

ENGINEERING & CONSTRUCTION RISK INSTITUTE

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Purpose: To review and discuss the issues and risks when E&C contractors undertake projects in geographical locations that are new and unfamiliar.

Introduction: At some point most E&C contractors will find themselves bidding for and possibly executing projects in locations for which they have no previous experience. The risks associated with this venture, over and above the risks associated with normal project execution are discussed in this document with suggestions for mitigating these further risks.

Purpose: Many issues need to be considered when attempting to develop a project execution plan and estimate for working in new geographical locations. Initially the E&C contractor may be facing competition from another company that does have the necessary previous experience, and by definition a range of advantages, and therefore it is important to try to get a good understanding of the particular risks of the area/location in question. (As well as being a new geographical location for the E&C contractor, it could also be a new client who is also entering this new location, so the normal appraisals of when dealing with new clients need to be addressed).

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