

# Where to start with NEC?



# Introductions

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# Objectives

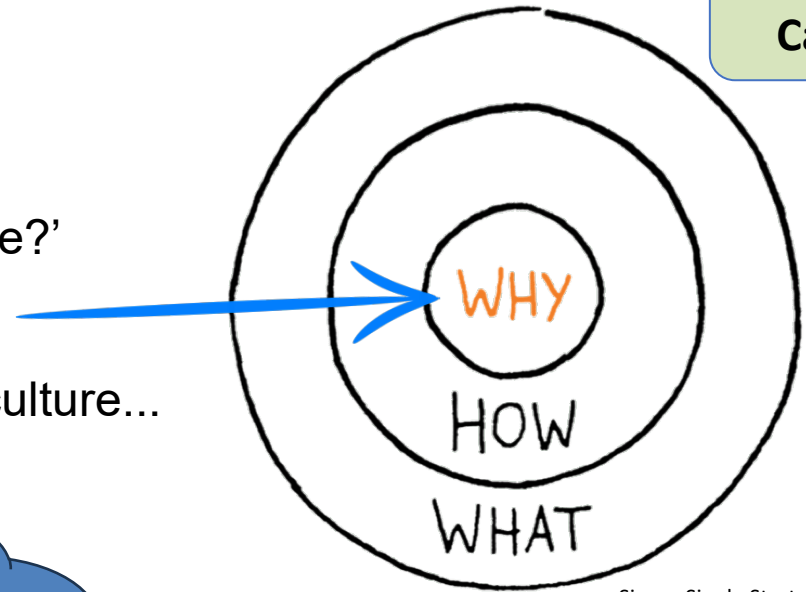
To share our experiences and knowledge on where to start with NEC contracts...

- How to set up to succeed?
- What do you need to consider?
- What are common mistakes?

# Choosing the right procurement and contract strategy

Business  
Case

- Why am I about to start a project/service?'
- **Purpose / needs / pains?**
- Worthy purpose? Energising, shapes culture...

