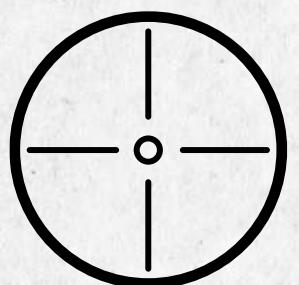


PROJECT PLANNING & CONTROLS

IMAD AYED

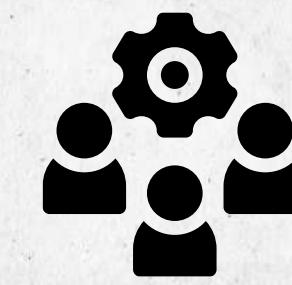
Learning Objectives



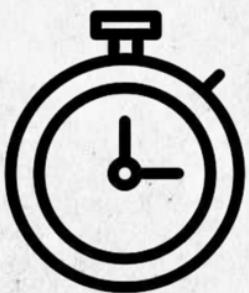
**The Classical
Triple
Constraint**



**Development
Chain**



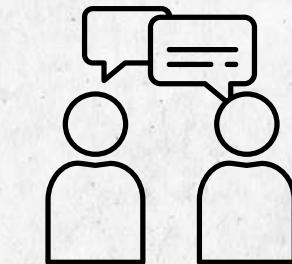
**What is Project
Controls & its
Functions?**



**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
&
COMMISIONING

OPERATION
(FM/AM/PM)

Stages:



