efca
European Engineering Consultancies

Collaborative Delivery Models

Jaap de Koning (EFCA)

efca
European Engineering Consultancies

- European Federation of Engineering Consulting Associations;
- 26 branche-organisations;
- Representing FIDIC in Europe;
- Based in Brussels;
- Industry employs about 1 million staff;
- Industry generates more than EUR 150 billion annual turnover.

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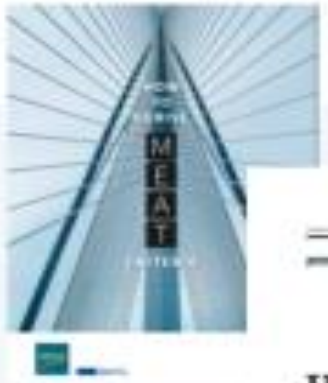
Witteveen + Bos



Commissie van Aanbestedingsexperts

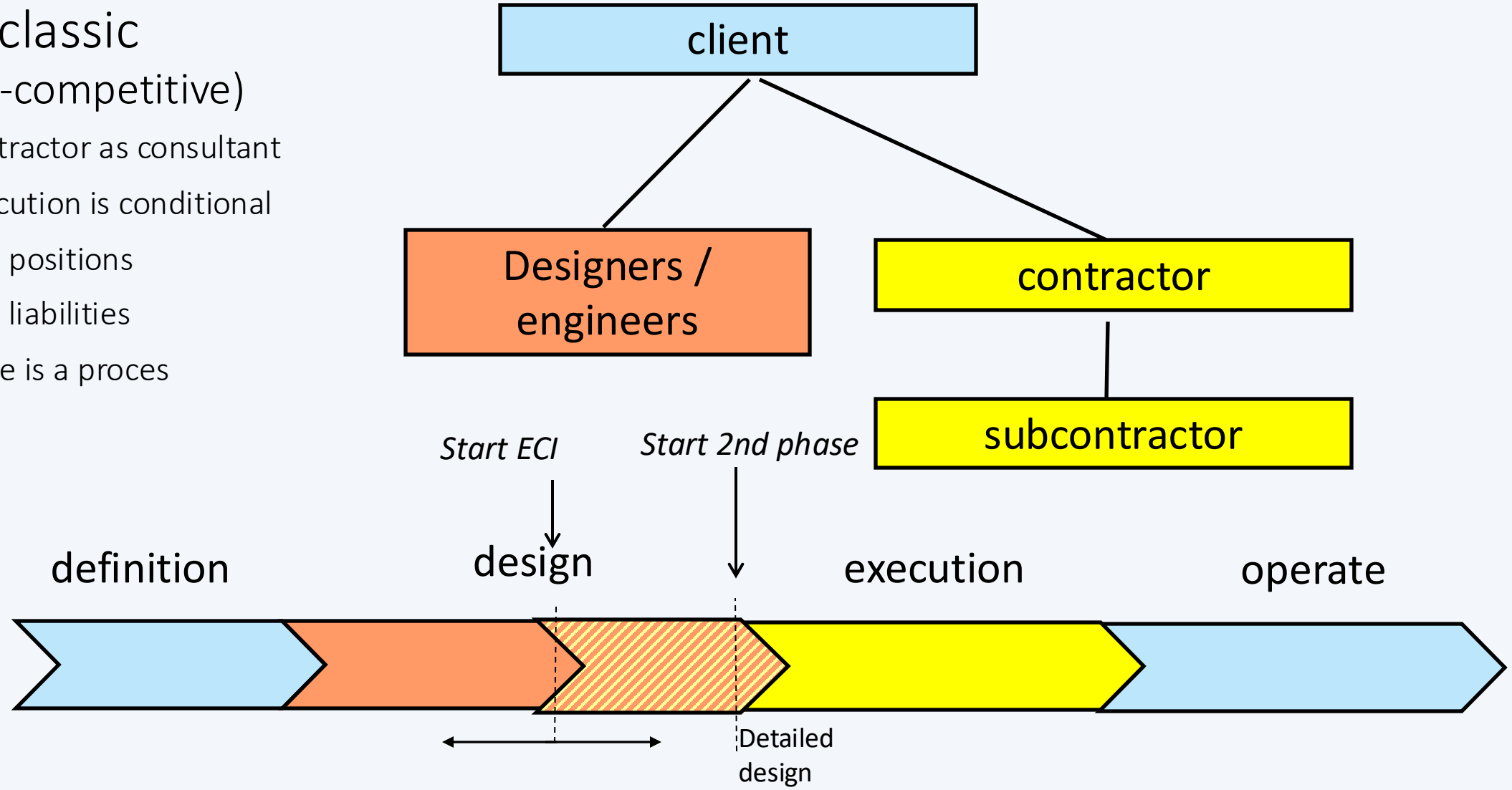
Collaborative Delivery Models

Early Contractor Involvement (ECI)

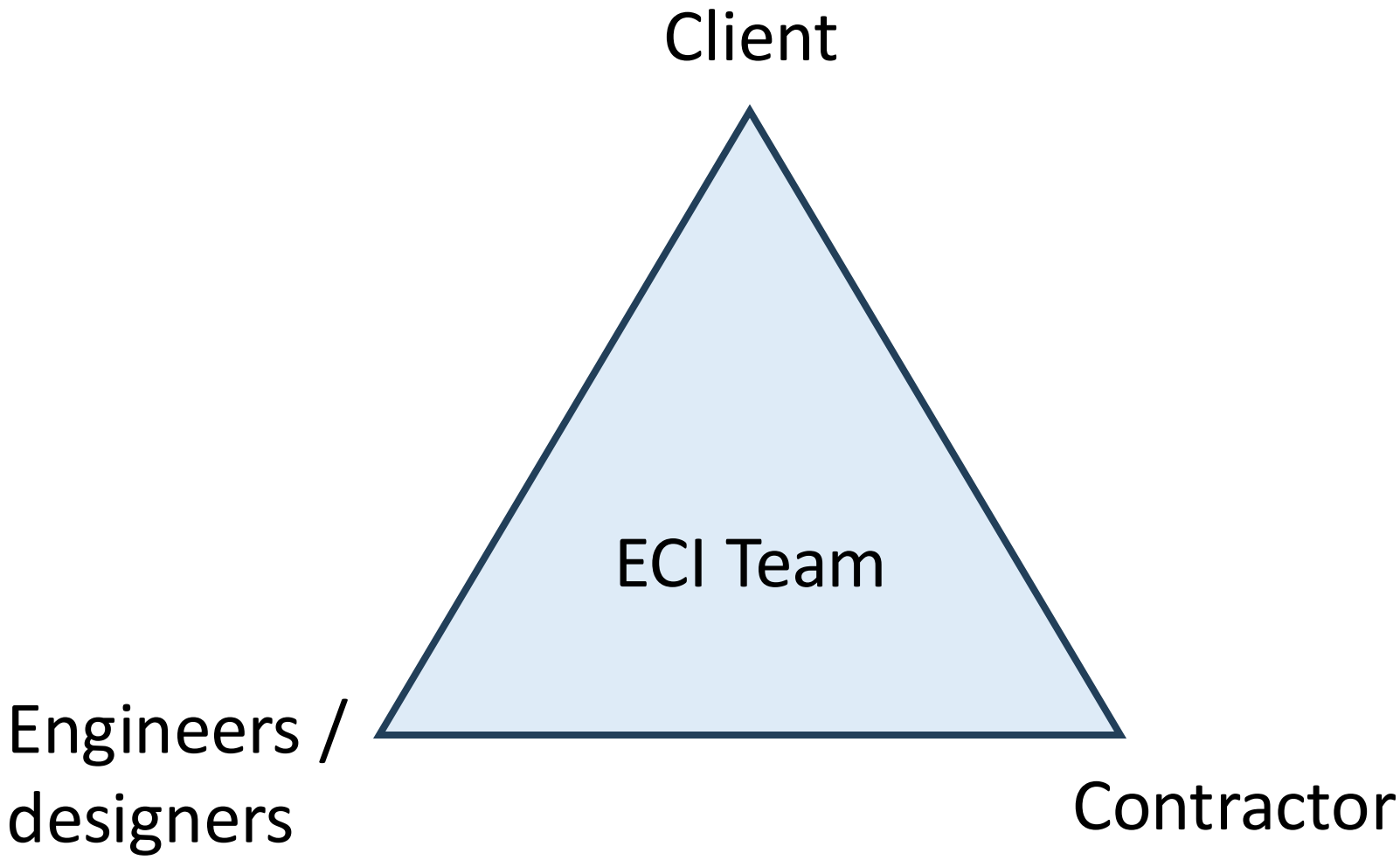
Competitive	Non Competitive
Two or more contractors in competition	One contractor
Combination of design and tenderphase	Tender is finished, designphase
Competitive Dialogue (cf European Directive)	(----)
Transactional model	Collaborative model
Award: assignment of the executionphase	2-phase: first design, execution is conditional

