





# Constructing Excellence in Qatar

An Ashghal-incubated initiative to capture and share best practices and innovation for the improvement of the Qatar construction sector in support of Qatar's National Vision 2030



# Best practice in construction procurement

## Part 1: Procurement and contract strategy



### AGENDA:

Welcome and introductions, Don Ward, Constructing Excellence in Qatar

Ahmad al Ansari, Head of the Technical Office, Ashghal

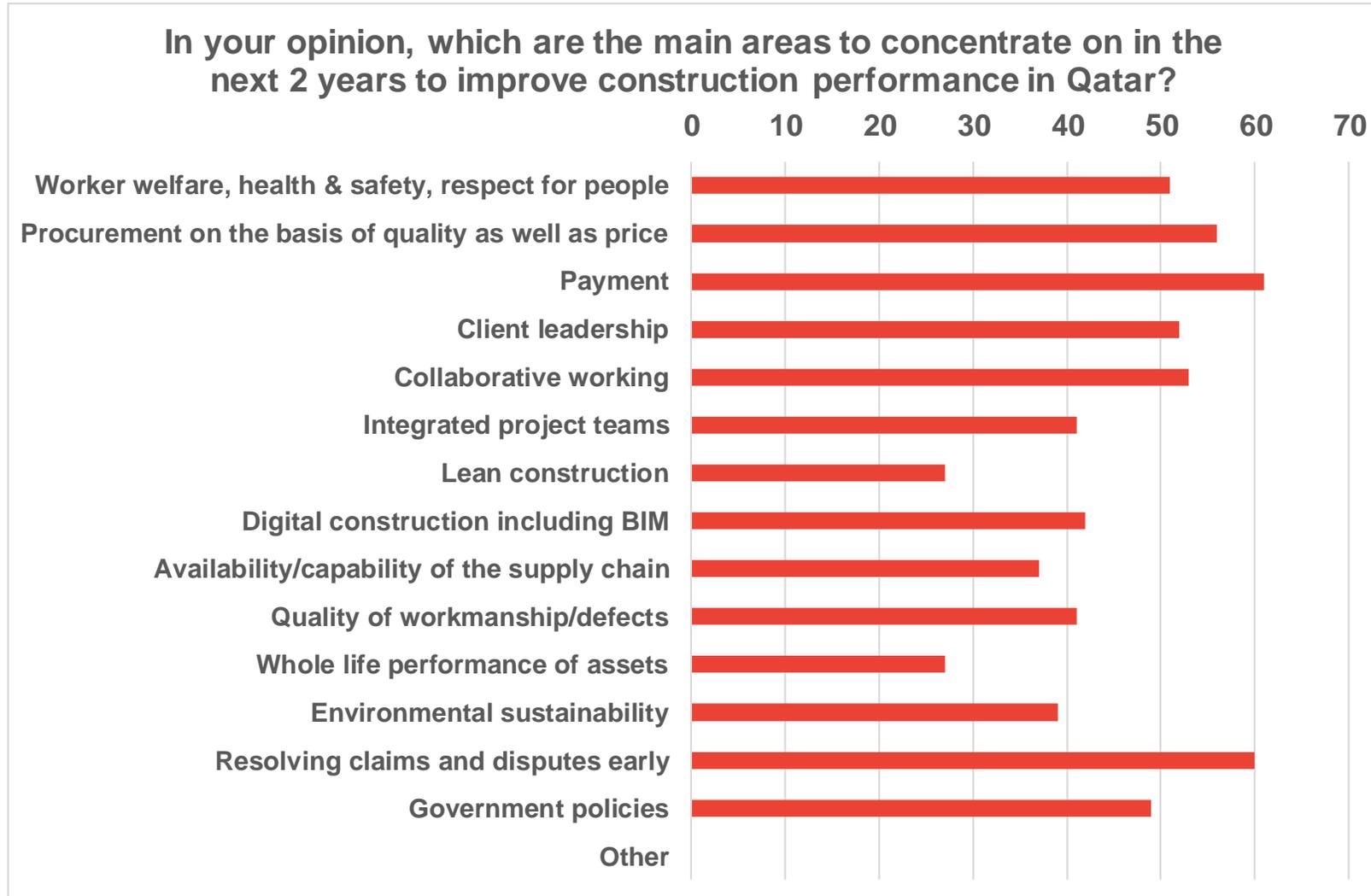
Paul Prescott and Gabriel Olufemi, Dentons