Project
Idea
Approval



Feasibility &
Business Plan
Approval



Project
Structure and
Cost Review
Initiation
Approval



Design &
Cost Review
Approval



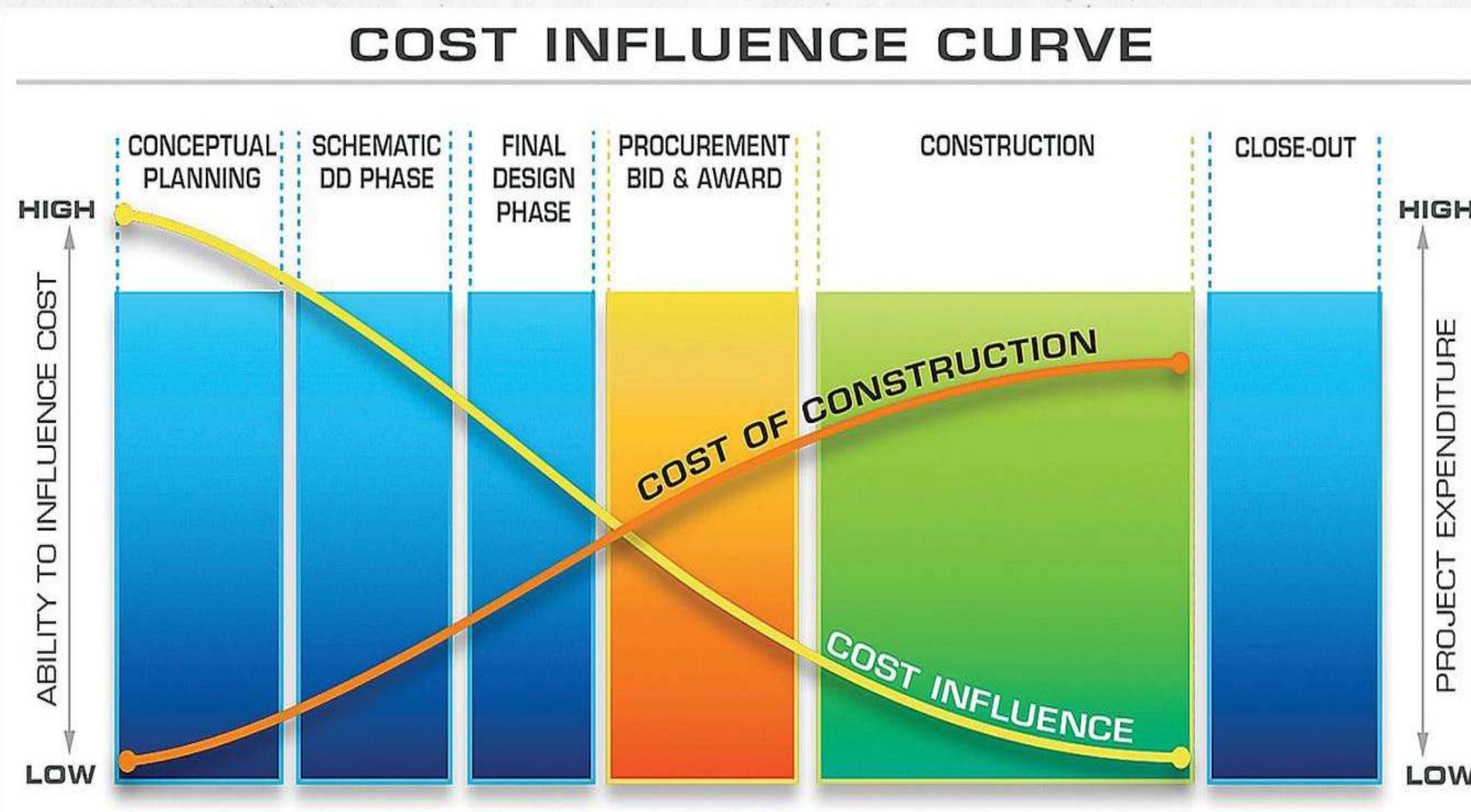
Construction
Contact
Approval



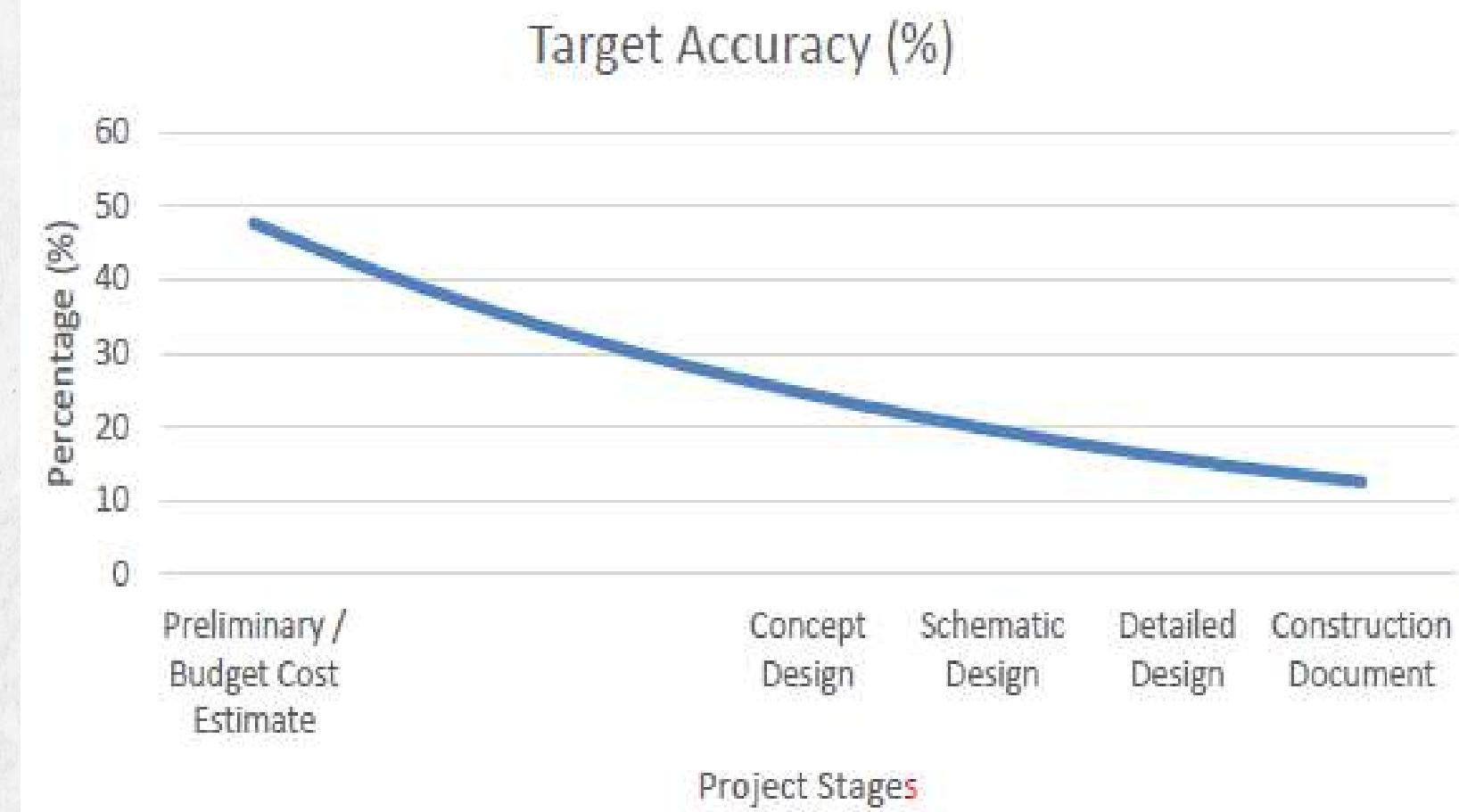
Project Closing
& Operation
/Asset
Management



