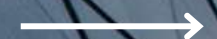


PROJECT PLANNING & CONTROLS

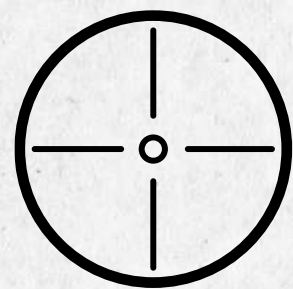
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PROJECT CONTROLS PRESENTATION

NEXT SLIDE



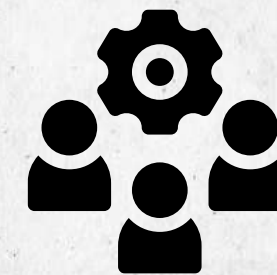
Learning Objectives



**The Classical
Triple
Constraint**



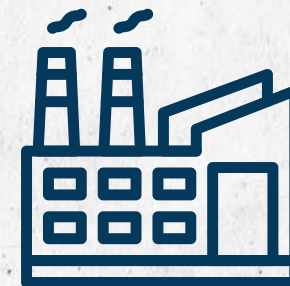
**Development
Chain**



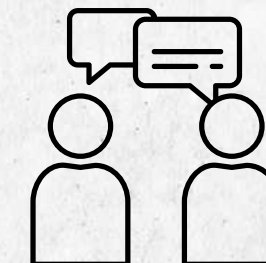
**What is Project
Controls & its
Functions?**



**Time & cost
management
processes**



**Highlights of Project
Management Information
System (PMIS) &
Executive Reports**



**Take Away
Points**





Project Management Triangle

The Classical Triple Constraint





Development Chain/Life Cycle

Phases:



**PROJECT
IDEA**

**FEASIBILITY &
BUSINESS
PLANNING**

**PROJECT
STRUCTURING**

**DESIGN
PHASE**

**TENDER &
NEGOTIATION**

**CONSTRUCTION
&
COMMISSIONING**

**OPERATION
(FM/AM/PM)**

Stages:



