Gearing up for successful delivery of UAE mega-projects through effective partnerships, procurement and financing strategies

Hear from key speakers including:

- Dr Saleh Chehede, President, Juma Al-Majid Group
- Philippe Dessoy, Group General Manager, Besix Group
- Bishoy Azmy, CEO, Al Shatar General Contracting
- John Deeb, Chief Financial Officer, ALEC
- Olivier Crasson, Executive Vice President - Business Development, Six Construct
- Saed Al Abbar, Director, AESG
- Dr Karim Karam, Assistant Professor – Sustainable Critical Infrastructure, Department of Engineering Systems and Management, Masdar Institute, Co-Founder and Partner, Sarooj Construction Company
- Pavithran KV, BIM Director, Brookfield Multiplex
- Stuart Smith, Country Manager, Nass Contracting
- Dr Ghassan Ziadat, Regional Director of Planning and Infrastructure, Atkins
- Holley Chant, Executive Director Corporate Sustainability, KEO International Consultants
- Nidal Odeh, Project Director, Parsons Brinckerhoff
- Dr Ozan Koseoglu, Head of Program & Design Management, Capital Partners
- Francesca De Petris, Sustainability Manager, KEO International Consultants

Benefits of attending:

- **Gearing up for growth!** Assessing current strategic challenges of the UAE construction sector which will shape future opportunities in the UAE construction landscape
- **Project spotlights:** Gain insights into the latest projects in the UAE to navigate your business development opportunities
- **The contractor finance woes...** Learn how to set clear financing structures of projects to efficiently manage cash flow and effective construction delivery
- **Balancing the risk!** Understanding internal and external risk factors to your projects
- **Regulations, compliance and sustainability...** winning strategies to ensure you are aligned with new green building regulations
- **Collaborate for success.** Highlighting the importance of successful collaborative partnerships with clients, consultants and sub-contractors to streamline efficiencies, processes and cost-savings
- **Preparing for Expo 2020...** Discuss market requirements, expectations and next projects taking priority to successfully host Expo 2020

Plus! don’t forget to nominate your company for the UAE Contractor Awards! See inside for more details
Event Overview

Gearing up for successful delivery of UAE mega-projects through effective partnerships, procurement and financing strategies

The UAE construction sector has witnessed tremendous growth over the last couple of years with the continuous development of mega projects, considerable government spending and large investments in the construction industry from private and public entities. Based on the latest “UAE Construction Industry Outlook 2016” report, RNCOS analysts estimated the UAE construction industry at **US$ 39.4 billion** in 2012, and it is expected to grow at a CAGR of around 9.5% during 2012-2016. With increasing opportunities and major emerging trends, it brings a number of challenges that the UAE construction sector and inevitably, the contractors, have to face.

The **UAE Contractors Forum 2015 (24-26 May 2015, Dubai)** will address these challenges head-on. The audience will walk away with practical knowledge on all the burning issues that contractors face today so that you’re able to overcome them tomorrow.

From procurement to supplier relations, managing cash-flow to gearing up for Expo 2020, we will cover it all!

This forum will enable you to network and benchmark with the leading UAE construction companies, consultants, developers and project owners through interactive panel debates, review sessions and speed networking sessions to maximise your learning experience. Our esteemed speaker faculty will share their knowledge, practical examples and lessons learned to overcome the key challenges of the booming construction sector when launching and delivering projects.

Who will attend the forum?
- Government and Municipal Authorities
- Building and Construction Companies
- Main Contractors
- MEP Contractors
- Project Owners
- Maintenance Contractors
- Construction Consultants
- Developers
- Architects
- Material Suppliers
- Design Consultants
- Green Sustainability Consultants
- Facility Management Companies
- Project Management Companies

Key Forum Highlights:
- **Listen** to leading regional contractors about their current challenges and strategies implemented to overcome them
- **Review** and explore successful strategies for project management to deliver projects on time with desired deliverables
- **Focus day dedicated to Expo 2020** to gain insights on project opportunities and challenges created by Expo 2020 across different sectors
- **Engage in speed networking sessions, panel debates and review sessions** discussing the most challenging issues faced by construction sector