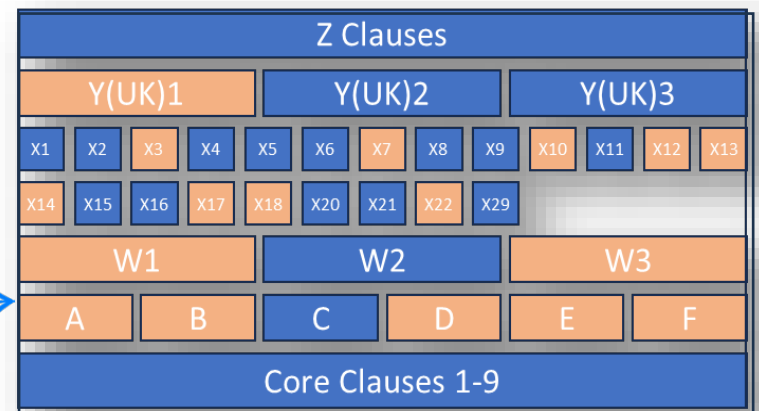
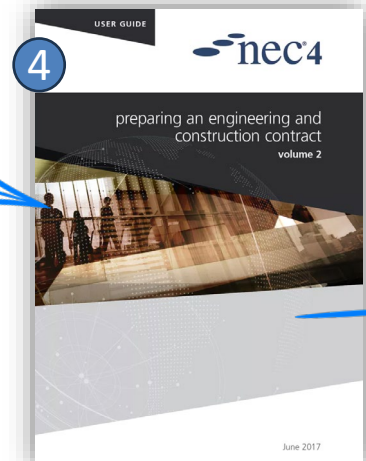
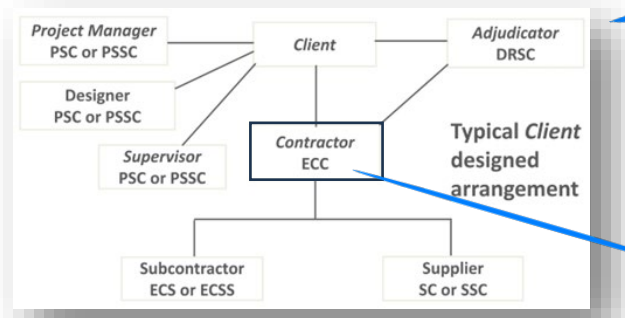
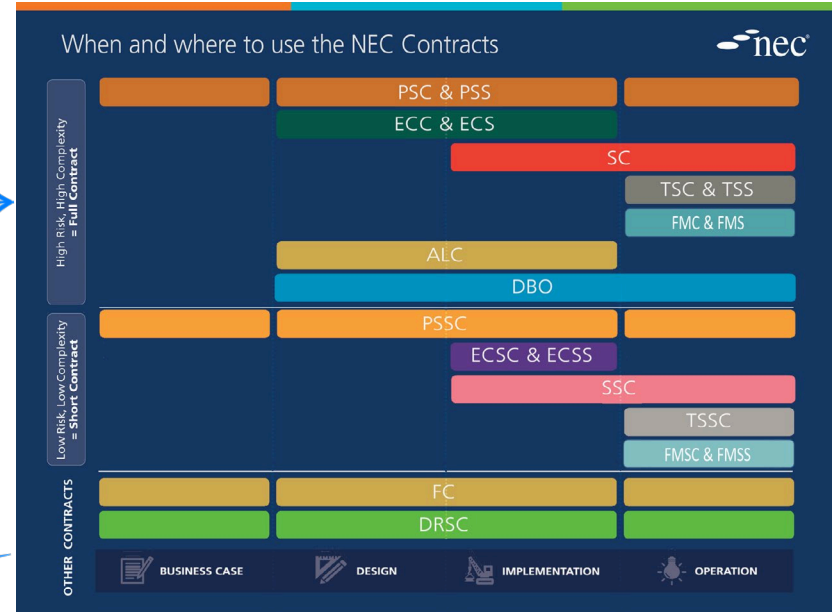
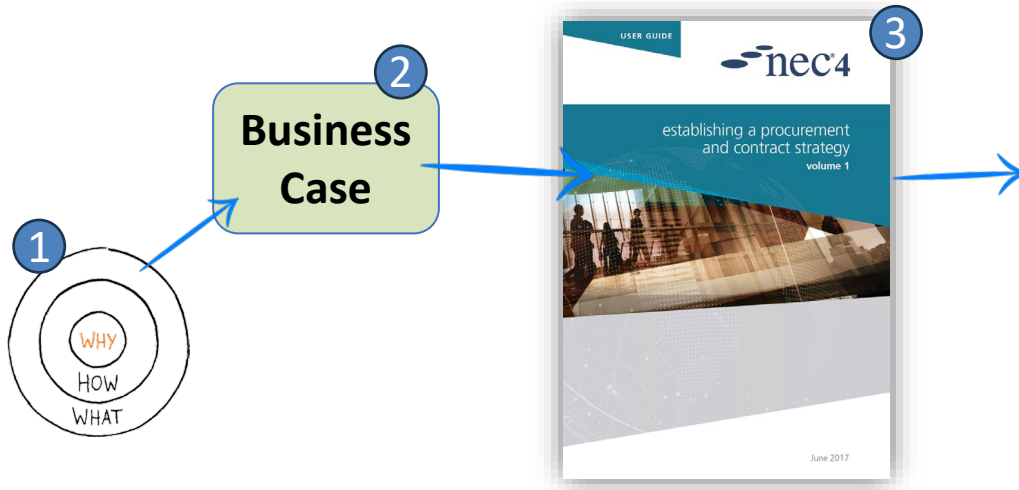


Simon Sinek: Start with Why

**'Collaboration'** noun. *The situation of two or more people working together to create or achieve the same thing.*

- In our industry, 'how' and 'what' susceptible to change
- **Better to establish collaboration in the 'why'**
- Innovate from the purpose, not just around the solution
- Think outcomes as well as outputs
- Set motivations (KPIs, Performance tables etc...)