**Project
Idea
Approval**



**Feasibility &
Business Plan
Approval**



**Project
Structure and
Initiation
Approval**



**Design &
Cost Review
Approval**



**Construction
Contact
Approval**

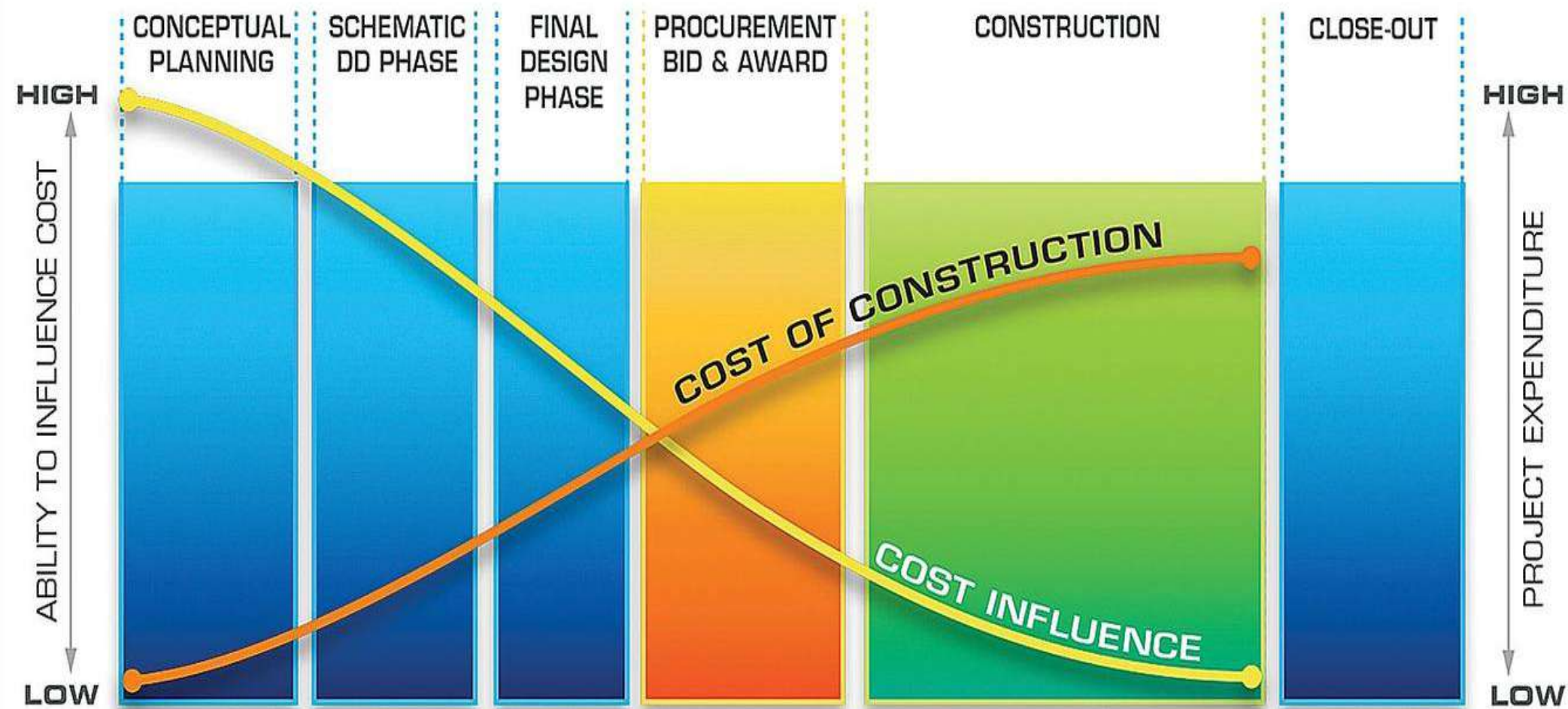


**Project Closing
& Operation
/Asset
Management**

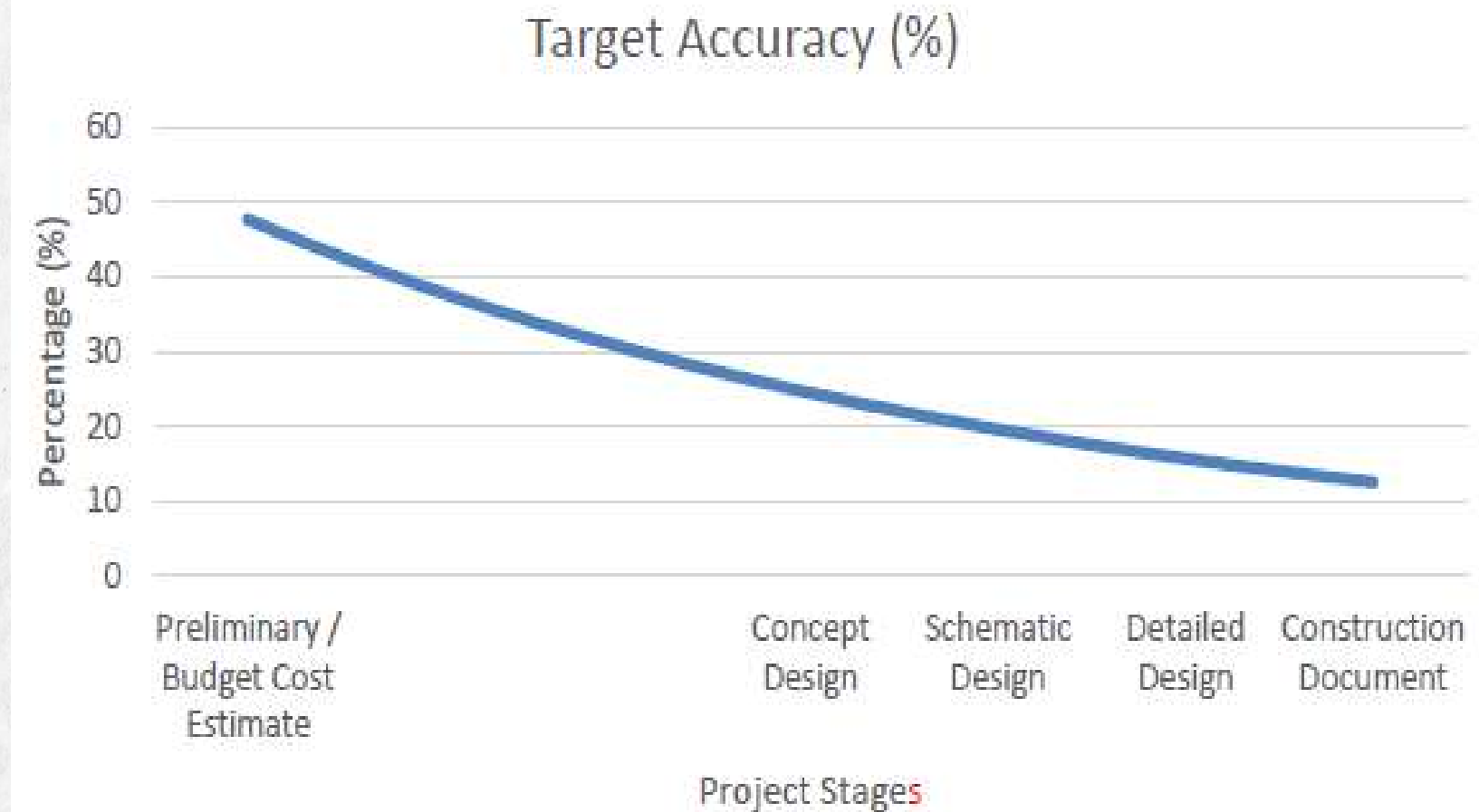


Cost Estimate accuracy and cost of changes

COST INFLUENCE CURVE



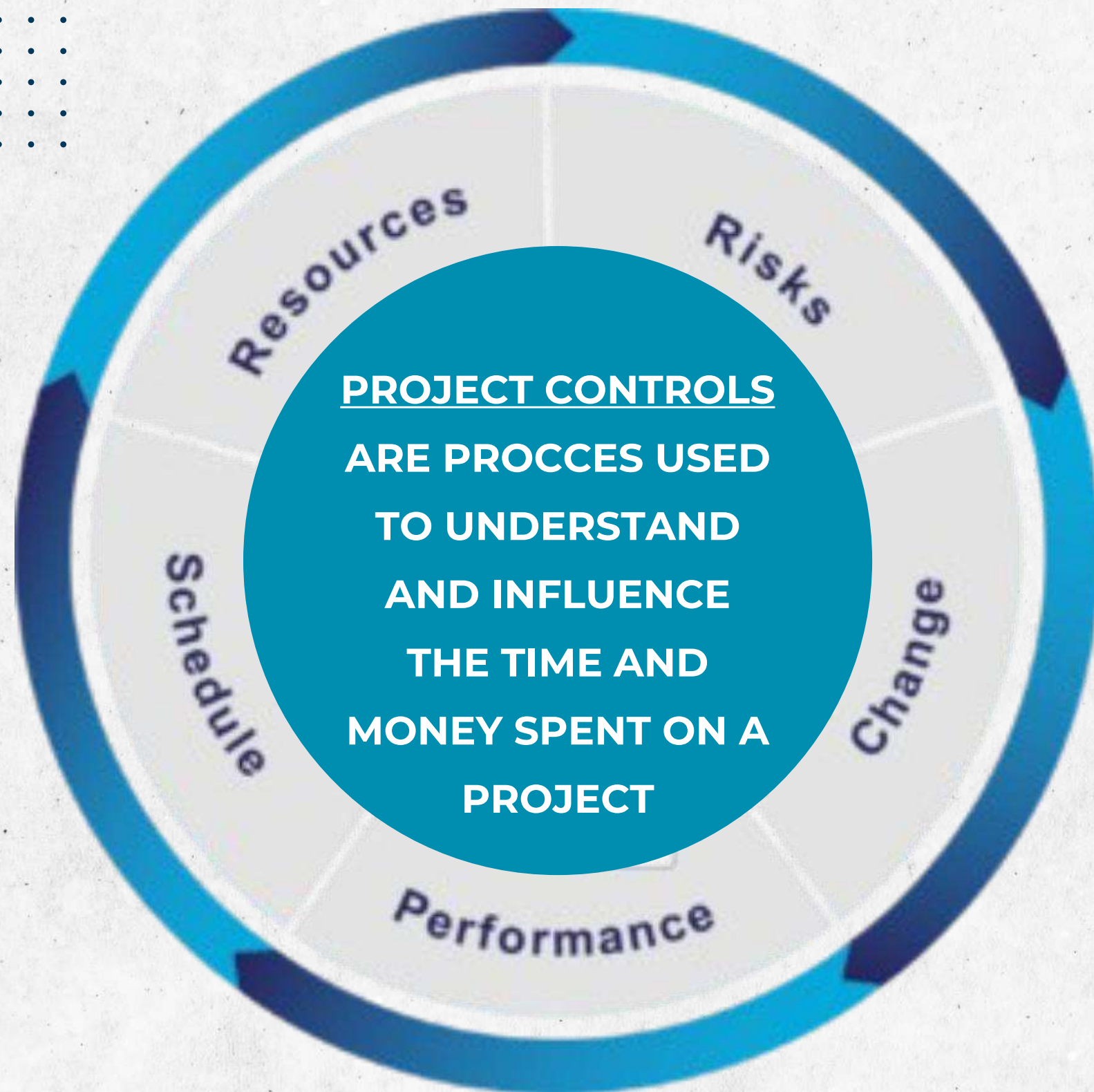
Cost Estimate Accuracy across Development Chain