IQPC provides business executives around the world with tailored practical conferences, large scale events, topical seminars and training programmes, keeping them up-to-date with industry trends, technological developments and the regulatory landscape. IQPC conferences are market leading “must attend” events for their respective industries. IQPC produces more than 1,700 events annually around the world, and continues to grow. Founded in 1973, IQPC now has offices in major cities across six continents including: Bengaluru, Berlin, Dubai, Johannesburg, London, New York, Singapore, Sydney, Tampa, and Toronto. IQPC leverages a global research base of best practices to produce an unrivalled portfolio of conferences. www.iqpc.ae

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**SESSION 1: ADDRESSING STRATEGIC CHALLENGES OF THE UAE CONSTRUCTION SECTOR**

09:30 Leadership Panel: Shaping the future of the UAE construction landscape through discussion of current economic, strategic and political challenges and opportunities

- Setting key priorities for driving sustainable growth of the construction industry in times of declining oil prices
- Assessing foreign capital flow from other markets and its impact on local market and contractors
- Lessons learnt and takeaways from operating in times of market slowdown: what did we learn?
- Fostering strong partnerships with government entities to achieve national objectives

**Panellists:**
Bishoy Azmy, CEO, Al Shatar General Contracting

10:10 Project Owner Insight Session: Funding of projects and cash flow challenges to support effective construction delivery

- Sharing commonly applied financing models and their impact on contractor and project owner
- Mega project finance approaches, PPP and private investment
- Evaluating the key factors and decision-making criteria to evaluate investment opportunity for large projects
- Setting clear financing structures of projects to efficiently manage cash flow

**Panellists:**
John Deeb, Chief Financial Officer, ALEC

10:50 Panel Debate: Understanding contractors’ internal and external risk factors to successful project delivery

- The importance of clear communication between all stakeholders to avoid project bottlenecks, delay, and default on project deliverables
- Discussion of effective risk management strategies from both contractor and consultant perspectives to improve project performance
- Appraising challenges at the design stage and during project management phase to avoid potential delay
- Legal frameworks to arbitrate and avoid any lack of clarity relating to project delays

**Moderator:** Dr Ozan Koseoglu, Head of Program & Design Management, Capital Partners

**Panellists:**
Philippe Dessoy, Group General Manager, Six Construct
John Deeb, Chief Financial Officer, ALEC

11:30 Morning networking refreshments

**SESSION 2: DRIVING GREEN ECONOMY & SUSTAINABILITY**

12:30 Sector Focus Update: Hospitality and leisure

This session will provide an opportunity for contractors to identify opportunities within hospitality and leisure sector through project tender insight.

**Speaker from leading consultant, government.**

12:50 Panel Debate: Building the local construction community through SMEs

- Addressing needs of SMEs in the UAE construction sector
- An insight of governmental incentives to promote local construction community
- Innovative techniques to integrate SME’s and LCC’s into the construction industry

**Moderator:** Dr Karim Karam, Assistant Professor – Sustainable Critical Infrastructure, Department of Engineering Systems and Management, Masdar Institute, Co-Founder and Partner, Sarooj Construction Company

**Panellists:**
Majid Al Jasmi, Masdar Institute
Ahmed Al Amoodi, Masdar Institute

13:30 Panel Debate: Driving sustainability of the construction sector in the region through green building regulations

- Supporting sustainable improvement by implementing effective green building regulations that will reward good performance and penalise non compliance
- Assessing challenges and opportunities to deliver projects aligned with green building regulations
- Best practice case studies of green building in the UAE

**Moderator:** Holley Chant, Executive Director Corporate Sustainability, KEO International Consultants

**Panellists:**
Saed Al Abbar, Director, AEG
Dr Karim Karam, Assistant Professor – Sustainable Critical Infrastructure, Department of Engineering Systems and Management, Masdar Institute, Co-Founder and Partner, Sarooj Construction Company

14:10 Procurement Panel Debate: Addressing potentials of supply chain, operational challenges and sustainability implications

- Working with architect, main consultant and project owner to define a preferred supplier database to enable an effective tender submission process for suppliers
- Optimising and standardising supply chain management to maintain quality and maximise value
- Practical examples

**Moderator:** Francesca De Petris, Sustainability Manager, KEO International Consultants

14:50 Expert Summary: REGROUP—REWIND—REVIEW

This session will provide an insight from the speakers and summarise practical take-away outcomes of the day.

