



Integrated Product Delivery and Early Contractor Involvement contracts - a Norwegian viewpoint

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Agenda

- 1 Introduction
- 2 Creating a Win-Win
- 3 IPD Contracts
- 4 Project Examples
- 5 Wrap up

Image: COWI



Arve Krogseth

**Senior Project Director
Transport & Urban Planning COWI NO**

Education

MSc. 1993.

Experience

30+ years of experience from Contractor and Consulting companies.

Managing ECI and IPD contracts since 2015.



Jesper Asferg

**Executive Business Development Director
COWI Group**

Education

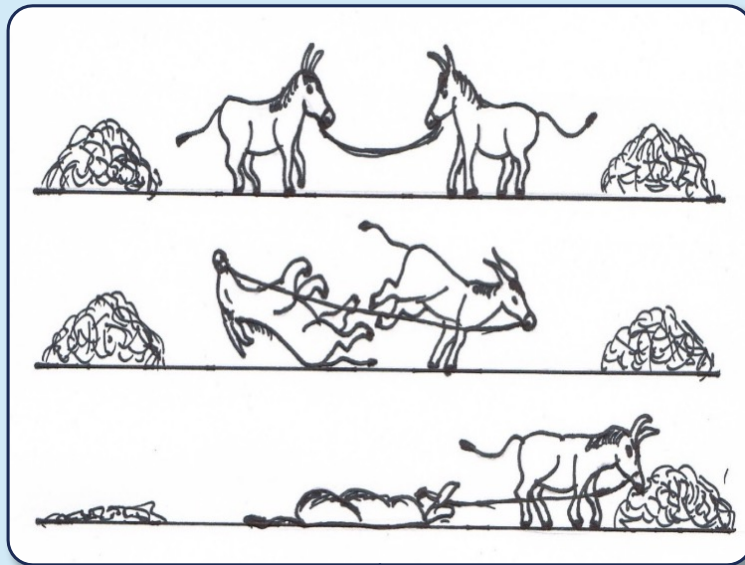
MSc. 2003, PhD 2003, EMBA (INSEAD) 2021.

Specialised Experience

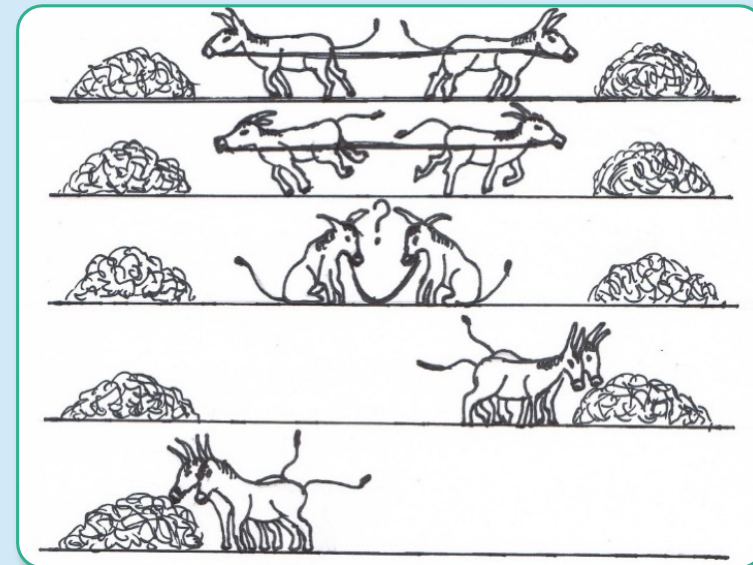
18 years of experience with large infrastructure projects.

Project owner of ECI and EPD contracts since 2020.

Creating a Win-Win



Win-lose = Power-based negotiation



Win-Win = Value-focused negotiation

Win-Win through Alignment of Incentives



Alliance

- › Integrated Project Delivery (IPD), Alliancing, relational contracting, integrated implementation, collaborative implementation/model, joint liability model
- › IPD – USA – commercial building projects and hospitals – used a few times in Norway
- › Project Alliance – First developed for North Sea oil refining industry – widely used in Australia and New Zealand (>400 projects) and Finland. Test cases in Germany and Sweden