NEXT SLIDE



What is Project Controls?

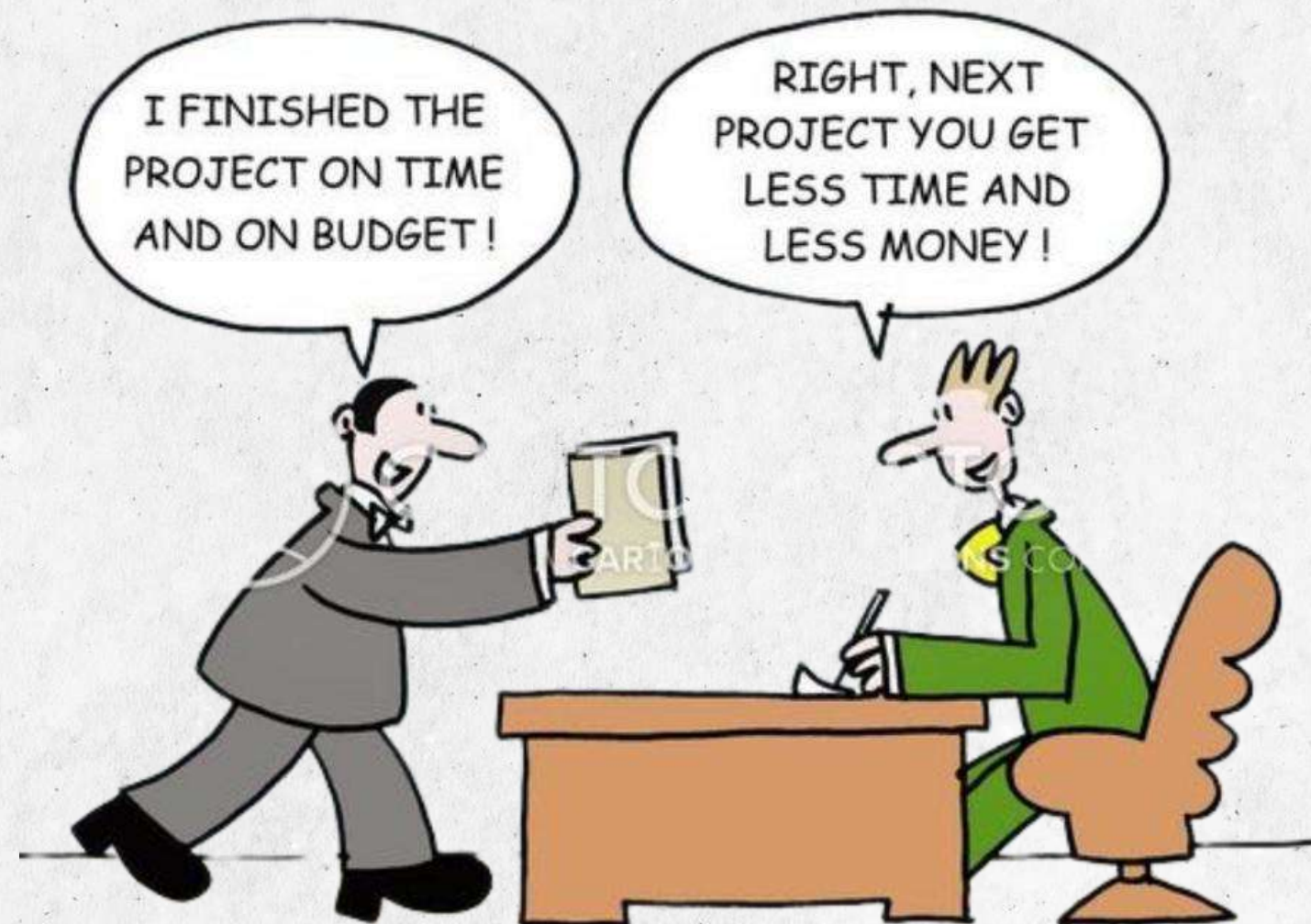


► Core:

- Time Management
- Cost Management
- Executive Report

► Optional:

- Risk Management
- Document Management



NEXT SLIDE





Project Controls Functions



• Pre-Contract Functions

- Budgeting / cashflow
- Cost Planning – Design Development Stages (Concept, Schematic & Detailed Design stages).
- Cost Estimation – Tendering / Award stages
- Technical & Commercial Evaluations
- Contract document Reviews / Award

• Post Contract Functions

- Project Planning and Scheduling
- Progress Payments Certifications (Advance, Interim and Final Account)
- Change Management (Change Requests and Variation Orders)
- Claims and disputes
- Executive reports and analysis



Time Management (Planning & Scheduling)

