

Plenary Session One

Same Storm, Different Ships Will Owners Plot a New Course



Session Moderator
Program Co-Chair

Rob Berra

Senior Vice President

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Owner's Panel

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engineering and construction contracting association

The Perfect Storm

Navigating Through the Turbulence of Risk and Change



Owner's Panel

- Same Storm, Different Ships:
Will Owners Plot a New Course

Contractor's Panel

- Same Storm Different Ships:
How Will Contractors Respond to the
Winds of Change



Owner's Panel



Robert W. Patterson

Manager, Deepwater Projects

Shell Exploration & Production



Mike Lowder

Director, Process Engineering

Eastman Chemical



Jack Hartung

Manager, Project Assurance

Chevron Project Resources Company



Jeff Reilly

Manager, International Downstream Projects

ConocoPhillips



Discussion Themes

- Macro Economics
- Corporate Strategy
- Tactical Responses to Strategic Changes
- Business Cycle Lessons Learned



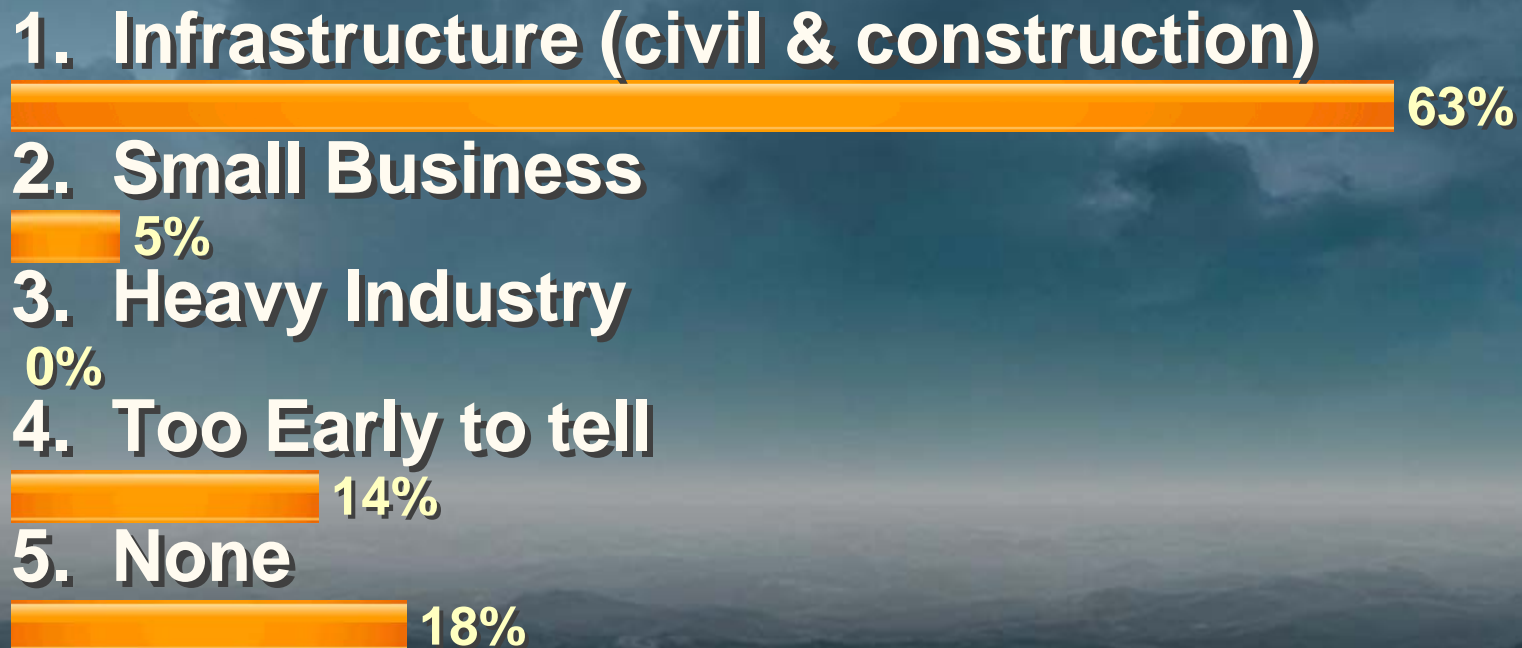
Discussion Themes

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Audience Response Question

In what market segments do you expect to see the US stimulus package working?



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Audience Response Question

In this current market, which contracting strategy are you seeing (using) more?

First Digit

1. Open competitive bidding



2. Selective competitive bidding



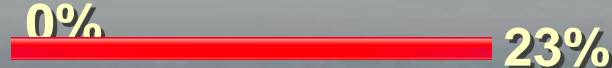
3. Single source negotiation



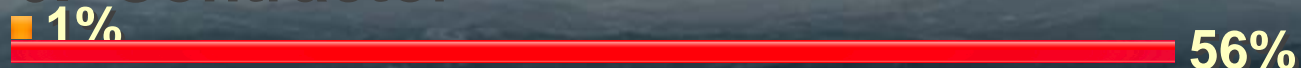
4. Growth under existing master contracts



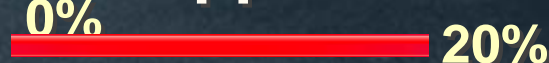
5. Owner



6. Contractor



7. Supplier or Other



Second Digit



Audience Response Question

In this economy, are you bracing for the long term, waiting to see or preparing for the upturn?

First Digit

1. Bracing for the long term



2. Waiting to see



3. Preparing for upturn

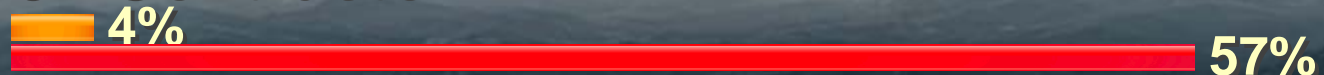


Second Digit

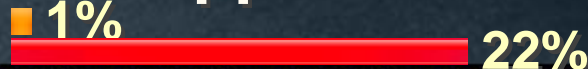
4. Owner



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Audience Response Question

Are we over-reacting or under-reacting to the current business uncertainty...and who is most impacted?

First Digit

1. Over-reacting



2. Under-reacting

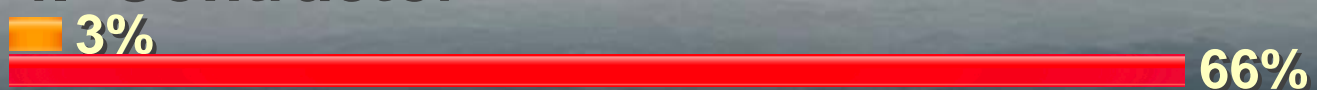


Second Digit

3. Owner



4. Contractor



5. Supplier or Other