**One joint contract
with common
incentives**



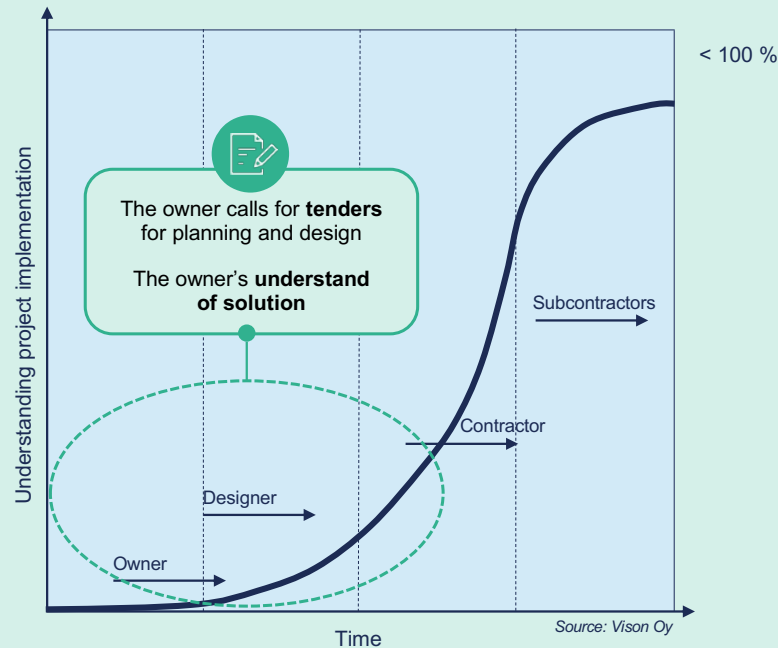
**Commercial model
driving co-creation
and productivity**



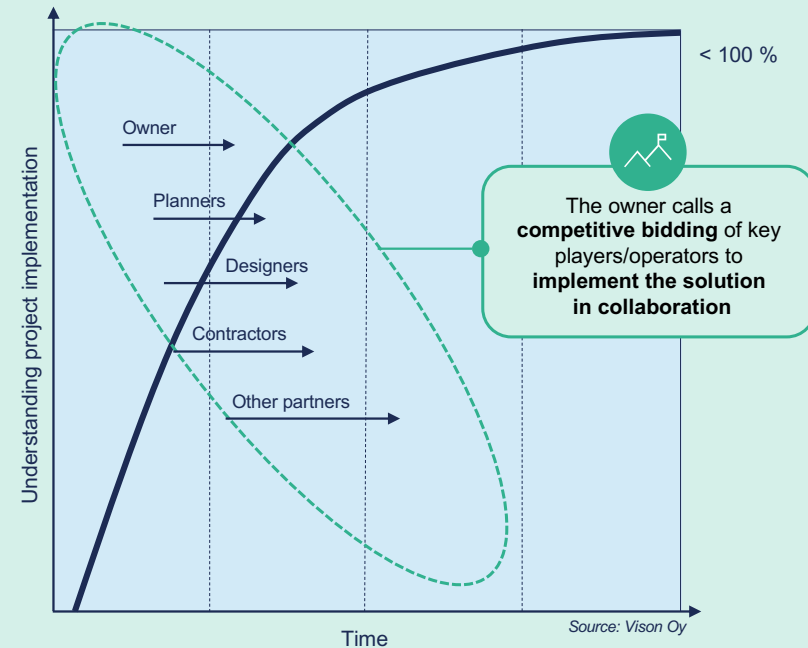
**Cooperation that
benefits the projects
objectives**