15:50 Networking lunch and UAE Contractors Awards

The UAE Contractors Awards will recognise outstanding achievements and acknowledge significant contributions to the development of the construction industry in the UAE.

16:00 End of Forum Day One
SESSION 3: OPTIMISING CONTRACTOR PERFORMANCE BY INTEGRATING TECHNOLOGY AND METHODOLOGY

09:10 Contractor Leadership Panel Debate: Debating technical challenges of the current projects
• Innovation vs status quo - Balancing innovation and the drive for continuous improvement with low risk proven methodologies that may be less effective but that avoid potential implementation and roll out challenges
• Decisive decision making - The length of decision making process and approval period; can this and should it be shortened?
• Technology selection: Evaluating, selecting and investing in leading edge technologies to improve project performance and enhance operational capability
Moderator: Dr Ghassan Ziadat, Regional Director of Planning and Infrastructure, Atkins

09:50 Panel Debate: Setting BIM strategies to successfully manage your project throughout the lifecycle
• Revising organisational structure to support the implementation of BIM programmes in your organisation to improve efficiency
• Tackling the lack of technical skills and knowledge of BIM by implementing comprehensive training programmes
• The need for calibration of BIM software, sensors and systems by experienced and well qualified team members to fully use the data collected and analyse performance enhancing data
Moderator: Dr Ozan Koseoglu, Head of Program & Design Management, Capital Partners

10:30 Projects Update – An overview of current and upcoming projects in Dubai and Abu Dhabi
This presentation session will provide an opportunity for contractors to identify opportunities in Dubai and Abu Dhabi.
Dr Ghassan Ziadat, Regional Director of Planning and Infrastructure, Atkins

11:50 Sector Focus Update: Opportunities and challenges facing the implementation of national development plans for transport and infrastructure
The Middle East region is heavily dependent on its oil to finance the development of transport and infrastructure projects. Fluctuation in oil prices increases the vulnerability of oil producing countries to unstable economies and weak spending plans. The presentation will discuss:
• What are the priorities for the region’s economies to free themselves from this vulnerable dependency on oil
• How can transport and infrastructure help in achieving a sustainable and prosperous economy
Nidal Odeh, Project Director, Parsons Brinckerhoff

12:10 Panel Debate: Introducing lean construction methodology in the construction sector
• Assessing current trends and implementation of the lean construction methodology
• Exploiting benefits of lean construction from increasing project efficiency, cutting the cost whilst maintaining quality to complete project on time
• Showcasing projects implementing lean construction methodology
Panelists:
Dr Saleh Chehede, President, Juma Al-Majid Group
Dr Ozan Koseoglu, Head of Program & Design Management, Capital Partners

Panel Debate: Taking the best practice approach to Value Engineering
Value Engineering is a function driven process that is performed by a team of specialist with the aim of optimising the relationship between value, function and cost. The panel discussion will focus on the factors that contribute to the success of Value Engineering exercise in the design and construction of infrastructure projects.
Moderator: Dr Saleh Chehede, President, Juma Al-Majid Group

12:50 Panel Debate: Setting BIM strategies to successfully manage your project throughout the lifecycle

13:30 Performance Enhancement Panel: Collaboration between project stakeholders to ensure on time delivery to ensure project success and to avoid contractual penalties
• Understanding client requirements and objectives from initial brief and final design to avoid redesign and specification changes
• What innovations could be introduced to improve the relationship between contractors and sub contractors?
• Understanding the implication of sub-contractor selection and its impact on project performance
Panelists:
Pavithran KV, BIM Director, Brookfield Multiplex
Stuart Smith, Country Manager, Nass Contracting

14:10 Expert Summary: REGROUP—REWIND—REVIEW
This session will provide an insight from the speakers and summarise practical take-away outcomes of the day.

14:20 Networking lunch and end of forum

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For the most up-to-date programme, please visit the event website.

The published programme is correct at time of printing. However, given the seniority of our speakers and the nature of their roles, speakers may subsequently substitute or remove themselves from the programme. This is always regrettable, and we will always try to replace the speaker with a speaker with equivalent insight.
The focus day is a unique opportunity to spend valuable time with industry experts. This interactive session is extended to ensure that you get to the heart of the conference’s most critical issues and uncover practical solutions you can apply in your own company. When designing our focus days, we create a balance between theory and practice in order to provide you with practical takeaways that can be adapted for your organisation. In addition, there is an opportunity for you to network with peers from similar organisations to build your network for future career opportunities and broaden your industry perspective and exposure.