Cost Estimate accuracy and cost of changes



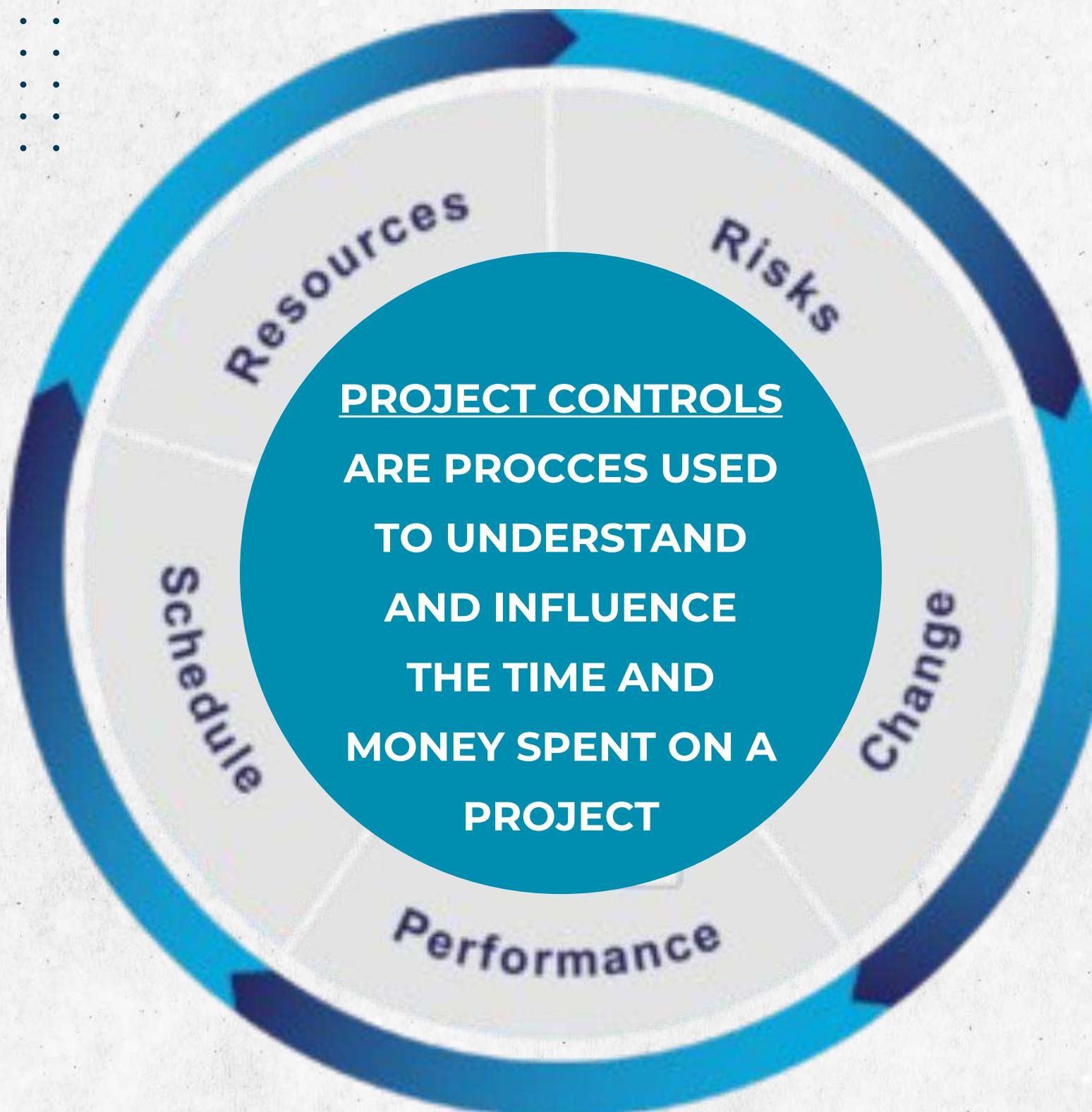
Cost Estimate Accuracy across Development Chain



NEXT SLIDE



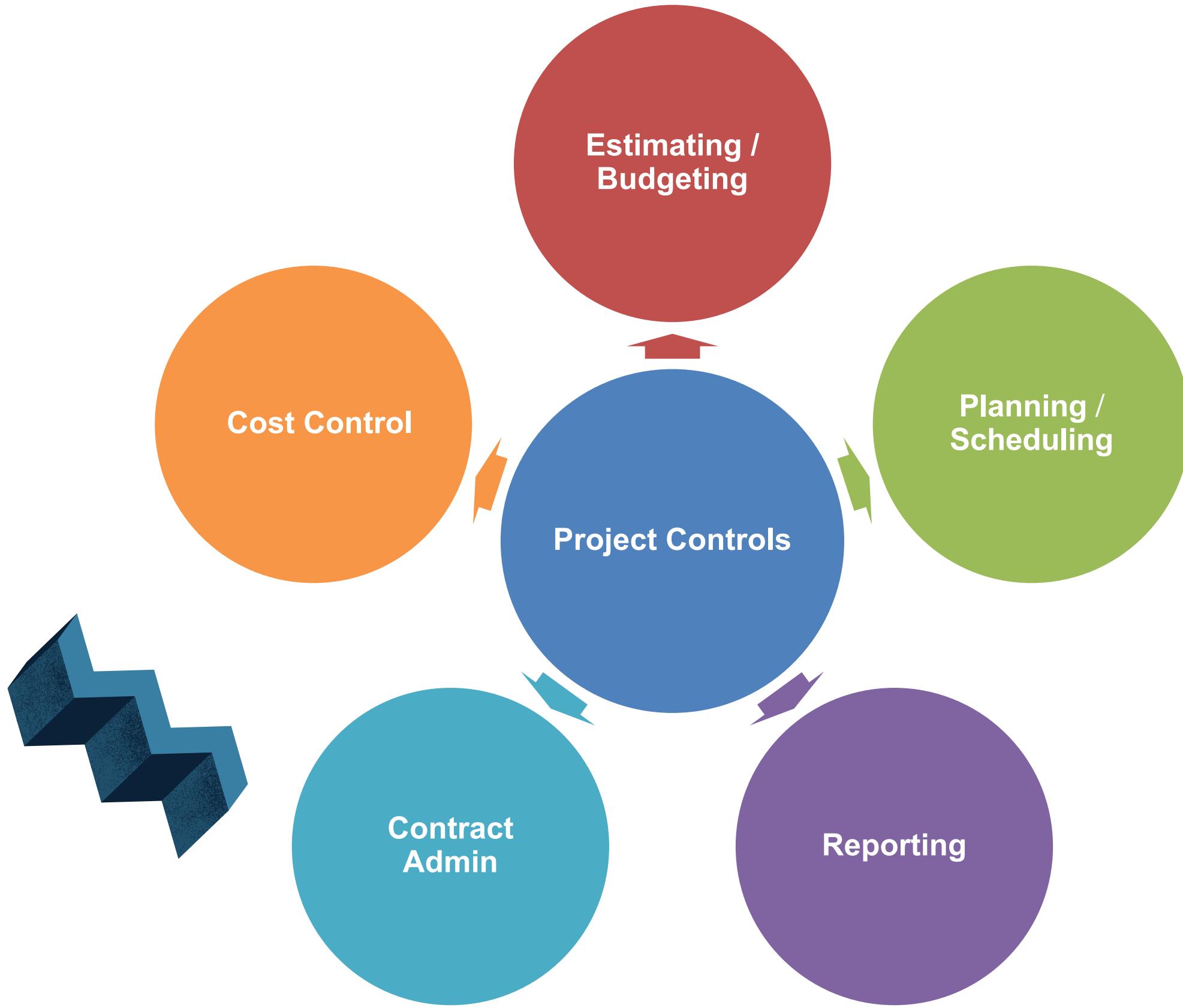
What is Project Controls?