# Choosing an optimum procurement and contract strategy



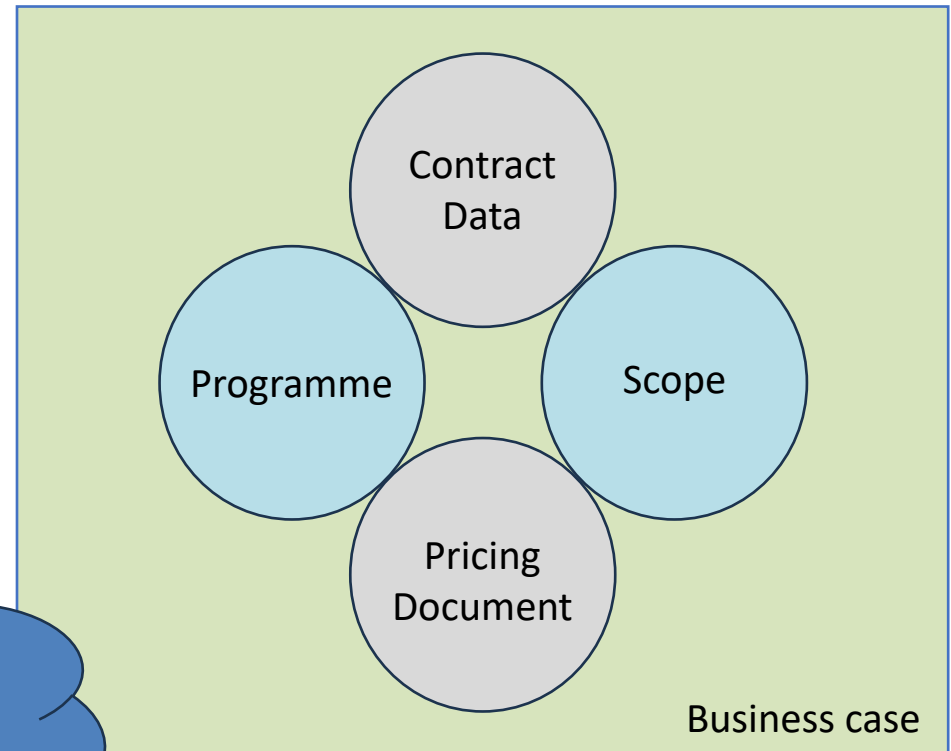
# What are the essential soft skills?

- Facilitation
- Listening
- Be inclusive
- Managing disruptive influences



# Where to spend our energy pre-contract

- Appropriate allocation of risk
- Resourcing
- Early contractor involvement
- Effective negotiation
- Clear, concise Scope
- Practicable, realistic programme
- Pre-contract workshops and training
- Buy-in to dispute avoidance

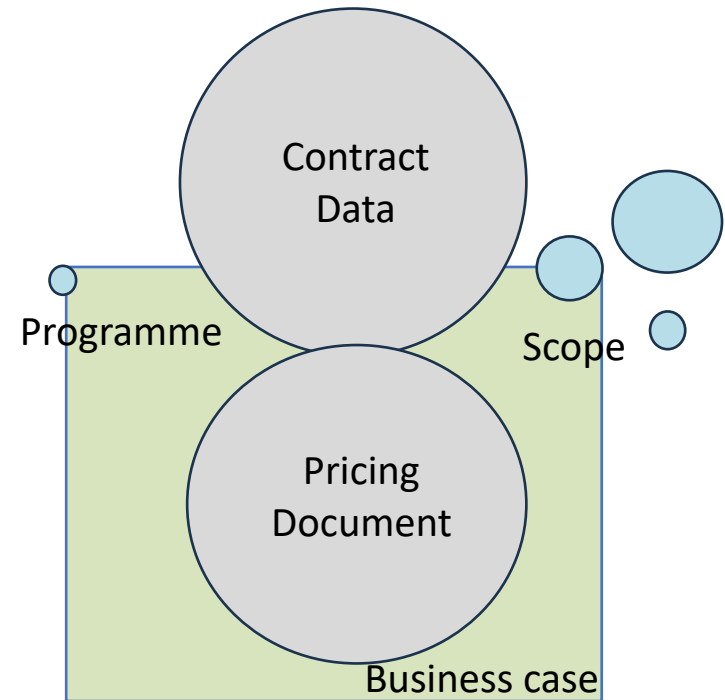


*"Project Management is about influencing what hasn't happened. Everything else is administration."*