**What are the benefits of attending the focus day?**

- Learn substantial information on a particular topic within a short period of time – the facilitators will already have sifted and selected the information presented from a wide variety of sources and the small group size will enable you to get your questions answered
- Gather with like-minded delegates to discuss your shared challenges, exchange ideas and solutions and benchmark your competitors or project partners

**09:00** Registration and morning refreshments

**09:30** Opening remarks from the Chairman

**09:40** Panel Debate: Assessing new project opportunities and challenges created by Expo 2020 across different sectors
- Assessing infrastructure requirements and hospitality capacity to meet the demands of hosting a world-class event
- Appraising the impact of Expo 2020 on financing of projects, which Expo related projects will be financed first and how?
- Driving sustainability initiatives; how do we deliver sustainable projects?
  - Holley Chant, Executive Director Corporate Sustainability, KEO International Consultants

**10:20** Panel Debate: Discussing current impact of the Expo 2020 and post-event implications
- Discussing market requirements, expectations and next projects taking priority to successfully host Expo 2020
- Understanding the challenges of managing integration of current and new infrastructure
- Sharing proposed strategy for repurposing the Expo 2020 site and impact on facilities and service to the local community

**11:00** Panel Debate: Financing projects leading to Expo 2020
- Assessing the impact of Dubai’s 2020 strategic goals on financing of mid-size to large contractors
- Evaluating the risk structure of funding the projects
- Reviewing and refinancing risks of debt to enable to fund projects

**12:20** Closing remarks from the Chairman

**12:30** Networking lunch

**13:30** End of focus day

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**UAE Contractors Forum is co-located with**

**BRIDGES & HIGHWAYS UAE**

**2-DAY CONFERENCE: 25 - 26 May 2015**
**MASTERCLASSES: 24 & 27 May 2015**
Conrad Dubai, Dubai, UAE

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Sponsorship and Exhibition Opportunities

IQPC has been hosting events developed for senior executives for more than 40 years. We serve businesses representing over 15 sectors at more than 1,700 conferences around the globe. Our client list includes corporations such as IBM, Cisco, Microsoft, Lockheed Martin, Boeing, Weatherford International, Halliburton, ABN AMRO, Deutsche Bank, GE, Siemens, BASF and Dow Chemicals, just to name a select few. Senior executives travel from around the world to our events looking to garner best practices and concrete solutions to assist them in improving their organisations. IQPC provides many different platforms for you to increase your market share, stay ahead of your competition, increase awareness to your target audience and position yourself as a key supplier to the construction industry.

Your platform – getting your message across:
Because we know that each sponsor has a different message, business development goal and branding objectives, each sponsorship package is tailored to your corporate strategies. Though most sponsorship offers multiple levels and types of Exposure, there are a few main ways for you to highlight your corporate strengths:

1 Thought Leadership
As a sponsor at the UAE Contractors Forum 2015, your company will gain second-to-none Exposure to senior-level decision makers at the point in time that they are seeking solutions, information and systems for improving their firm’s strategies. For a select few sponsors, you can build your reputation as a market leader through subject-specific presentations, workshops and focus days. This highly selective sponsorship allows your firm to establish tremendous capability and expertise in your specialty as well as highlight successful work completed with your clients.

2 Premium Branding
We bring together buyers and suppliers for collaboration, networking and knowledge sharing. Branding is often a major initiative for our clients who are seeking to get the message out about their offerings. Build your company’s brand and visibility in front of senior decision-makers in order to get shortlisted. As a sponsor, your company branding will appear alongside the global leaders associated with best practices in this field. Our dedicated marketing team will help you achieve your promotional aims in the months leading up to the conference. IQPC leverages multiple marketing channels including online, direct mail, email, press releases, media partnerships and social media to publicise the event and increase awareness about your participation to our extensive database, as well as through our network of partners.

3 Featured Networking Events
Networking and information sharing are two major aspects of our conferences and IQPC builds in many opportunities for sponsors to benefit from meeting industry leaders. Focused and high-level, our events will provide you with the perfect environment to initiate new business relationships, identify upcoming opportunities and achieve face-to-face contact that overcrowded tradeshows can not deliver. The exhibition area is designed to be the heart of the event – a place to network and share strategies with key decision makers. Sponsorship opportunities range from exhibition stands to sponsored lunches, cocktail receptions, gala dinners and a host of other branding opportunities.