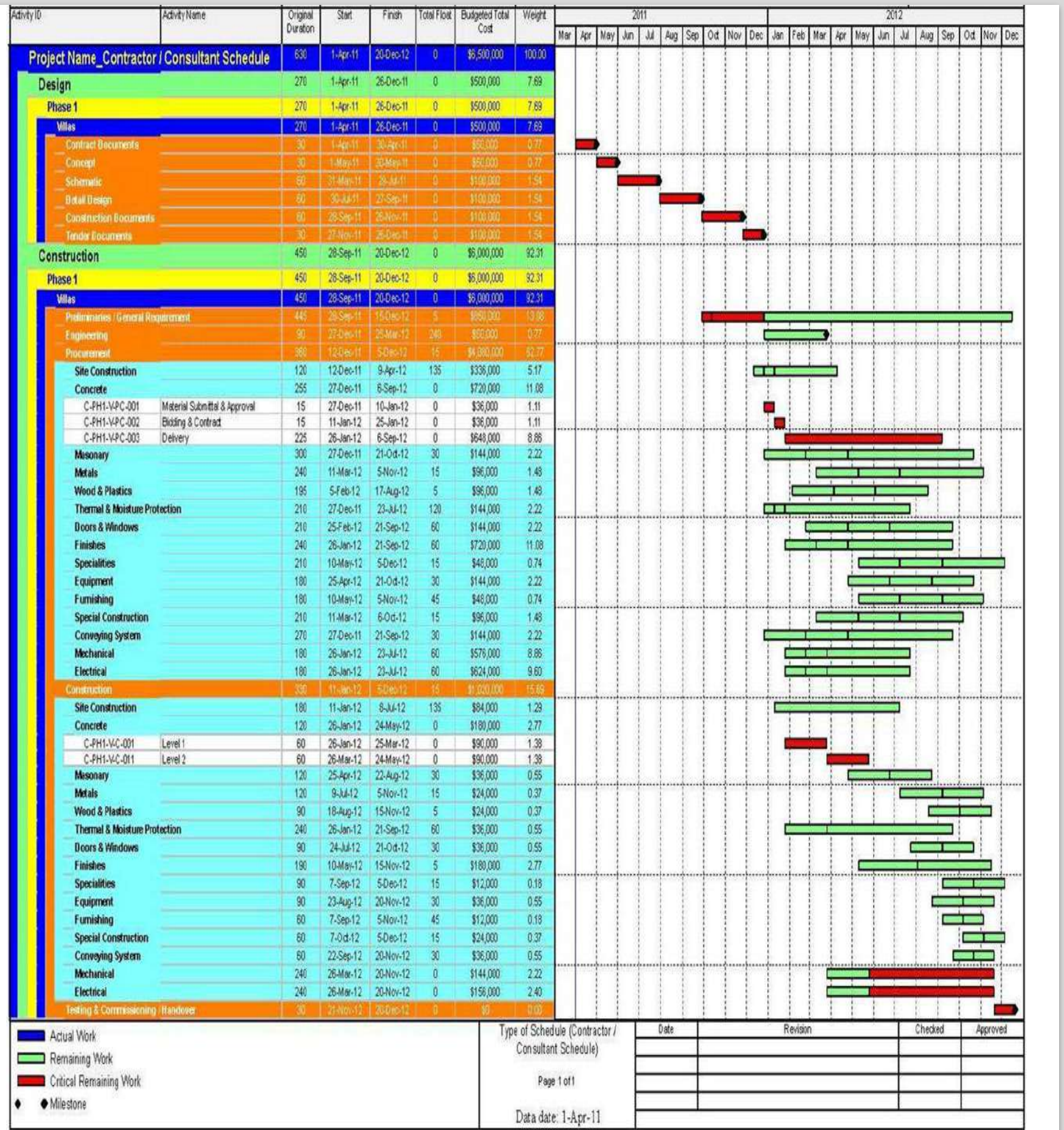
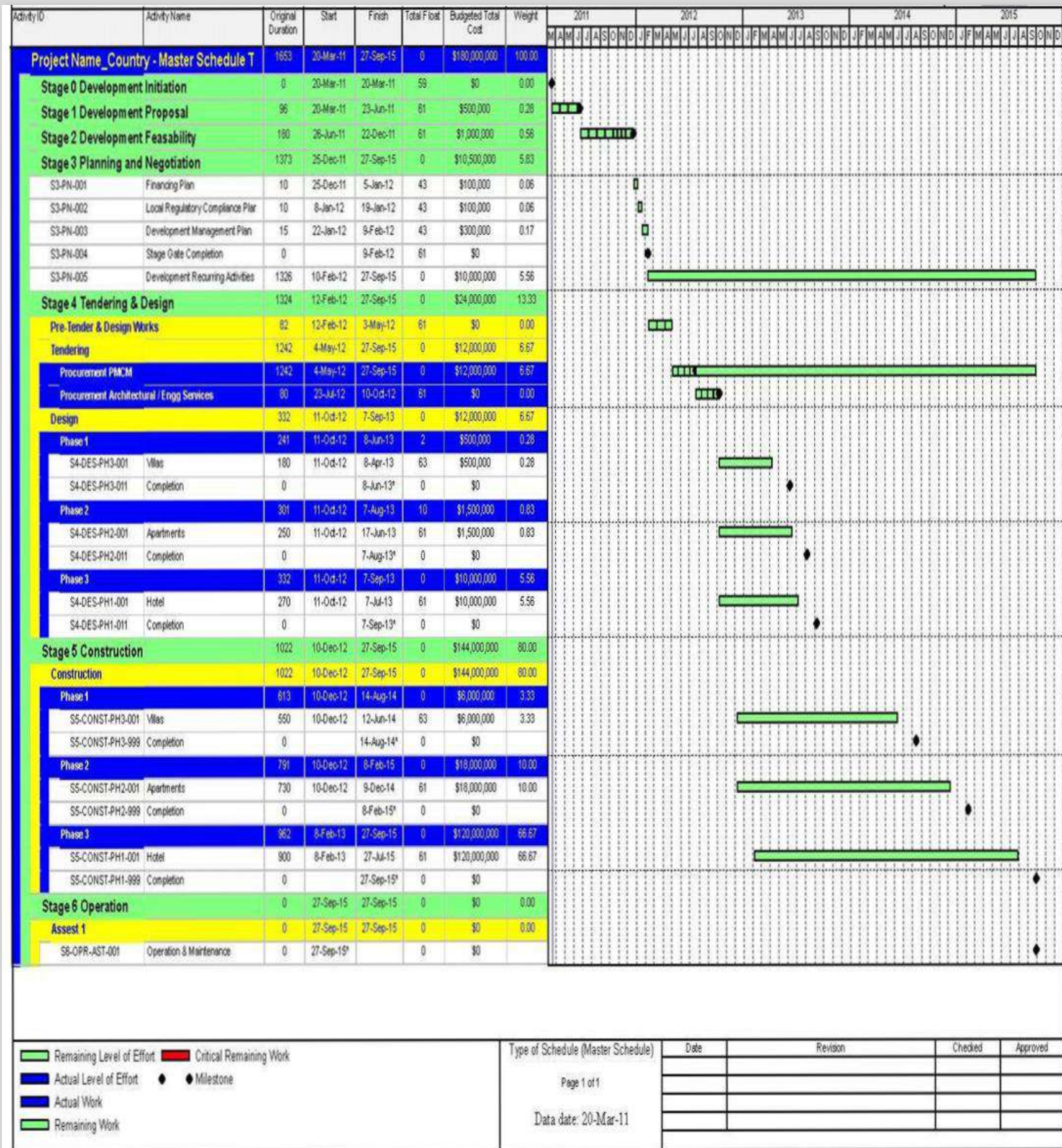
**FAILING
TO PLAN IS
PLANNING
TO FAIL**

