



ENGINEERING & CONSTRUCTION CONTRACTING ASSOCIATION



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Speed Matters



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Experience & Background

35+ years EPC experience

25+ years construction field experience

Hands on, to Supervision, to Management

~50% Direct Hire / ~50% CM

Domestic & International

Union, Merit, Non-Union

Lump sum, cost plus, time & material, award fee

Size range from few \$Million to Multi \$Billion

Multiple industries



Speed Matters

Why?

Revenue stream?

Minimize project overhead?

Utilization of key resources?

Others?



Project Example #1

Large US Government Project (+ \$1.2 Billion)

DOE Uranium Refinery

50% Direct Hire, 50% CM / Prevailing wage

Consisted of multiple 'Line Item' projects

Project expenditure per fiscal restraints

Constant change from schedule driven to cost driven

Constant change from cost driven to schedule driven



Project example #1 takeaways

Be clear! What does 'schedule-driven' really mean?

Don't switch!

Changing to slow pace does not save money!



Project Example #2

Large Power / Refuse Project (~ \$300 Million)

Grass roots, Union, South Florida

75% Direct Hire, 25% CM / Lump Sum EPC

Project was executed with Lump Sum mindset

Project was completed 3 months early

Project had 3 months of +10% progress

Project actual margins were ~3x

Client started production 3 months early!



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Project Example #2

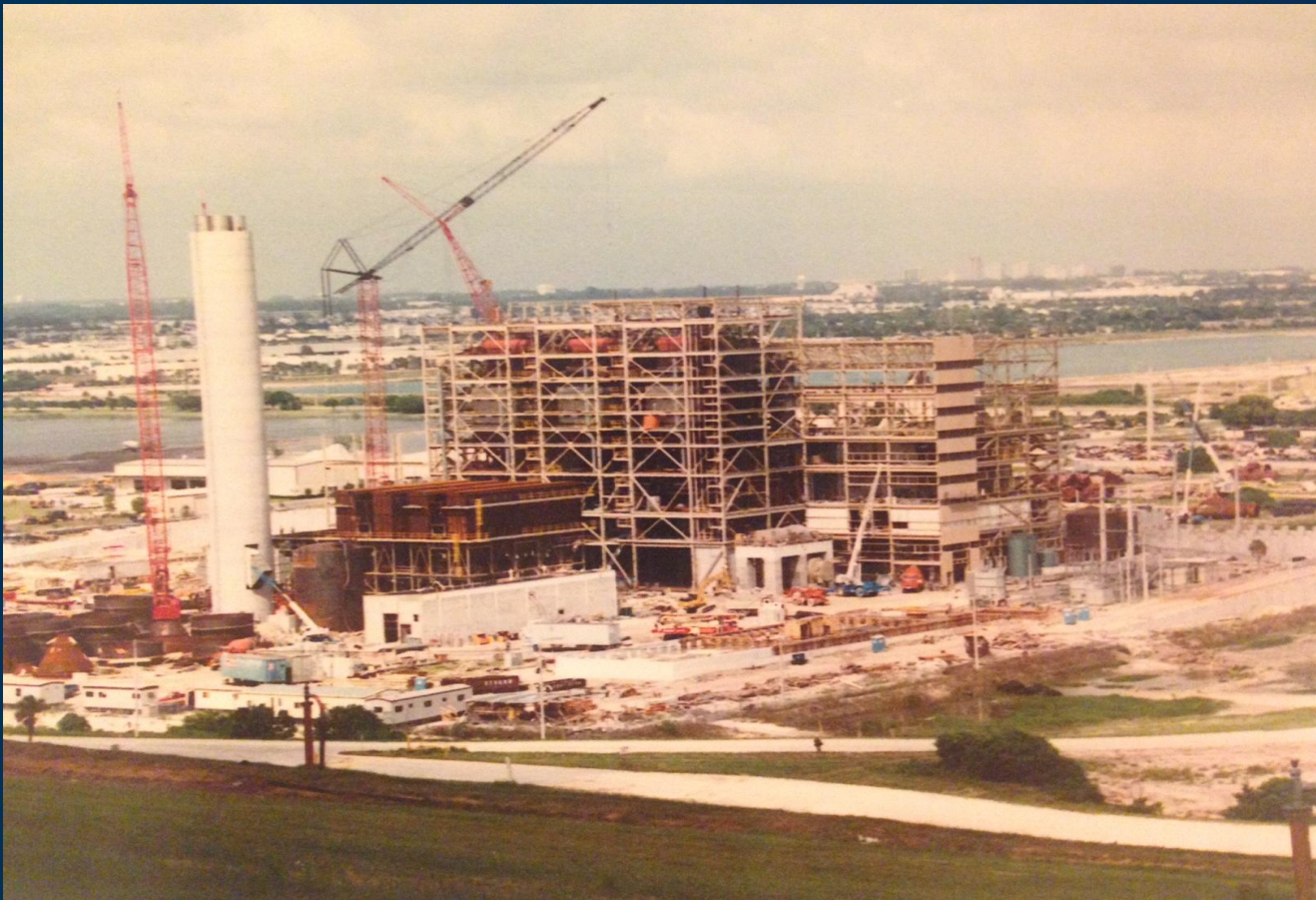




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Project Example #2





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Project Example #2





Project example #2 takeaways

Lump sum mindset!

24 hours!

Use human nature to your advantage!



Overall Takeaways

Understand what 'Speed' is!

'Speed' has different drivers.

24 hours?



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Thank you !



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