Long-term experience

- Founded in 1945, The Hague, the Netherlands
- Consultants & Engineers & Managers / technology  
(we make your factories work)

## Ample resources

- 3,400 consultants and engineers worldwide

## In-market presence throughout the world

- 35 offices in 17 countries, EMEA, USA
- Since 2012, Tebodin is part of **Bilfinger** group

## Long term relationships with clients

- 75 % of turnover = repetitive business
- 2016 turnover = 200 MEUR



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