There are multiple processes within the Time Management which are carried out according to the following systematic steps:

- Development of Master Programme
- Master Programme – Update
- Contractor / Consultant (Baseline) Programme of Works
- Contractor / Consultant Programme Update & Recovery
- Time Impact of Proposed Changes
- Extension of Time Claims

NEXT SLIDE





Cost Management

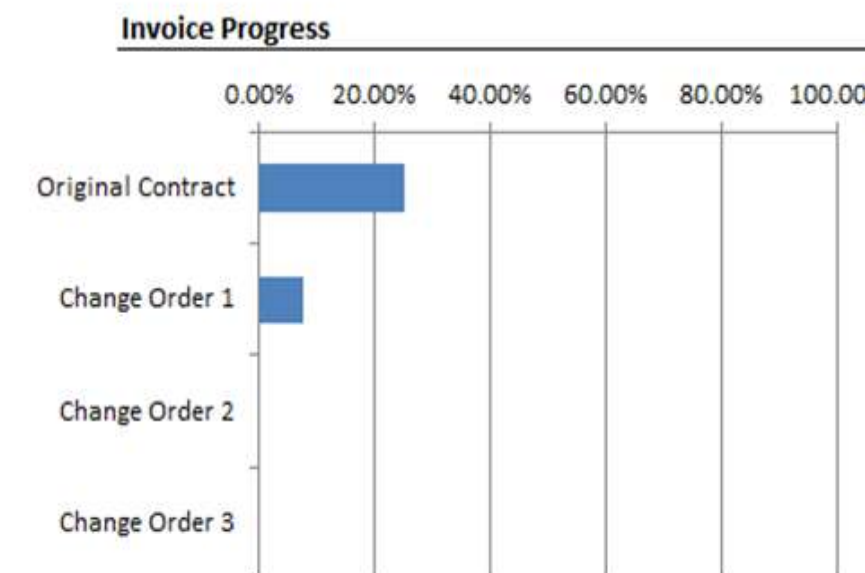
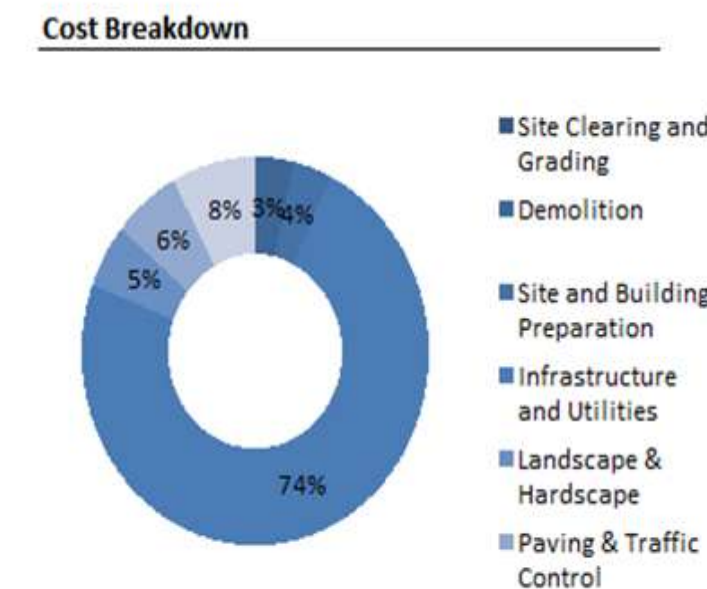
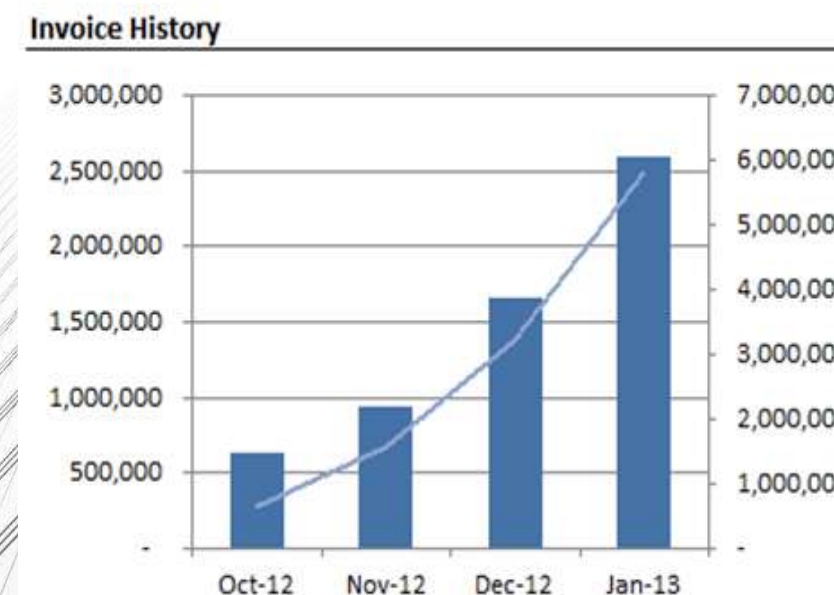
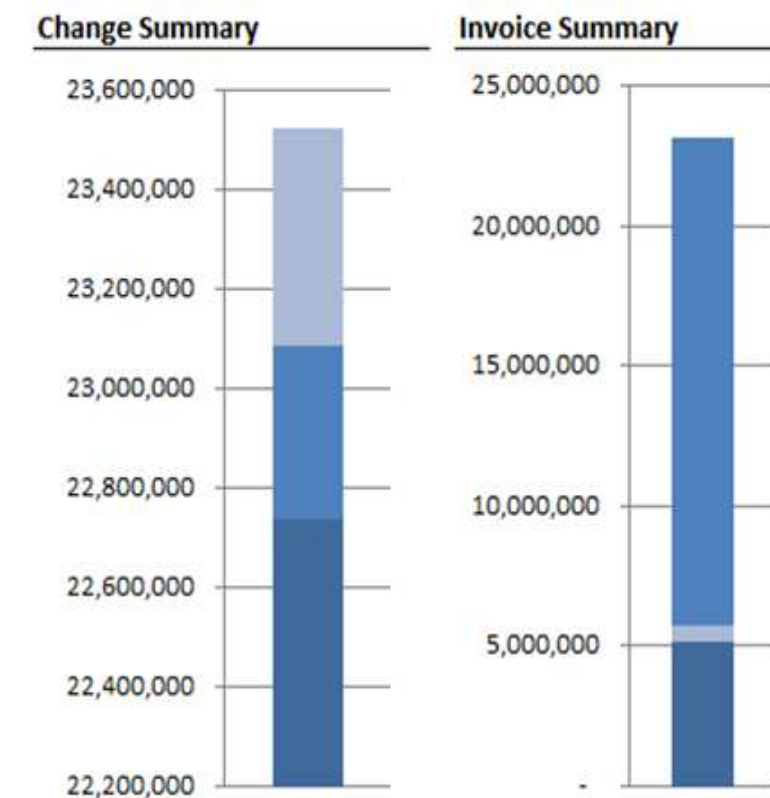
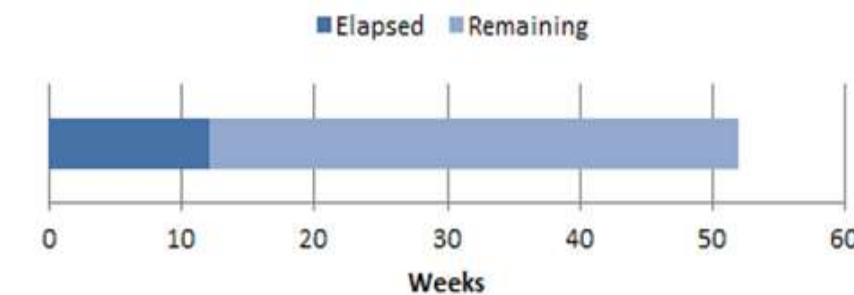
There are multiple processes within the Cost Management which are carried out according to the following systematic steps:

- Update project Budget & Cash flow
- Prepare Tender / Cost Estimates
- Commercial evaluations
- Contracts drafts and award for Consultants and Contractor(s).
- Prepare and issue / review (as applicable) CPC, CR/VO, PR/PO, progress monitoring, EoT, claims, etc.
- Issue Statement of Final Account (SoFA)

Contract	Construction Contract
Contract Detail	
Vendor	Silvin General Contractors
Issued Date:	Jan-15-2012
Original contract value	\$ 22,738,000
Total approved changes	\$ 350,000
Current contract value	\$ 23,088,000
Pending Changes	\$ 435,000
Invoiced to date	\$ 5,815,000
Retainage	
General Work	\$ 581,500
Stored Materials	\$ -
Total less retainage	\$ 5,233,500
Balance to complete	\$ 17,854,500

Base Contract Amount	Invoiced	Changes
\$ 23,088,000	25%	2%

Contract Start	Contract End	Duration	Elapsed
1-Sep-12	31-Aug-13	52 (w)	16 (w)





Highlights of PMIS - ERP Interface

- G/L
- A/P
- A/R
- B/S
- Asset Management
- Fund management

- Staff management & recruitment
- Payroll
- TMS
- Career Development

Finance Module

HR Module

Project Cost Module

Budget Revisions
& Control

CV, SV, KPIs

FAC Analysis,
Historical data

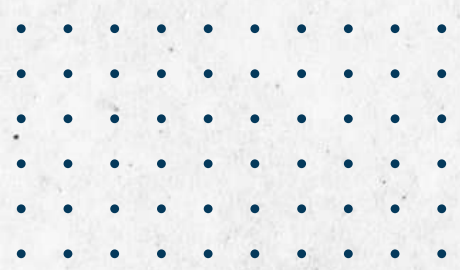
Contract Module

PMIS Interface

- RFPs & RFQs
- Contracts / POs
- Contractors, Consultant performance
- Payment Certificates
- Material delivery tracking and receiving

- WBS/CBS
- Actual & Expected Cost & Completion
- Cash flow
- Resource loading
- S-curves and histograms

Development Dashboard



Project Overview

Project Name	The Big Golf and Hotel Club	Project code	#####	Location	
--------------	-----------------------------	--------------	-------	----------	--

- Performance Summary
- Project Overview
- Benefits
- Finance
- Revenues
- Costs
- Development Progress
- Risk & Control
- Contractual Arrangements
- Human Capital
- Regulation
- H&S, Quality
- Variations

Stage 1

Development Idea

Stage 2

Development Feasibility

Stage 3

Planning and Negotiation

Stage 4

Design and Tendering

Phase 1

Stage 5

Construction

Phase 2

Phase #

Stage 6

Operation

Project Name	The Big Golf and Hotel Club	Location	
Project Owner/Director	John Smith		
Description	Mixed use leisure and residential	SPV	
Contract type		Client	
Ownership Structure	QD (%) / Partner (%)	Asset class BUA	Retail (10%), Residential (90%)
Built-Up Area (BUA) / Land Area	600,000m2 800,000 m2	Current Status	Construction
Total Cost (QAR) (baseline)		Paid to Date (M QAR)	
Debt : Equity Ratio	65:35	Project IRR	12.6%
Start Date (baseline)	January 2008	Finish Date (baseline)	December 2013

Asset Class Composition, by Area

Asset Class	Percentage
Asset Class 1	15%
Asset Class 2	25%
Asset Class 3	30%
Asset Class 4	20%
Asset Class 5	10%

Asset Class Composition, by Cost

Asset Class	Percentage
Asset Class 1	40%
Asset Class 2	22%
Asset Class 3	13%
Asset Class 4	10%
Asset Class 5	15%