Q&A and panel discussion



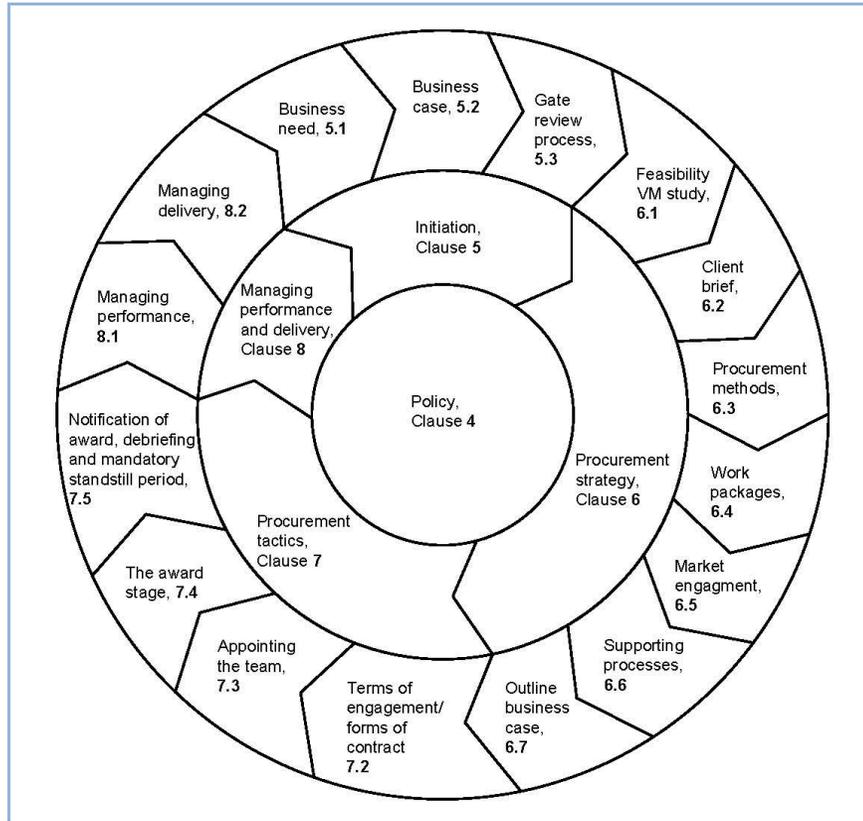
Qatar Deserves The Best

# Qatar Construction Improvement Survey 2019

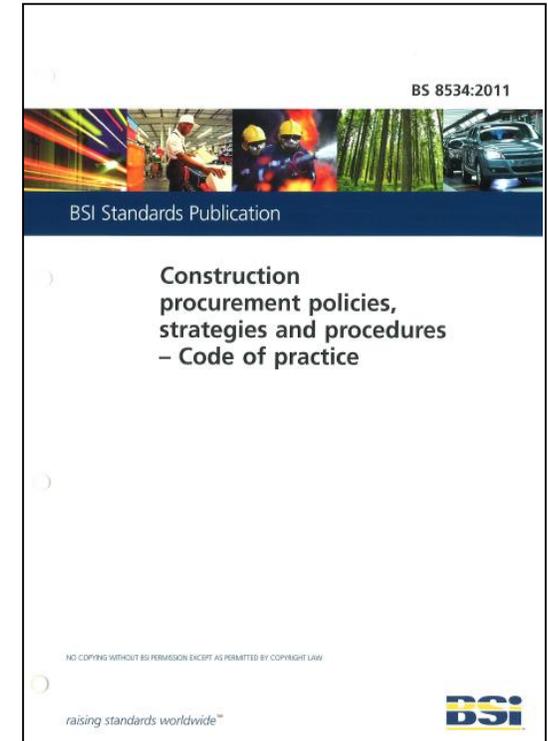


# The procurement cycle

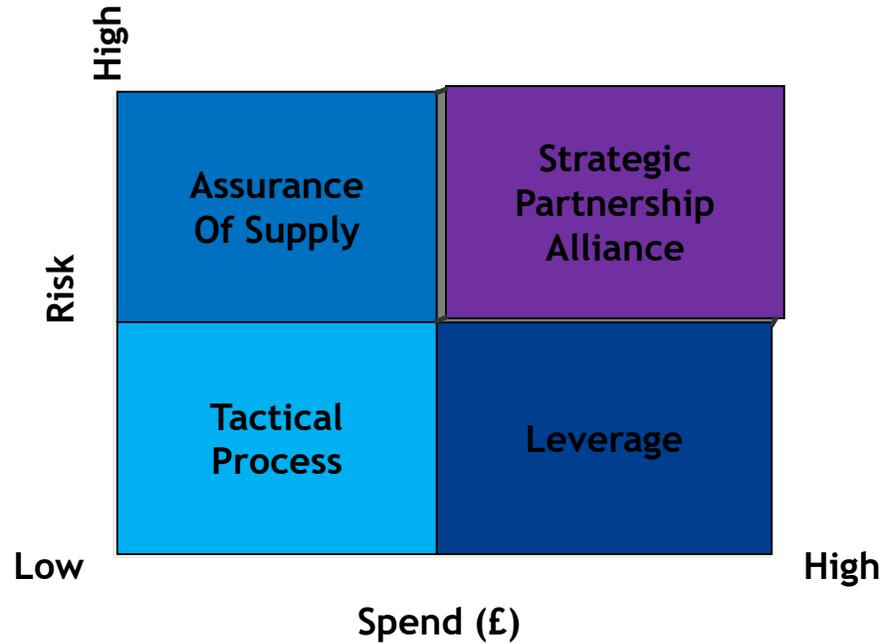
*(BS 8534:2011: Construction procurement policies, strategies and procedures – code of practice)*



