

**6 October 2022**  
**BRUSSELS**



# **International Conference on Early Contractor Involvement**

**Programme**

## INTRODUCTION

How can an early involvement of the main contractor and its supply chain create value for the developer of an infrastructure project? And how should such an early collaboration be structured from a procurement, contractual and organisational perspective?

**Those are the overarching questions that will be explored and discussed at the International Conference on Early Contractor Involvement.**

In light of the upcoming publication of the PIANC report providing guidance on ECI, PIANC and IADC have decided to organise an International Conference on Early Contractor Involvement on 6 October 2022 in Brussels.

## WHAT

In 2017, PIANC formed a Working Group of ECI experts and practitioners to develop a report containing practical guidance how to perform Early Contractor Involvement projects. Following the imminent publication of this report, a full-day conference will take place that addresses the topics of the report, with speakers from the Working Group and other leading experts in ECI and collaborative contracting. The report will be available soon on the PIANC website.

## SPEAKERS

All presentations and panel discussions are given by speakers and panellists who are experts and practitioners in the field of Early Contractor Involvement.

## TOPICS

- Procurement
- Contract models
- Collaboration skills & project organisation
- Experience from recent ECI projects



## **What is ECI from PIANC's point of view?**

Early Contractor Involvement (ECI) is a strategy initiated by infrastructure owners (clients) towards main contractors and optionally expanded to consultants, stakeholders and subcontractors. The purpose being to optimise values in project delivery and objectives, through their participation and knowledge sharing in stages of project planning and design prior to project execution.

## **Networking possibilities**

Meet people with shared knowledge, gain new connections and expand your network during this conference.

# PROGRAMME

**8.30 - 9:00**    **Coffee**

**9:00 - 9:30**    **Welcoming introduction & programme presentation**

By Francisco Esteban Lefler, John Lally & Kenneth Willems

**9:40 - 10:05**    **Keynote 'The need for collaborative approaches such as ECI'**

By Prof. Elvira Haezendonck, Katrien Van Rompay  
& Laura Molinari

## ROOM 1

### *Procurement Models*

**10:15 - 10:45**

**Clients objectives in the contract**

Wesley Veekman

## ROOM 2

### *Trust & Soft Skills*

**Organising ECI Teams**

Kenneth Willems

**10:45 - 11:15**

**Public procurement and ECI models such as Competitive Dialogue: what are the rules?**

Prof. Steven Van Garsse

**RECAP: Assessing the relational capability**

Hans Bakker  
& Mohammad Suprpto

**11:25 - 12:10**

**Panel Discussion: ECI to enable sustainability & innovation (Working with Nature)**

Prof. Elvira Hazendonck, Thibaud Mascart, Marisa Monteiro, Helga Van Peer, Wesley Veekman

**12:10 - 13:00**    **Lunch**

## ROOM 1

### *Contract Forms*

**13:00 - 13:30**    **Comparison of ECI Contract Models**  
David Kinlan & Jaap de Koning

**13:30 - 14:00**    **FIDIC Collaborative Contract Model**  
Andrea Chao

**14:00 - 14:30**    **ECI through two- phase approaches**  
Marcelle Van Valkenburg

**14:30 - 14:50**    **Break: coffee, tea, refreshments**

**14:50 - 15:30**    **Panel Discussion: The role of financial stakeholders in ECI**  
Introduction & moderation by prof. Elvira Haezendonck  
Andrea Chao, Jaap De Koning, Wesley Veekman,  
Dejan Makovšek, Jan Van Steirteghem

**15:30 - 16:00**    **Keynote: OECD policy paper on STEPS - Procurement strategy in major infrastructure projects**  
Dejan Makovšek

**16:00 - 16:15**    **Festive announcements: PIANC ECI Report & DG2020 English model + Closing remarks**  
PIANC Working Group 194 & DG Team

**16:15 - 17:30**    **Networking and refreshments**

## ROOM 2

### *Case Studies*

**PSA, Panama**  
Maggy De Man

**Odense Port, Denmark**  
Niels Kiersgaard

**Beatrix Locks, The Netherlands**  
Jan Van Steirteghem



## Francisco Esteban Lefler



Francisco Esteban Lefler is consultant and President of PIANC.

He is specialised in Port and Coastal Engineering, Infrastructure Management and Technology, Technical Management, Research, Development and Innovation, Structures, Concrete, Geotechnics and Infrastructure.



## Geert Van Cappellen



Geert Van Cappellen works at the Flemish Government, Department of Mobility and Public Works.

He is the Secretary-General of PIANC and the managing director of Flanders International Technical Agency (FITA).



## Kenneth Willems

**VUENTICA**

**V-ROOMS**

Kenneth Willems is Managing Director at Vuentica, co-founder of V-Rooms and acted as Chairman of the PIANC Working Group on ECI. He is an experienced infrastructure and enterprise risk management professional. He worked on a variety of large infrastructure projects as project manager and contracts manager. He has a wide range of experience in early contractor involvement, risk management and change management.



**Andrea Chao**

**Bird & Bird**

Specialises in construction and tender law, with a specific focus on complex energy and tidal energy, circular economy, utility, water(safety), infrastructure and other construction projects. She has a wide range of experience in both construction advising employers (including national governments), investors, lenders and contractors on projects.



**Jaap de Koning**

**Witteveen + Bos**

Head of the Collaboration and Contracting group at Witteveen+Bos. He combines this with chairing the board of the Pension Fund. He is also Chairman of the Internal Market Committee, part of the European Federation of Engineering Consultancy Associations in Brussels. He writes articles monthly for Cobouw magazine.