Project : The Big Golf and Hotel Club

Period Under Review
June 2011

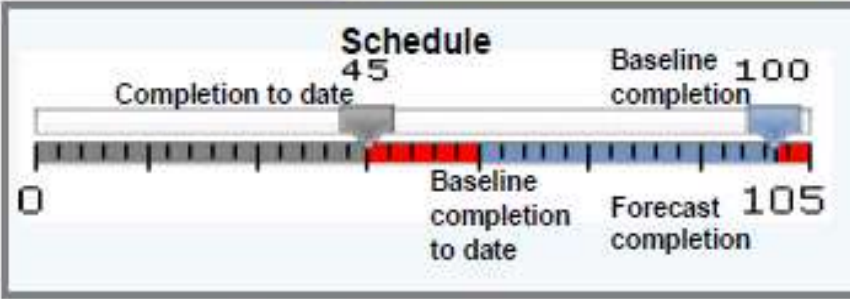
Click to Drill to Full
Project Dashboards

Key Project Summary Status

Net Cash Flow Status		Equity Injection		Debt Covenants	Equity Returns	
Baseline YTD Actual YTD Variance	Baseline (comp) Forecast Variance	Baseline YTD Actual YTD Variance	Baseline Forecast Variance		Baseline (Equity) IRR	Forecast (Equity) IRR
50m	200m	130m	350m		10.2%	9.9%
40m	190m	140m	360m			
-10m	-10m	-10m	-10m			

Key Comments and Issues:

- Negative are due to lower than expected sales – the Marketing Manager has been fired and new one hired
- The main contractor has suffered a major loss on another project and this has effected their cash flow. This is a major risk to viability of this contractor. Please see the risk schedule for full details.

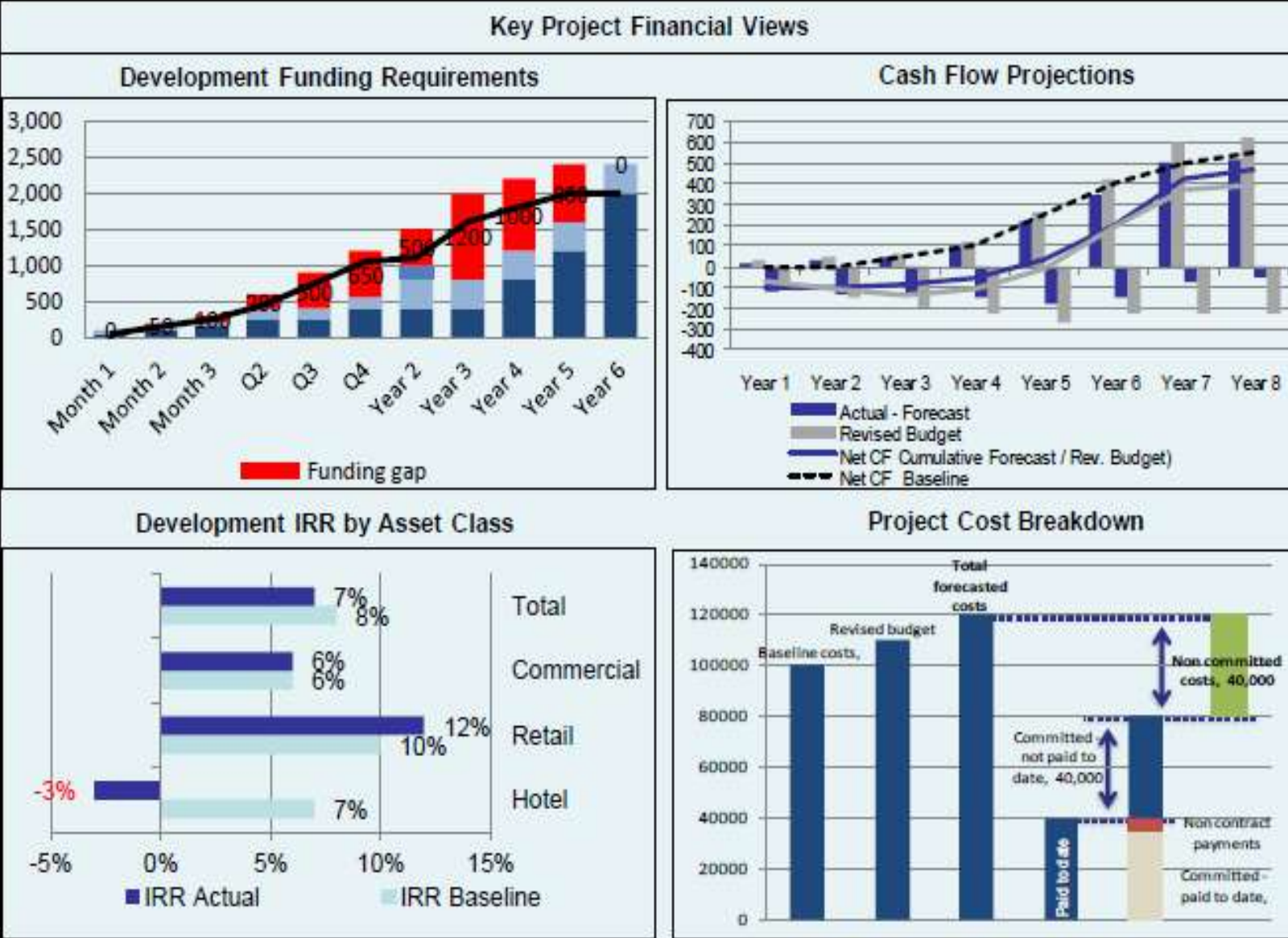


Project Finance (QAR m)		
	Current Status	Future Outlook
Loan to Value	OK	OK
Interest Coverage Ratio / Debt-Service Coverage Ratio	OK	OK

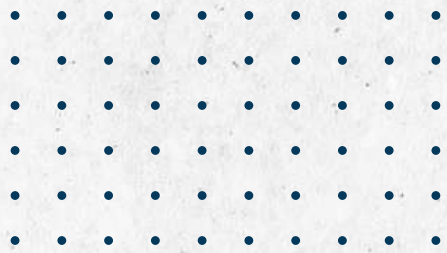
Key Risks & Issues (Current)		
Revenue	Behind target	36M / %
Cost	Behind Target	10m / %
Cash Flow	On Target	0

Forecast vs Baseline (To Complete)		
Revenue	Decrease	84m / %
Cost	Increase	23m / %
Equity IRR	Decrease	-2.7%
Debt Covenants	No Issue	

Actual vs Baseline (Current)		
Equity Injection Req'd	Yes	USD 8m / %
Debt Covenants	OK	
Additional Debt Req'd	No	



Development
Dashboard
(cont.)