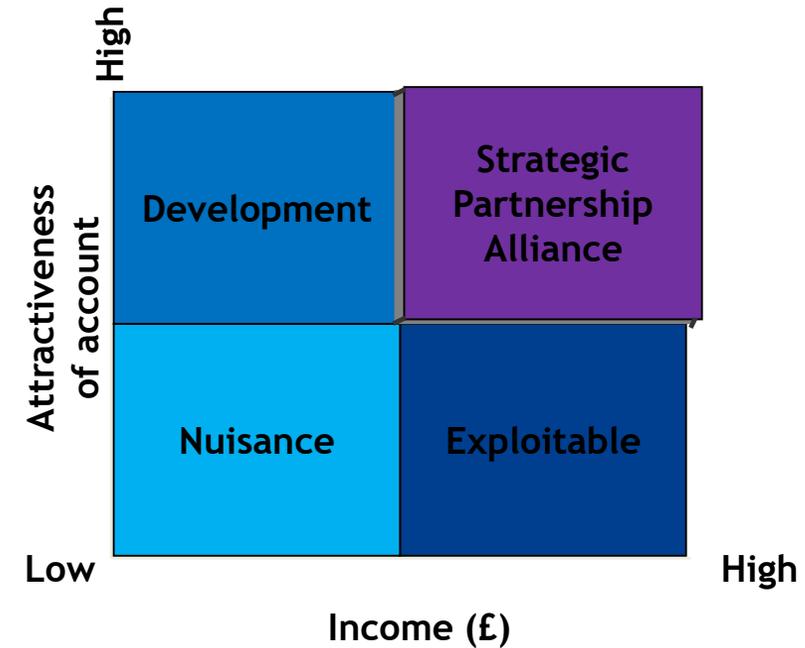
- Business need
- Business case
- Gate review process
- Feasibility VM study
- Client brief
- Procurement methods
- Work packages
- Market engagement
- Supporting processes
- Outline business case
- Terms of engagement/forms of contract
- Appointing the team, incl. prequalification...
- The award stage
- Notification of award...
- Managing performance
- Managing delivery



# Customers' and suppliers' viewpoints



Customer



Supplier

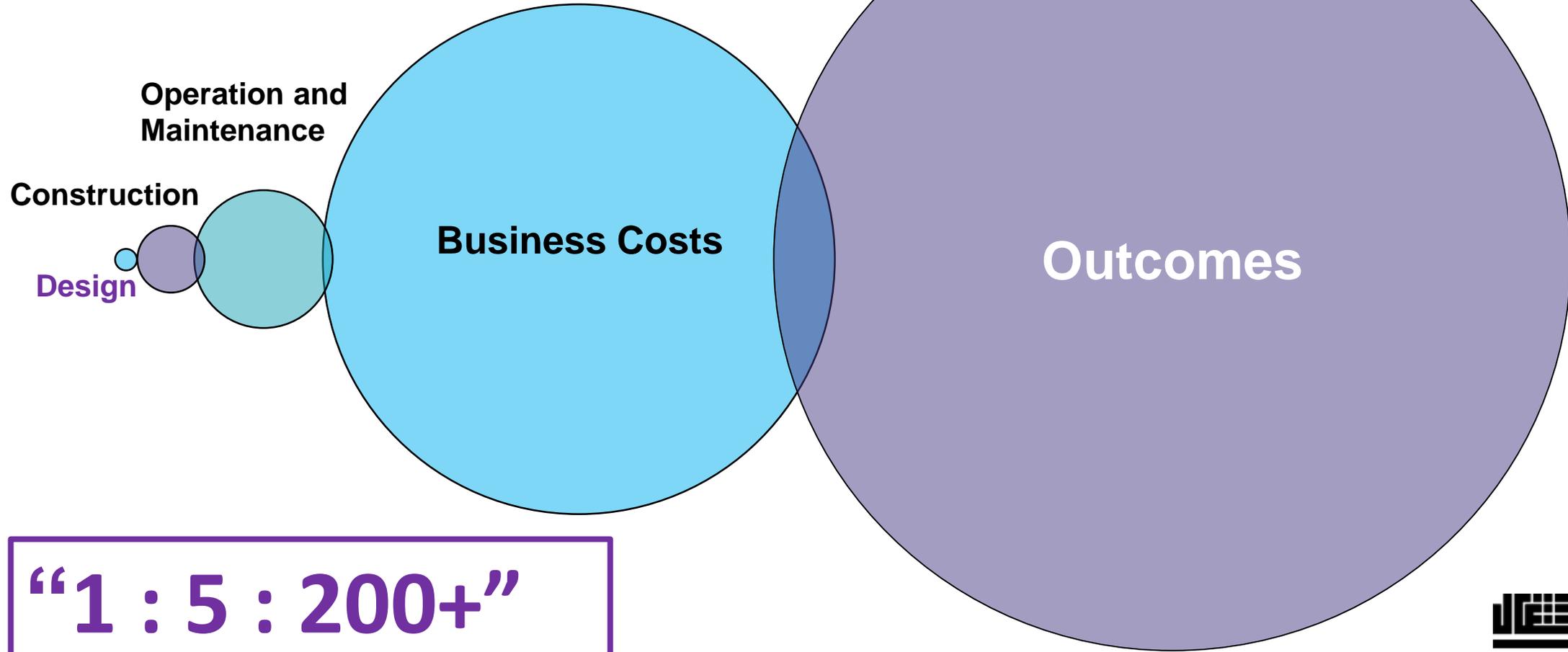
Above all, customers want value and we need to understand how clients and users measure it (£, happy residents, CO2, time, social value etc)

