PerspECCtive

ECC 2019  Sponsor Only Session

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Theme: Win Together to Share Success NOW!

Year: 2019
Date: Aug. 28-31
Location: The Broadmoor Colorado Springs, CO
The Sponsor’s Only Session (SOS) is a key benefit of ECC sponsorship

**SOS objectives**

- A forum to engage in productive dialogue
- Exposure to different viewpoints (other owners, contractors, and suppliers)
- New contacts in the industry
## Past ECC SOS sessions

<table>
<thead>
<tr>
<th>2017</th>
<th>2018</th>
<th>2019 Mid-year</th>
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<tbody>
<tr>
<td><strong>Conference theme</strong></td>
<td><strong>Doing More with Less</strong></td>
<td><strong>Capturing Transformational Possibilities</strong></td>
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| **SOS topics** | • There are many views on our industry struggles  
  - what do we think?  
  - what should be addressed? | • Key ideas to improve  
  • Predictably delivering  
  - trust and transparency  
  - earlier construction input | • Waste in our current model  
  • Vision for an improved business model and platform |
| **External input leveraged** | • Various industry sources (e.g., IPA, McKinsey)  
  • Owner / contractor reps. (CP Chem / Technip) | • Oil & Gas Journal  
  • Tercon Consulting | • CII / CURT |
Topics from yesterday’s SOS

1. Sharing success: MEGlobal’s EG project
2. Understanding and increasing craft competencies
3. How cost engineering facilitates opportunity identification
Sharing success: MEGlobal’s EG project

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<thead>
<tr>
<th></th>
<th>USGC comparable performance</th>
<th>MEGlobal</th>
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<tbody>
<tr>
<td>Safety TRIR</td>
<td>0.30</td>
<td>0.07</td>
</tr>
<tr>
<td>Weld reject rate</td>
<td>5.00%</td>
<td>0.23%</td>
</tr>
<tr>
<td>% of total welds</td>
<td></td>
<td></td>
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<tr>
<td>Productivity</td>
<td>6.8</td>
<td>4.5</td>
</tr>
<tr>
<td>WH / LF of pipe</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Construction duration</td>
<td>29</td>
<td>21</td>
</tr>
<tr>
<td>Months</td>
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Key take-aways: How do we replicate success?

• “One team” philosophy
• EP aligned with construction
• Starting in the field only when ready
• Frontline accountability and daily targets
• Commitment to craft success
Understanding and increasing craft competencies

NCCER certification
Number, 2012

- Industrial construction workers: 620,000 (100%)
- NCCER certified written: 130,000 (21%)
- Performance verified: 38,556 (6%)
- Certified plus: 32,774 (5%)
Key take-aways: What should be expected of owners with respect to craft competencies?

- Assess your workforce today
- Drive craft skills enhancement through contracting expectations
- Become workforce development experts
- Set expectations for onsite skills upgrade training and performance verification
How cost engineering facilitates opportunity identification: Are these facilities different?

"Innovation is all about taking two things that already exist and putting them together in a new way"

*Tom Freston Media Mogul, CEO & Founder MTV*
Effective cost engineering ensures realistic assumptions and undue optimism are excluded from cost / schedule estimates.
Key take-aways: Where we can make a difference right now with respect to minimum scope

- Scope overdesign awareness
- Contractual set up and joint risk management
- Project efficiency competitions
- Individual risk behavior
- Dramatic standardization