



On June 16, 2022

The Collaborative Contracting Community of Practice Presents
A **FREE** Webinar about:

The Collaborative Working Agreement – An Introduction

We are in uncharted waters in 2022. The journey to achieving Net Zero by 2050 and the associated energy transition represents a significant challenge for the international Engineering and Construction Industry. It also creates an unprecedented opportunity – a consistent pipeline of work for 30 years valued by McKinsey at USD9.2 trillion per year.

70% of Engineering Construction projects are significantly delayed and/or over budget and unless industry fundamentally changes the way in which projects are delivered, the Net Zero objectives will not be achieved, and the capital investment will be squandered.

Helpful modern construction methods like AWP, LEAN and Digitization require collaboration and a fundamental change in how we contract.

Fundamental change in how we contract as an industry will systematically improve project outcomes.

Parties often enter into contracts so that they can feel “safe”. However, traditional contracts separate parties into “silo’s” of risk and reward. Parties are incented to maximize rewards and minimize risks, by insulating themselves, pursuing individual benefit, and shifting risk to parties with less power.

Adversarial behaviours soon emerge, including retaliation and micro management wasting resources and destroying value. As such, **protections offered by traditional, trust-less contracts are a myth.**

Thankfully, world-wide there are many forms of contracts that rely on collaboration and relationships to produce environments of trust and reduce adversarial behavior.

One such form is the Collaborative Working Agreement, (CWA); which has been developed by the European Construction Institute based on the ECITB Project Collaboration Toolkit, supported by the ECITB. The CWA which is currently undergoing peer review, and as such is the latest and perhaps most evolved form of collaborative contract available in the market.

This webinar, delivered by the very authors and contributors of the CWA form of contract, will address the following topics:

- ▶ Exposing the myth that “traditional” contracts provide a realistic means for effective risk management
- ▶ Absent an unequivocal commitment to work collaboratively, contracts ‘to collaborate’ are ineffective
- ▶ Understanding how the collaborative working principles and practices have been embodied in the CWA
- ▶ Exploring how to overcome “internal” resistance to the adoption of collaborative contracting

At the end of the session, attendees will better understand how they could use the CWA in tandem with collaborative project deliver methods to increase productivity, speed delivery, improve cost predictability, increase profits, and enjoy more collaborative working environments.

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Thursday, June 16 2022

8:00 a.m.–10:00 a.m. MST, Calgary | 15:00–17:00 BST, London | 16:00–18:00 CST, Paris

EVENT MC



John Fotherby
Kingsfield Academy

Chairman European
Construction Institute;
Industry Contracting &
Commercial Project
Management

EVENT LEADER



Tony Maplesden
ECITB

Engineering and Construction
Project Management; Project
Collaboration Toolkit, Author
and Coordinator

EVENT SPEAKER



Richard Venerus
Venerus Advisory Partners

Capital Projects Advisor;
Implementer of Collaborative
Methods; Founder of the
Collaborative Contracting
Community of Practice

You can register and attend
this event by visiting the
**Collaborative Contracting
Community of Practice**



COLLABORATIVE
CONTRACTING
COMMUNITY

This FREE community gives
its members an opportunity
to access the relationships,
knowledge resources and
peer experience needed for
overcoming barriers and
capturing opportunities to
implement collaborative
projects.

To attend this FREE event directly
(times specified above), and
Join the Community later:

JOIN ZOOM HERE

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