$$\text{Value} = \frac{\text{Benefit}}{\text{Cost}}$$

*More  
For less*

WHOLE  
LIFE

# The value of client outcomes far outweighs the project costs



# Best practice in construction procurement

## Part 1: Procurement and contracts strategy

- **Ahmad al Ansari** is Head of the President's Technical Office in Ashghal, the Public Works Authority. His previous roles include Head of Planning, Design & Contracts for the Qatar Olympic Committee on projects for the 2006 Games and as Head of Water Projects for the Ministry of Electricity and Water. He is also Chairman of the local branch of the Chartered Institute of Arbitrators, CI Arb.
- **Paul Prescott** is a senior associate and is a member of Dentons' Doha Construction and Infrastructure team. He has been working in Doha since 2012 and has in excess of 15 years' experience of advising clients on procurement and contract strategies, and drafting and negotiating contractual documentation for the delivery of construction, infrastructure and energy projects. Paul was seconded to the Supreme Committee for Delivery & Legacy and the in-house legal team at the Olympic Delivery Authority during the peak period of procurement activity for the London 2012 Olympic Games. Paul also has a Certificate in Building Information Modelling (BIM) – Project Management from the Royal Institute of Chartered Surveyors.
- **Gabriel Olufemi** is an associate and a member of Dentons' Doha Construction and Infrastructure team. He has been working in Doha since 2014 and advises clients during all stages of the project lifecycle from design to financial close, including providing advice on project structure, procurement strategy, contract strategy, operation and maintenance. He has extensive experience of providing legal advice on high-value complex projects for public and private sector clients in the Middle East, Africa and the UK. These have included airport and heavy rail engineering infrastructure, stadia infrastructure and facilities, independent sewage treatment plants and renewable energy projects.
- **Don Ward** runs the not-for-profit Constructing Excellence in Qatar which he set up as a partnership between Ashghal and the UK organisation Constructing Excellence. He has worked on best practice in Qatar construction for five years.

# Best practice in construction procurement

Part 1: Procurement and contract strategy

Part 2: Tactics, tender and award processes



# Online survey tomorrow

1. What is your main supply chain position?
2. What is your current level of understanding of procurement strategy, process and tactics?
3. In your experience what proportion of contracts are awarded to the lowest price bidder?
4. Which procurement route have you come across most often in Qatar?
5. In your opinion how has the quality of procurement changed in Qatar over the last year or 2?
6. How do you rate the quality of procurement in Qatar compared to other countries you have worked in?
7. To what extent do you agree that value-based or quality-price procurement is important for the successful delivery of projects in Qatar?
8. Which of these ideas should be considered as priority for improving construction procurement in Qatar?

# Our next activities

Survey and slides tomorrow

Event report to follow

- **February 24th**      **Best practice in construction procurement:  
Part 2: Tactics, tender and award processes**  
Ashghal Tower 3, 6pm-8pm

More on all the above at <http://constructingexcellence.qa/>

Or email [don.ward@CEinternational.org](mailto:don.ward@CEinternational.org)