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

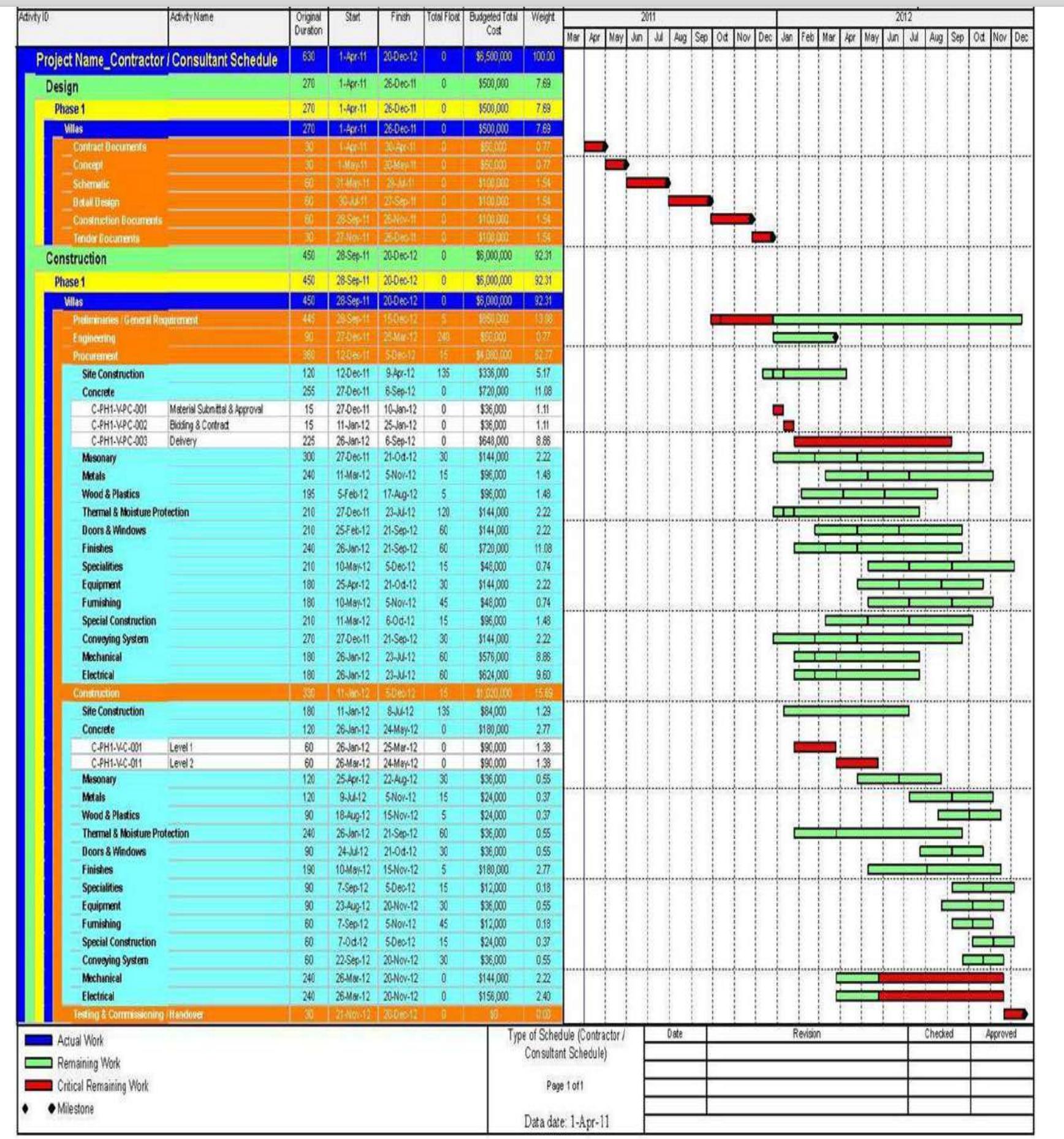
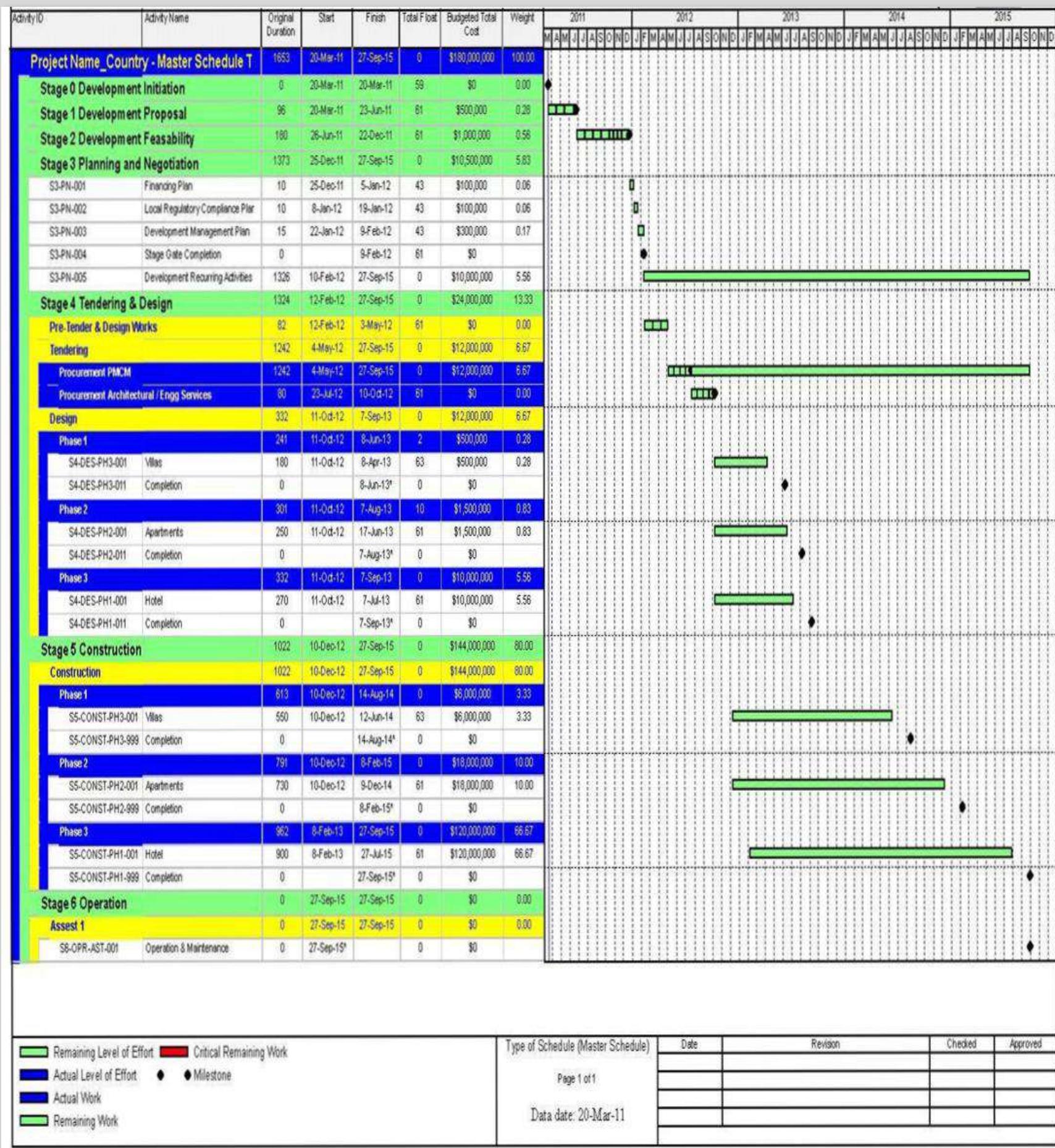