ECI classic
(non-competitive)

1. contractor as consultant
2. execution is conditional
3. two positions
4. two liabilities
5. price is a proces



ECI Structure



Who should be in the lead in the ECI-phase?

- What is the product of the ECI phase?
- Who is liable for the design?
- What is the core business of the designer/engineer?
- And same for the contractor?
- So ….

Characteristics of ECI

- Contractor has two positions: consultant and contractor;
- One team, one goal;
- Two-stage proces for execution offer;
- Different attitude for all ECI-members;
- Active client (in the lead);
- Design (product of ECI phase) is owned by the client.

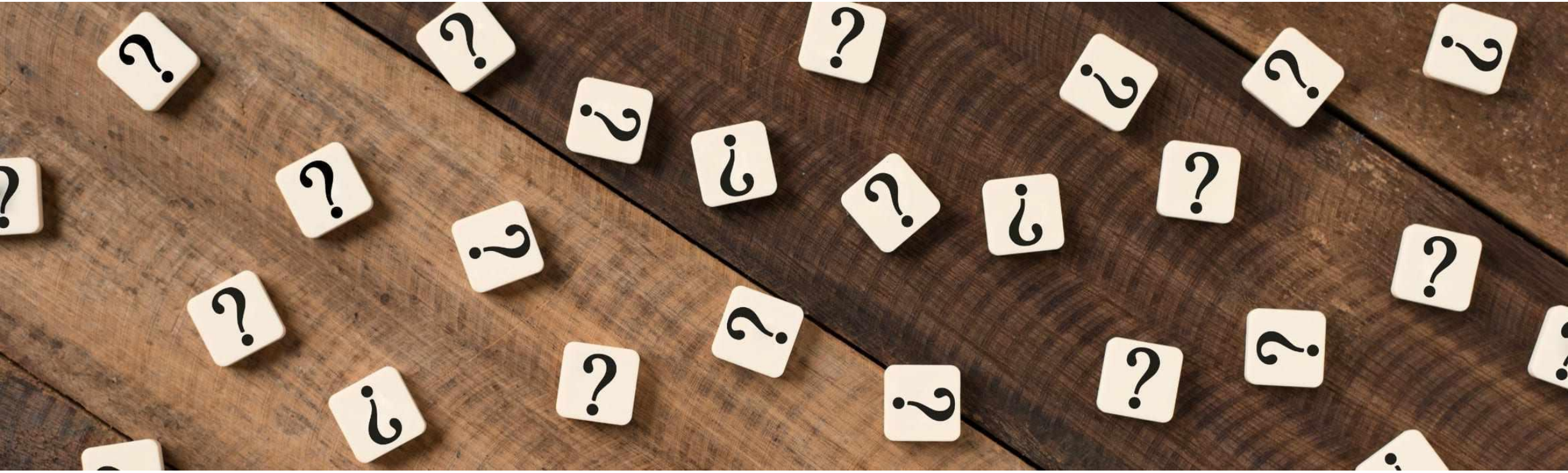
Why ECI?

- Use the constructability-expertise in the design-phase;
- Less costs of failure in the execution phase;
- Reduce risks;
- Better transfer of information;
- Better corporation.

Why ECI for the industry?

- Better performance for the construction industry;
- Less risk for clients in construction projects;
- Better image, more attractive for young people.

Questions?



Thank you!

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