The Power of Early Involvement

The project implementation understanding begins **late** in the process



The project implementation understanding starts **early** in the process

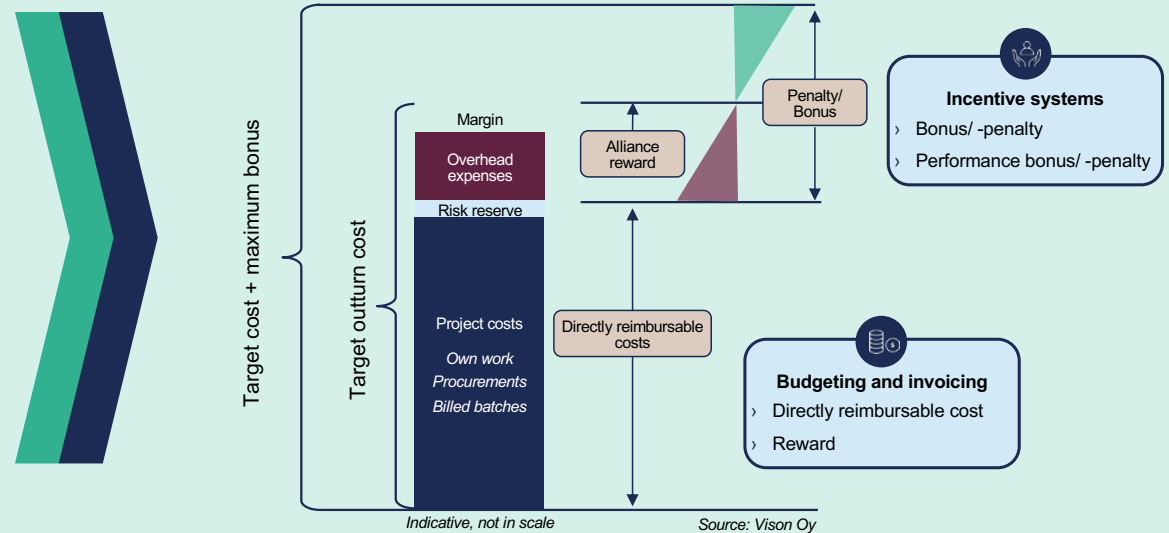


Integrated Project Delivery

Contract and roles

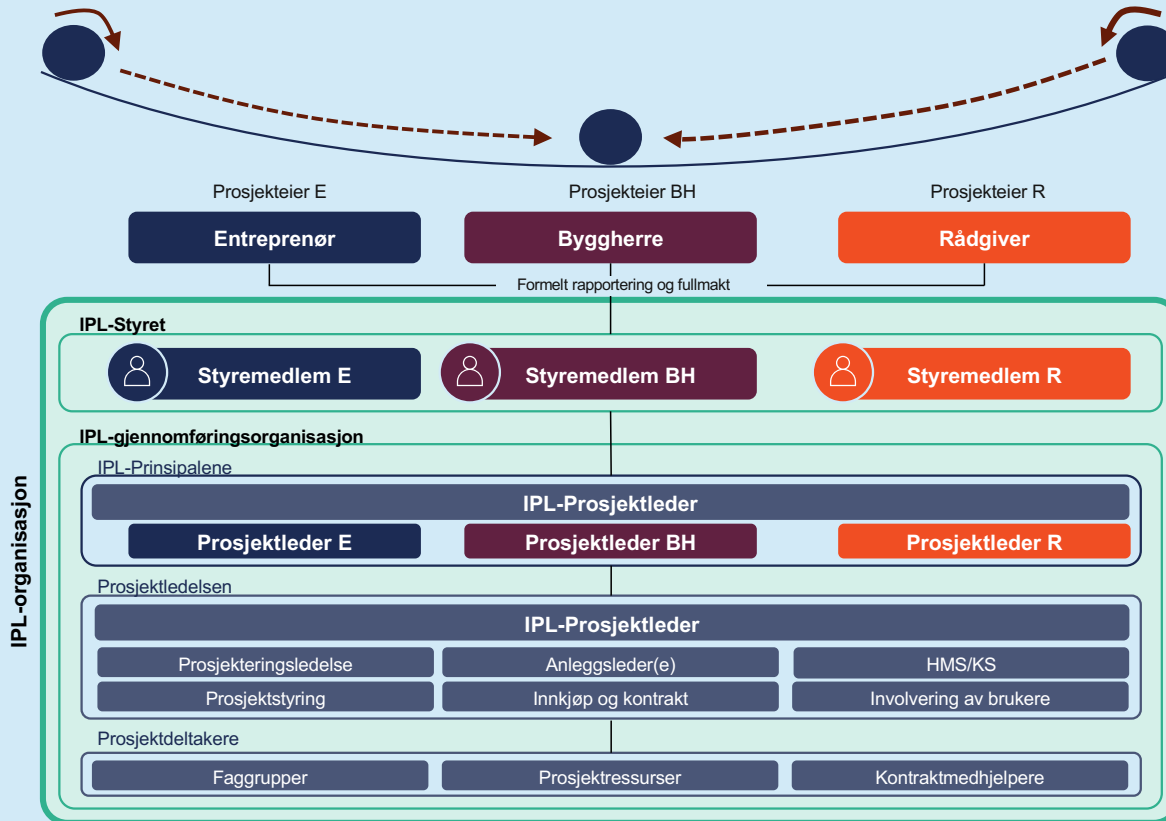
- › A **joint contract** for all parties: client, contractors, and designers
- › A **relational** contract, not transactional
- › A **statement of intent**: we will design and build this together
- › A **"No blame" –clause**: we all win, or we all lose. Shared risk and opportunities
- › **No predetermined roles**, except for the Alliance Leadership Team the Alliance project manager and Alliance Project Team
- › The parties are **collectively liable for damages**
- › **Common incentives** (the commercial model)