Time Management (Planning & Scheduling)



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

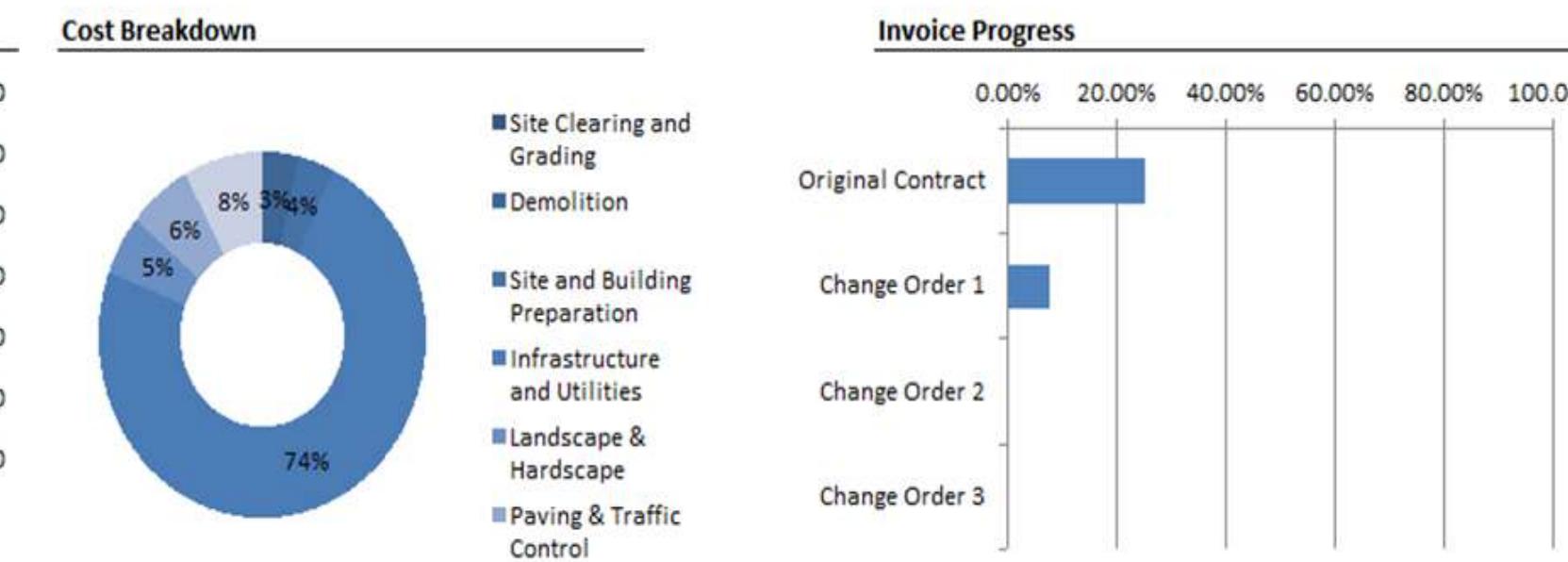
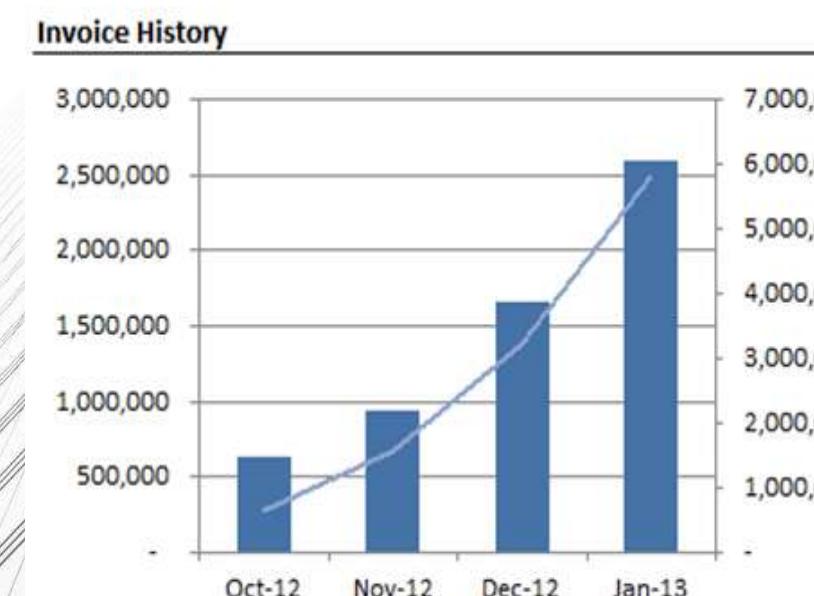
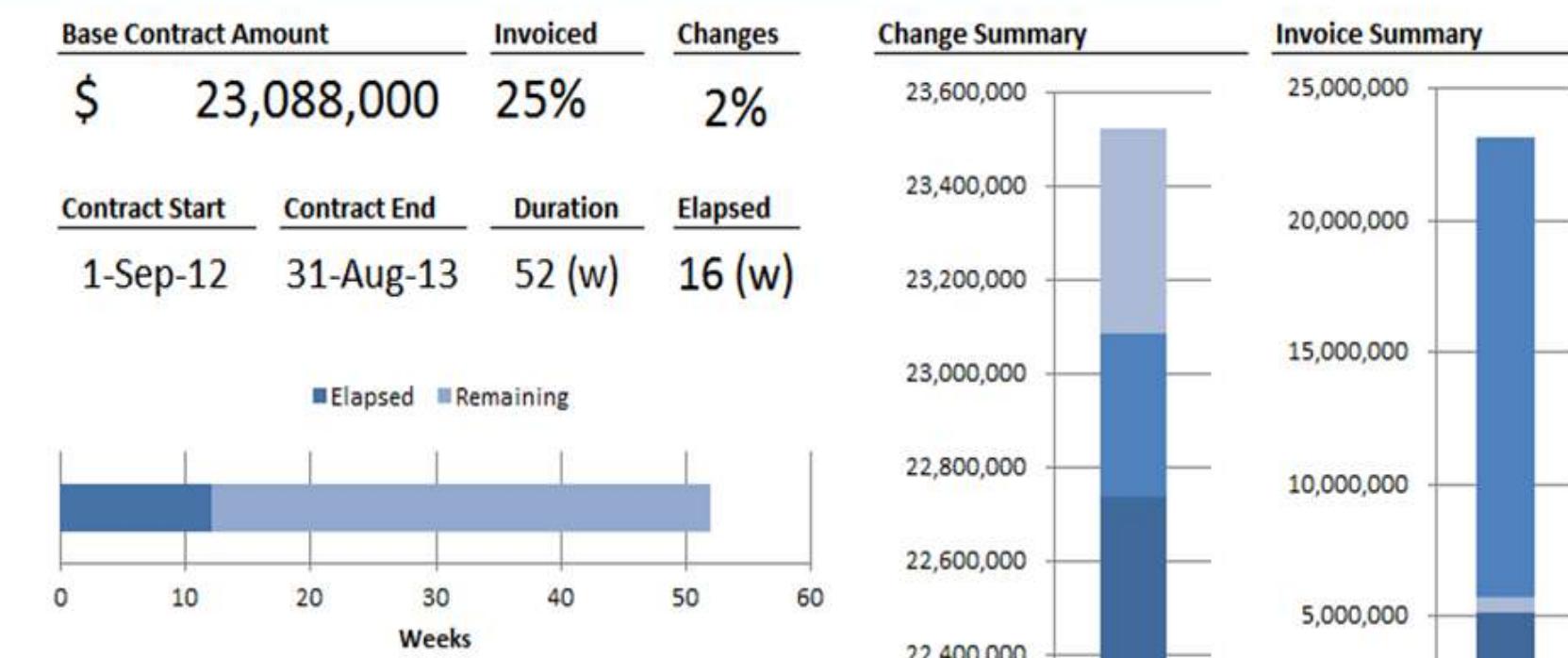