Dr. Martin Barnes

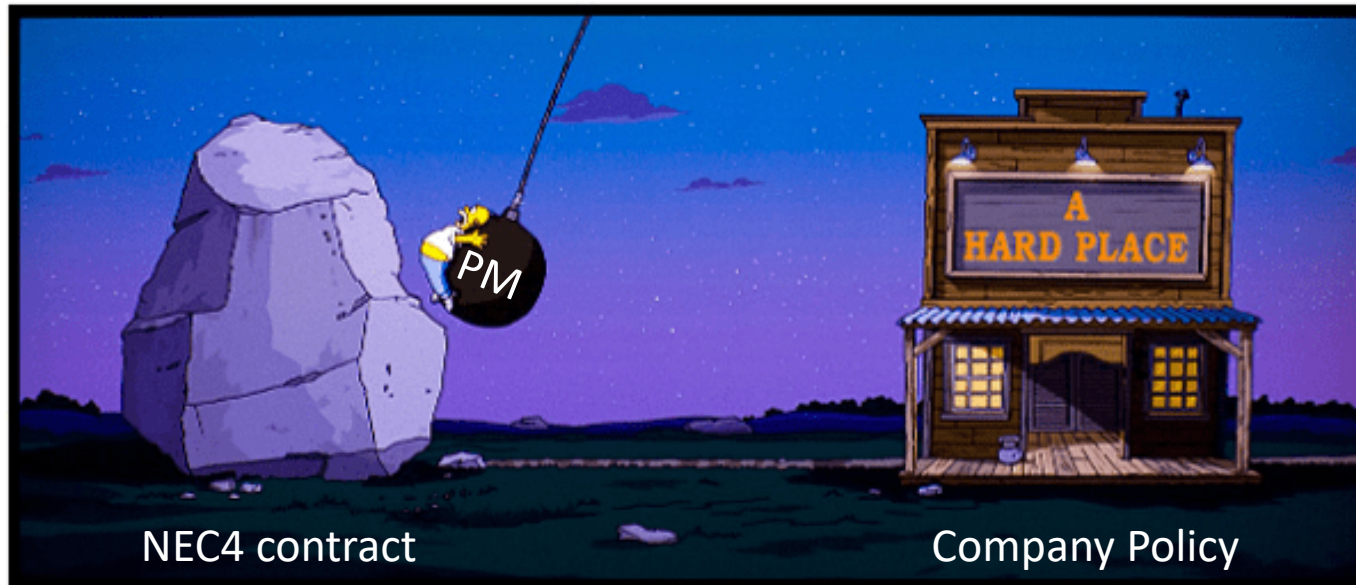
# What a missed opportunity looks like

- Lots of effort invested in Contract Data, z-clauses and pricing
- But often doesn't speak to business case
- Scope is verbose, ambiguous, fragmented, incomplete
- Poor or no Programme
- Contractor late to the project
- Over reliance on Cl.16 and X21 post contract
- Becomes reactive, unpredictable, costly and late





# Align before you sign



## Governance

- Lack of empowerment
- Financial limits on decisions
- Board participation
- Payment based on forecast

## Operations

- Defined Cost capture (SCC rules)
- 'Estimating' skills
- Compliance with NEC timings
- Instructions prior to quotations

## People

- Culture
- Knowledge
- Tools / systems
- Skills & resources

**What resources are available to help me?**



**And...**

# More resources



Further training and accreditations



Sharing best practice – case studies/ Newsletter articles/document sharing



Joining NEC Users' Group membership



Joining our Community App for NEC Professionals



[community.neccontract.com](https://community.neccontract.com)



Online space to bring together the NEC user community



Connect, share expertise and best practice



Access to NEC Spotlight podcasts



Dedicated hubs for particular NEC topics

# Even more resources

- Collaborative web-based systems
- Document management systems
- Competency framework
- Learn from others!



# Other common mistakes and pitfalls, and how do we avoid them?

- Just selecting NEC does not guarantee success
- Setting up the team
  - Resources/skills
  - Life support system
- Making informed decisions in a timely manner
- Be pro-active
- Talk to each other
- Aligning contract and business processes
- Culture



# Questions?

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*real value*

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