Track A: 11:00 am - 12:30 PM
CC-1: Collaborative Contracting - Breaking Barriers: Interests, Trust and Performance
Prices Are Up, But Challenges Remain For Oil And Gas Co

An Industry In Trouble?

Capital Expenditures in Alberta's Oil and Gas Industry

Source: CANSIM 029-0045. * 2018 is investment intentions.

some say it is doomed to extinction, but others see a future measured in centuries
Collaborative Contracting Model

Risk/Reward Group

Source: Howard Ashcraft, “Collaborative Project Delivery” Presentation – February 23, 2018
Collaborative Contracting

Ledcor – TransCanada Alliance – Case Study
The Panel

• Bill Partington – Ledcor – President Pipeline Group
• Dale Posein – Ledcor - SVP Construction
• Dan Bierd – TransCanada – Director Liquid Projects
• Kevin Duffy – TransCanada – Manager Supply Chain

The Project

• Scope - 450km x 2 (36” + 20” Liquids Pipeline)
• Ft. Mac to Edmonton
• 2013-2017 Construction
Collaborative Contracting Drivers

- HEATED MARKET
- PROJECT SCHEDULES / COST PRESSURE
- SAFETY / QUALITY
- STABILITY / PREDICTABILITY
Collaborative Contracting
Joint Objectives

• HIGHLY PRODUCTIVE WORKFORCE
• BETTER PLANNING / BETTER EXECUTION
• ALIGNED MEASURES OF SUCCESS (KPIs)
• CERTAIN OF DEMAND / SUPPLY
Collaborative Contracting
Project Results

• PERFORMANCE IMPROVEMENT
• EXECUTION TARGETS
• ALIGNMENT OF VALUES / CREATION OF TRUST
Collaborative Contracting Challenges

• SIGNIFICANT MARKET SHIFT
• DIFFICULT TO PLAN FOR UNKNOWN RISKS
• FUTURE PROJECT WORK / BACKLOGS VOLITILITY
• ALLIANCE ENDED EARLIER THAN PLANNED
Collaborative Contracting
Learnings/Recommendations

• DEFINE GREAT PERFORMANCE
• CORPORATE CULTURE / VALUES
• RIGHT PEOPLE / RIGHT MINDSET
• EXIT STRATEGY / RISK REGISTER