**Maggy De Man**

**DJN** **Jan De Nul**  
GROUP

Maggy De Man is Design & Engineering Manager Offshore Division at N.V. Jan De Nul.



**Prof. Elvira  
Haezendonck**



Professor at Vrije Universiteit Brussel (courses on strategy, Project management, Competitiveness and Port Management and strategy, mostly on master level) and board member of TINC. Her research covers topics in the field of (applied) sustainability, strategy and policy: competitive analysis, stakeholder management and project management.



**David Kinlan**



David Kinlan is Contract Manager in the global marine infrastructure industry. He specialises in providing construction contract consultancy services to both clients and contractors. He is a marine Contracts Manager with 35 years of experience in the global maritime and civil engineering industry.



**Niels Kiersgaard**



Niels Kiersgaard has a broad knowledge of all types of marine works. At Odense Port he is port engineering manager, responsible for all marine infrastructure as key walls, aids to navigation, fendering and maintenance dredging of fairways and harbour basins. Project manager for the 50 ha harbour extension OST North – north terminal Lindo.





**René Kolman**



Secretary-General at IADC, the umbrella organisation for the worldwide privately owned dredging industry. He is also managing director of MUNIS, a mutual insurance company of the 4 world market leader in dredging.



**John Lally**



John Lally, P.E. is Principal Engineer at Lally Engineering & Consulting. He has over 30 years of hands- experience in the planning, engineering and construction of coastal protection, dredging, sediment remediation and habitat restoration projects, as both a consulting engineer and marine contractor.



**Dejan Makovšek**



Dejan Makovšek is Procurement Strategy Lead, Infrastructure and Procurement Division at OECD – OCDE.

He worked on a variety of cross-functional projects for the private and public sector, which span from 'hands-on' project/case specific issues to country-level policy advice.



**Thibaud Mascart**



PhD in Environmental Management and Experienced Environmental Engineer with a passion for Sustainable restoration and innovative Nature-based Solutions. Skilled in Ecological Assessment, Biodiversity, Environmental Impact Assessment, Restoration, Relocation, Dredging Engineering, and Scientific Diving.



**Laura Molinari**



PhD Candidate in Strategy & Management at VUB. Laura Molinari is a research fellow for the Chair in Infrastructure Asset Management, supported by ORI, Antea Belgium, Arcadis Belgium, Sweco Belgium, and Tractebel-Engie. She consults projects, teaches courses (Microeconomics of Competitiveness), provides projects management to master students and supervises student projects.



**Marisa Monteiro  
Borsboom**



Chair CCNP, Entrepreneur, Lawyer & CLO, Speaker, Author, Information Curator, Multipotentiality, Board Member of Women in Tech, European Legal tech Association.



**Prof. Steven  
Van Garsse**



Prof. Dr. Steven Van Garsse is Dean Faculty of Law UHasselt, professor of government contracts & procurement law (UHasselt & UAntwerp), bureau member Working Party PPP, United Nations (UNECE) and Promoter support point circular economy. Previous to that, he worked as manager of the PPP Knowledge Centre (Flemish government) and was involved in almost all major Flemish PPP projects and area developments.



**Helga Van Peer**



Public law & Projects, Lawyer. Mediator. Independent Board Member. Projects, regulatory, privatisations, PPP, government assets, public procurement & competitive tendering, infrastructure, public sector transactions, life science, energy, defence, foreign investment, concessions, international organisations & institutions, mediation, dispute resolution.



**Katrien  
Van Rompay**



Founder of The Cornerstone and Strategic Partner on sustainable partnerships and sustainability. Katrien Van Rompay built her career on extended experience in project management and contract management for construction and large infrastructure projects, both in domestic and international market, in developing and developed regions.



**Jan  
Van Steirteghem**



Jan Van Steirteghem is General Manager Business Unit Europe at BESIX and Board Member of Aug.e.



**Marcelle  
van Valkenburg**



Rijkswaterstaat  
Ministerie van Infrastructuur en Milieu

Since mid-2021, she has been coordinator of the Rijkswaterstaat 2-phase approach in the transition programme Towards a Vital Infrastructure Sector. Her substantive expertise is (inter)national procurement, contracting and strategy – legally guiding innovative and complex projects and trajectories from A to Z.



**Wesley Veekman**



Rijkswaterstaat  
Ministerie van Infrastructuur en Milieu

Wesley Veekman specialties are coordinating consultant, strategic procurement, innovation-oriented procurement, smart procurement and public private partnerships.

His core values are independent, connecting, people & content, practical. He considers strategy to results, smart collaboration and fun and sustainable innovation important.

# Working Group Members of PIANC

## **John Barber**

King's College London

## **Els Bonte**

North Sea Port

## **Harmut Brühl**

## **Maggy De Man**

Jan De Nul

## **Juan Ramón García Vizcaíno**

Freelance Dredging Management & Consultancy

## **Craig Johnson**

Enuvo

## **Niels Kiersgaard**

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## **David Kinlan**

Kinlan Consulting

## **Takahiko Kishimoto**

Central Consultant Inc.

## **René Kolman**

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## **John Lally**

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## **Richard Lewis**

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## **Annemieke Sietses-Olierook**

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## **Matt Trowbridge**

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## **Luc Van Damme**

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## **Jan Van Steirteghem**

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## **Wesley Veekman**

Rijkswaterstaat

## **Kenneth Willems**

Vuentica

## **Taishi Yamamoto**

Ports & Harbours Bureau, Ministry of Land, Infrastructure, Transport and Tourism of Japan





## Organisation



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