Cost Management

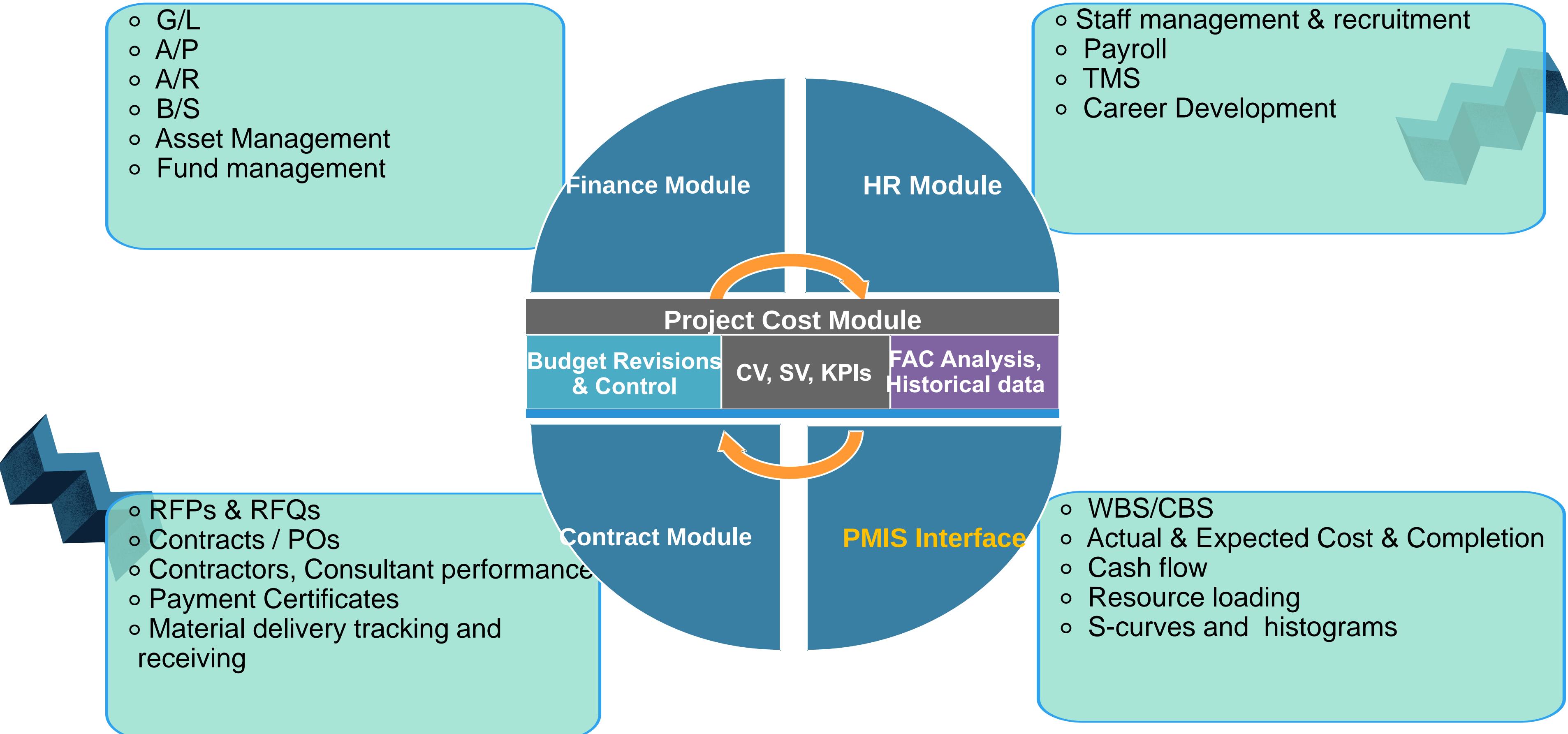
There are multiple processes within the Cost Management which are carried out according to the following systematic steps:

- 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 |



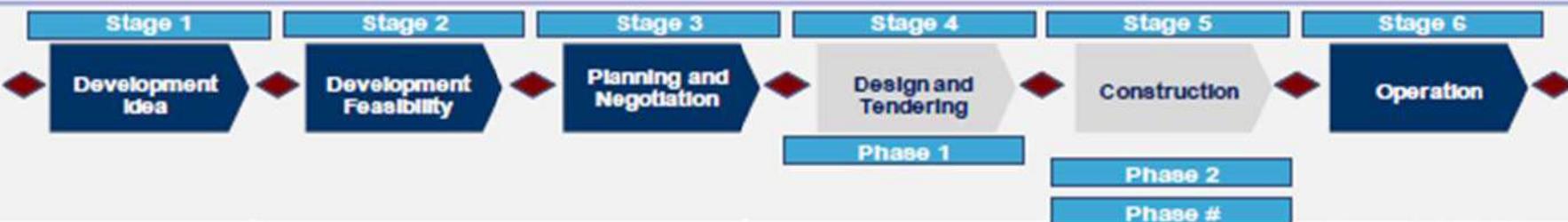
Highlights of PMIS - ERP Interface



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

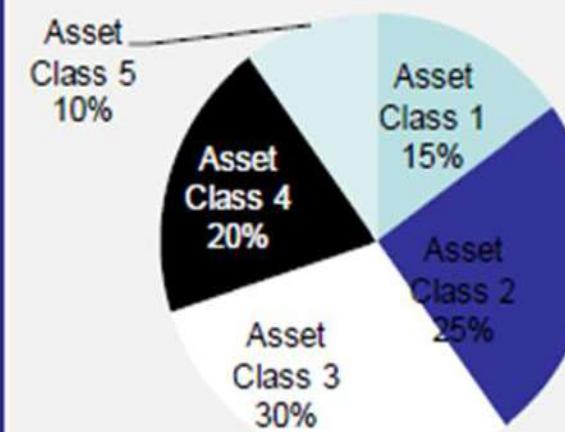
H&S, Quality

Variations

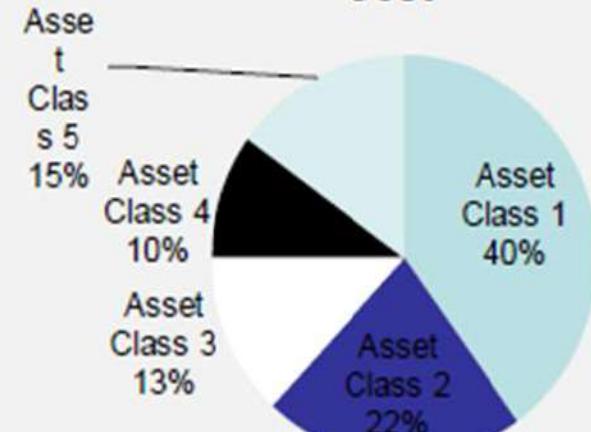
| | | | |
|---------------------------------|-----------------------------------|------------------------|---------------------------------|
| Project Name | The Big Golf and Hotel Club | Location | |
| Project Owner/Director | John Smith | | |
| Description | Mixed use leisure and residential | SPV | |
| 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 Composition, by Cost



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

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.

| 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 | |

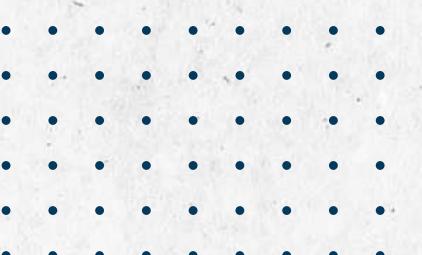
| Actual vs Baseline (Current) | | |
|------------------------------|-----|------------|
| Equity Injection Reqd | Yes | USD 8m / % |
| Debt Covenants | OK | |
| Additional Debt Reqd | No | |

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

| Key Project Financial Views | | |
|----------------------------------|-----------------------|--|
| Development Funding Requirements | Cash Flow Projections | |
| | | |

| Development IRR by Asset Class | | |
|--|------------------------|--|
| | Project Cost Breakdown | |
| Total: 12% Commercial: 8% Retail: 6% Hotel: 10% | | |

Development Dashboard (cont.)



NEXT SLIDE →



Project Dashboard





TAKE AWAY POINTS

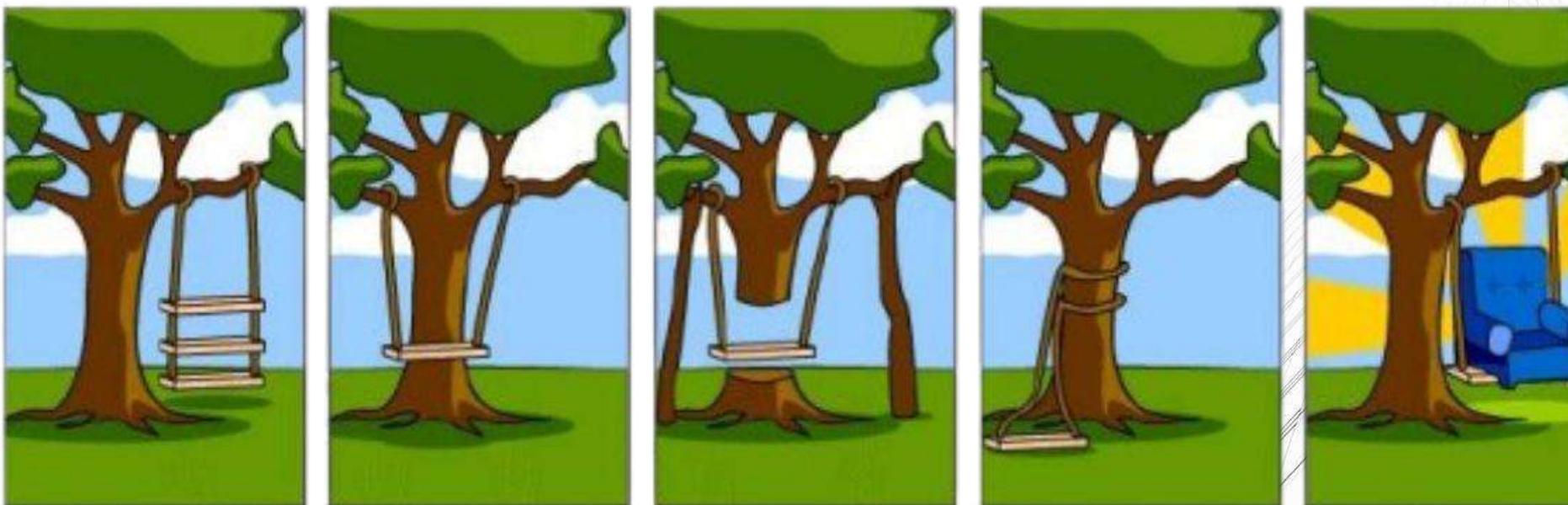
READ THE CONTRACT THROUROUGHLY
BOQ IS NOT THE SCOPE

STRICTLY FOLLOW NOTICE CLAUSES STIPULATED IN THE CONTRACT

MAINTAIN YOUR RECORDS & DOCUMENTATIONS FOR CLAIMS/DISPUTES

COMMUNICATION KISS RULE

STAKEHOLDER'S COORDINATION



HOW THE 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

HOW THE PROJECT WAS DOCUMENTED

WHAT OPERATIONS INSTALLED

HOW THE CUSTOMER WAS BILLED

HOW IT WAS SUPPORTED

WHAT THE CUSTOMER REALLY NEEDED





THANK YOU.

IMAD AYED