Do you have a product or service that our senior decision-makers and influencers need?

UAE Contractors Forum 2015 offers you the perfect platform to showcase your solution to your target market and meet and network with senior-level decision makers who are leading the way in the industry.

We specialise in providing business development, marketing and sales solutions that are tailored to specifically deliver on your business objectives. We pay patient attention to what our exhibition and sponsorship customers want, expect, need and value. Every sponsor wants to create customers, develop qualified sales leads, convert leads into sales and retain customers. Our tailored sponsorship packages help you to achieve these objectives.

If you would like more information on sponsorship and exhibition opportunities or to discuss which package will best help you achieve your objectives, please contact Noel Greenway on +971 4 360 2800 or email sponsorship@iqpc.ae.
Expo 2020 Focus Day: 24 May 2015
UAE Contractor Awards: 25 May 2015
Conrad Dubai, Dubai, United Arab Emirates

REGISTRATION

Event Code: 23652.002
Please complete in BLOCK CAPITALS as information is used to produce delegate badges.

Please photocopy for multiple bookings.

4 WAYS TO REGISTER

CALL: +971 4 364 2975
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CONFERENCE PRICES

Book and pay before 19 March 2015 and save up to US$500

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All attendees will gain access to the UAE Contractor Awards.

Prices are stated net of any applicable local taxes.

DELEGATE DETAILS

☐ Mr ☐ Mrs ☐ Ms ☐ Dr ☐ Other

First Name: .............................................. Surname: .............................................

Postcode: ................................................. Country: .............................................

Address: ..................................................................................................................................

Name of person completing form if different from delegate: ..................................................................

Signature: ................................................. Date: .....................................................

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TEAM DISCOUNTS

Group booking discounts available – email enquiry@iqpc.ae for more information

VENUE & ACCOMMODATION

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Hotel and travel costs are not included in the registration fee. For assistance in your travel and accommodation requirements, please refer to details below:

Room Reservations
Special/corporate rate for room accommodation is available in the hotel. You may contact the hotel directly as per the details above quoting IQPC Middle East or the name of the conference.

Flight Reservations
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Online www.sntta.com
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CONFERENCE DOCUMENTATION

If you cannot make the conference, you can still access all presentations delivered throughout the conference days for just US$450, post event. Contact us on +971 4 364 2975 for further details.

IQPC’s STANDARD TERMS AND CONDITIONS

PAYMENT
• Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.
• Payment prior to conference is mandatory for attendance.
• Your registration will not be confirmed until payment is received and may be subject to cancellation.
• If a booking is received 10 working days before the conference a credit card number will be required to confirm your place, likewise if full payment has not been received before the conference date.
• Any respective payment charges to be borne by the payer.

Please ensure that IQPC receives the full invoiced amount.

DISCOUNTS
• All ‘Early Bird’ Discounts require payment at time of registration and before the cut-off date in order to receive any discount.
• Any other discounts offered by IQPC (including team discounts) require payment at the time of registration.
• Discounts cannot be combined with any other offer.

CANCELLATION, POSTPONEMENT AND SUBSTITUTION POLICY
• You may substitute delegates at any time by providing reasonable advance notice to IQPC.
• For any cancellations received in writing not less than eight (8) days prior to the conference, you will receive a 90% credit to be used at another IQPC conference which must occur within one year from the date of issuance of such credit. An administration fee of 10% of the contract fee will be retained by IQPC for all permitted cancellations. No credit will be issued for any cancellations occurring within seven (7) days (inclusive) of the conference.
• In the event that IQPC cancels an event for any reason, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of cancellation.
• In the event that IQPC postpones an event for any reason and the delegate is unable or unwilling to attend on the rescheduled date, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of postponement.
• Except as specified above, no credits will be issued for cancellations. There are no refunds given under any circumstances.
• IQPC is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. IQPC shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable, illegal or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergency.

PROGRAMME CHANGES
• Please note that speakers and topics were confirmed at the time of publishing; however, circumstances beyond the control of the organisers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, IQPC reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

YOUR DETAILS
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EVENT CODE: 23652.002

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