



## **ECRI Americas Client & Industry Outreach Meeting**

**Houston, U.S.A**

**Thursday 5<sup>th</sup> November 2009**

### **BREAK – OUT WORKSHOP FEEDBACK**

#### **TOPIC – 2**

**“Relationship Issues and Difficulties in dealing with IOC/NOC Client JV’s“**

-- Opening Presenter and Facilitator: **Gary Fischer, Chevron**

-- Feedback Presenter: **Samir Karandikar, KBR**

#### **Feedback**

##### **One Member of the JV has a Stronger or Poor Relationship with a Contractor**

- Contractor can facilitate discussion/agreement between JV Participants
- Contractor Communication Plan addresses all members of the JV
- Clear roles/responsibilities defined and understood amongst the Owner JV down to the Working Level
- Clear Protocol for Contractor selection from the start
- Early alignment session between JV and Contractor. ‘Continuous Alignment’
- Use strong relationships to your advantage
- One JV partner can ‘help educate’ the other partners about the Contractor.

##### **IOC/NOC have different Drivers**

- Risk is identified on the Risk Register and \$ value assigned
- Active Change Management resulting from this risk to force decision making
- Owner sets a contracting strategy that helps mitigate the kinds of problems that arise
- At kick off meeting put the driver differences on the table
- Bring ‘diplomatic’ transparency to side bars

##### **JV allows ‘non-qualified’ bidders**

- Move away from L.S. pricing
- Walk away from the deal
- IOC/NOC must agree on kinds of bidders to be allowed and appropriate bidding process
- Build it into your Risk Portfolio. Set money aside

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- Buy into execution strategies and plans up front prior to bidding – HOA between JV Partners