NEXT SLIDE
→



Project Dashboard





TAKE AWAY POINTS

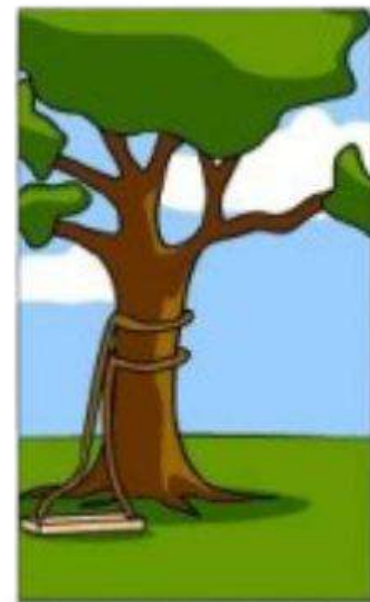
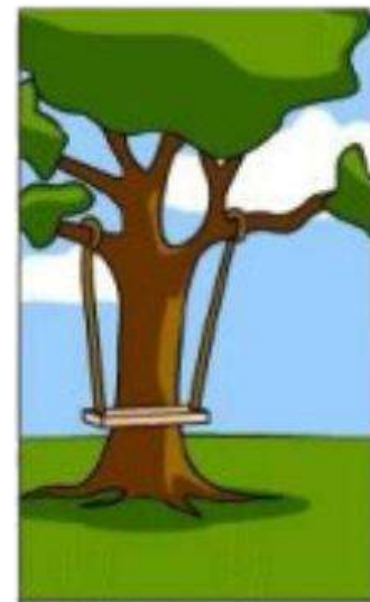
**READ THE
CONTRACT
THOROUGHLY
BOQ IS NOT THE
SCOPE**

**STRICTLY
FOLLOW NOTICE
CLAUSES
STIPULATED IN
THE CONTRACT**

**MAINTAIN YOUR
RECORDS &
DOCUMENTATIONS
FOR
CLAIMS/DISPUTES**

**COMMUNICATION
KISS RULE**

**STAKEHOLDER'S
COORDINATION**



**HOW THE
PROJECT WAS
DOCUMENTED**

**WHAT
OPERATIONS
INSTALLED**

**HOW THE
CUSTOMER
WAS BILLED**

**HOW IT WAS
SUPPORTED**

**WHAT THE
CUSTOMER
REALLY
NEEDED**

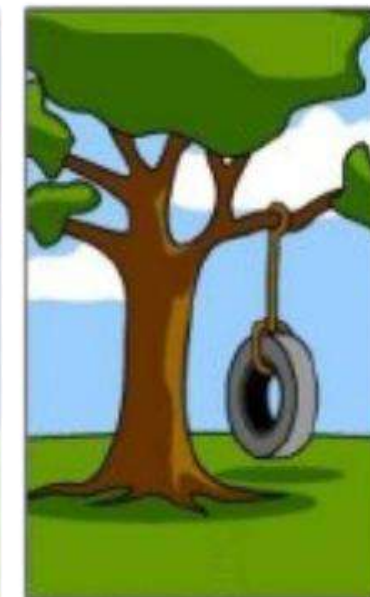
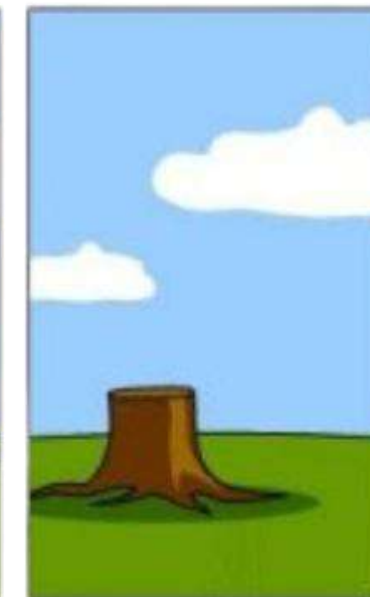
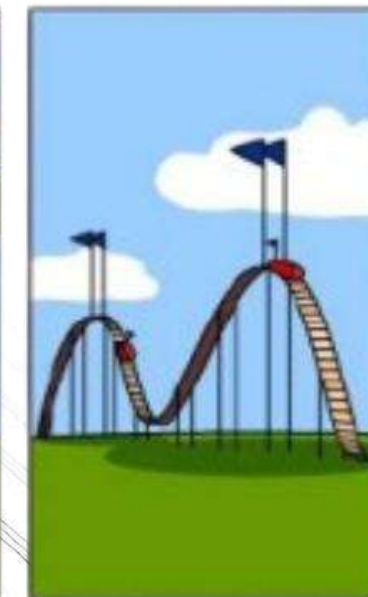
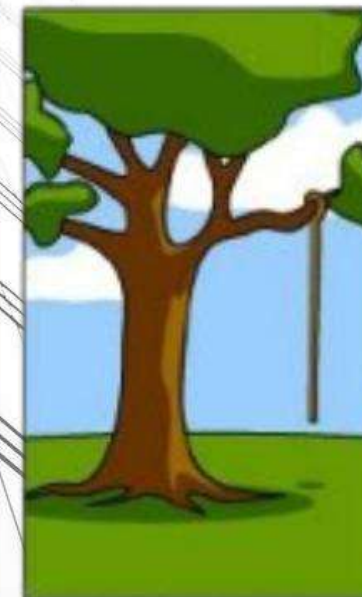
**HOW THE
CUSTOMER
EXPLAINED
IT**

**HOW THE
PROJECT
LEADER
UNDERSTOOD
IT**

**HOW THE
ENGINEER
DESIGNED IT**

**HOW THE
PROGRAMMER
WROTE IT**

**HOW THE
BUSINESS
CONSULTANT
DESCRIBED IT**





THANK YOU.

————— IMAD AYED —————