Compensation model



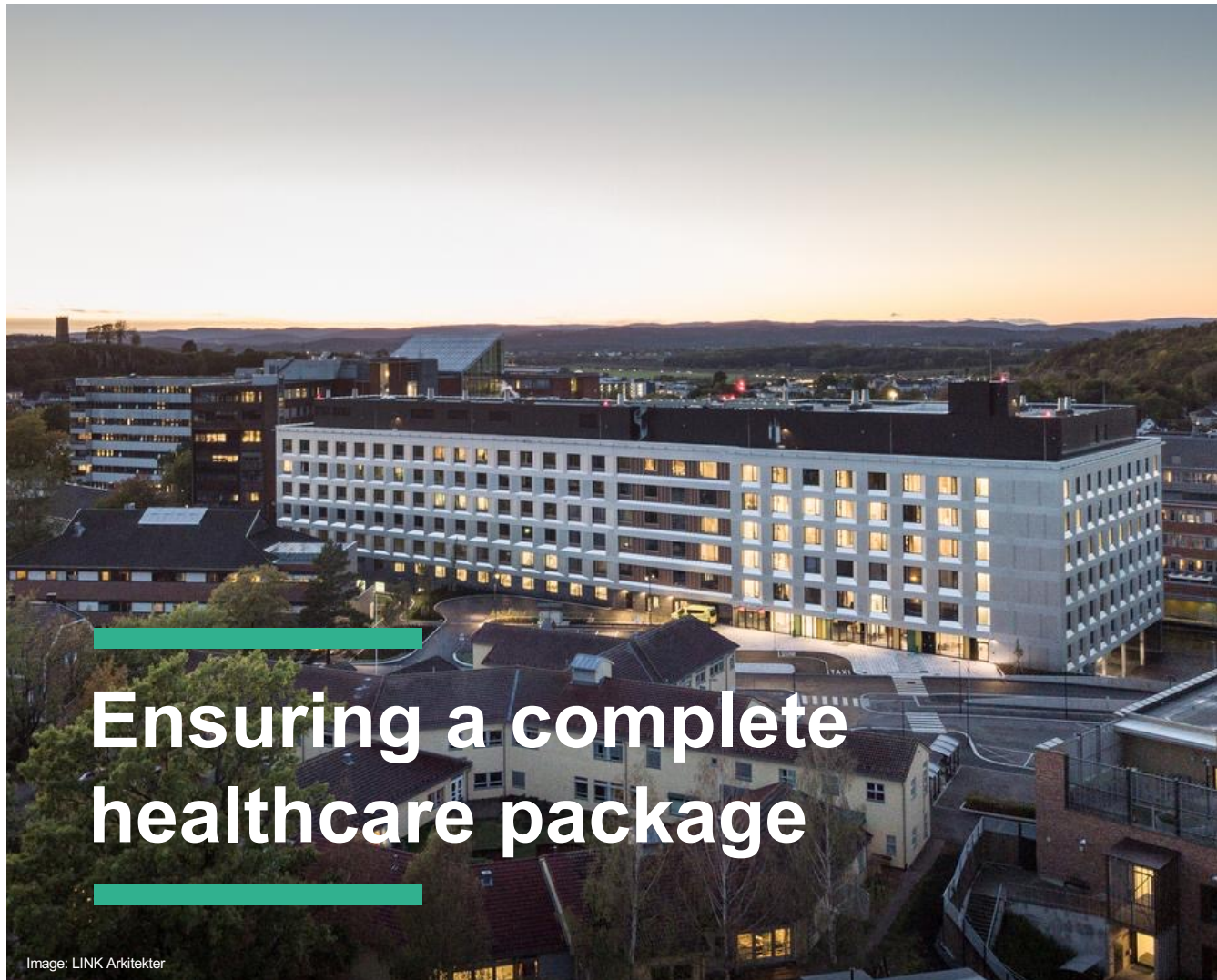
Samarbeidsløftet

Integrated Project Delivery



Optimal State model.
Focus on Value
Engineering and Value
Management

Common
Organisation



Ensuring a complete healthcare package

Image: LINK Arkitekter

Tønsberg-prosjektet

Client: Helse Sør-Øst
Contract: IDP Contract
Value: 300 million euro
Timeline: 2017 - 2021



Enabling sustainable commutes

E6 Kvål Melhus

Client: Nye Veier AS

Contract: IDP Contract. BVP used in procurement

Partner: Peab Anlegg AS

Value: 100 million euro

Timeline: 2019 – 2023

Specifics: 7 km 4 lane highway (E6) with constructions and secondary roads.



Providing green solutions for aviation

Ny Bodø Lufthavn – Contract E2

Client: Avinor
Contract: ECI Contract
Partner: Peab Anlegg AS
Value: 350 million euro
Timeline: 2023 - 2029

Image: Norconsult



Image: Arkitema

The East Link

Client: Trafikverket

Contract: ECI Contract

Partner: Confidential

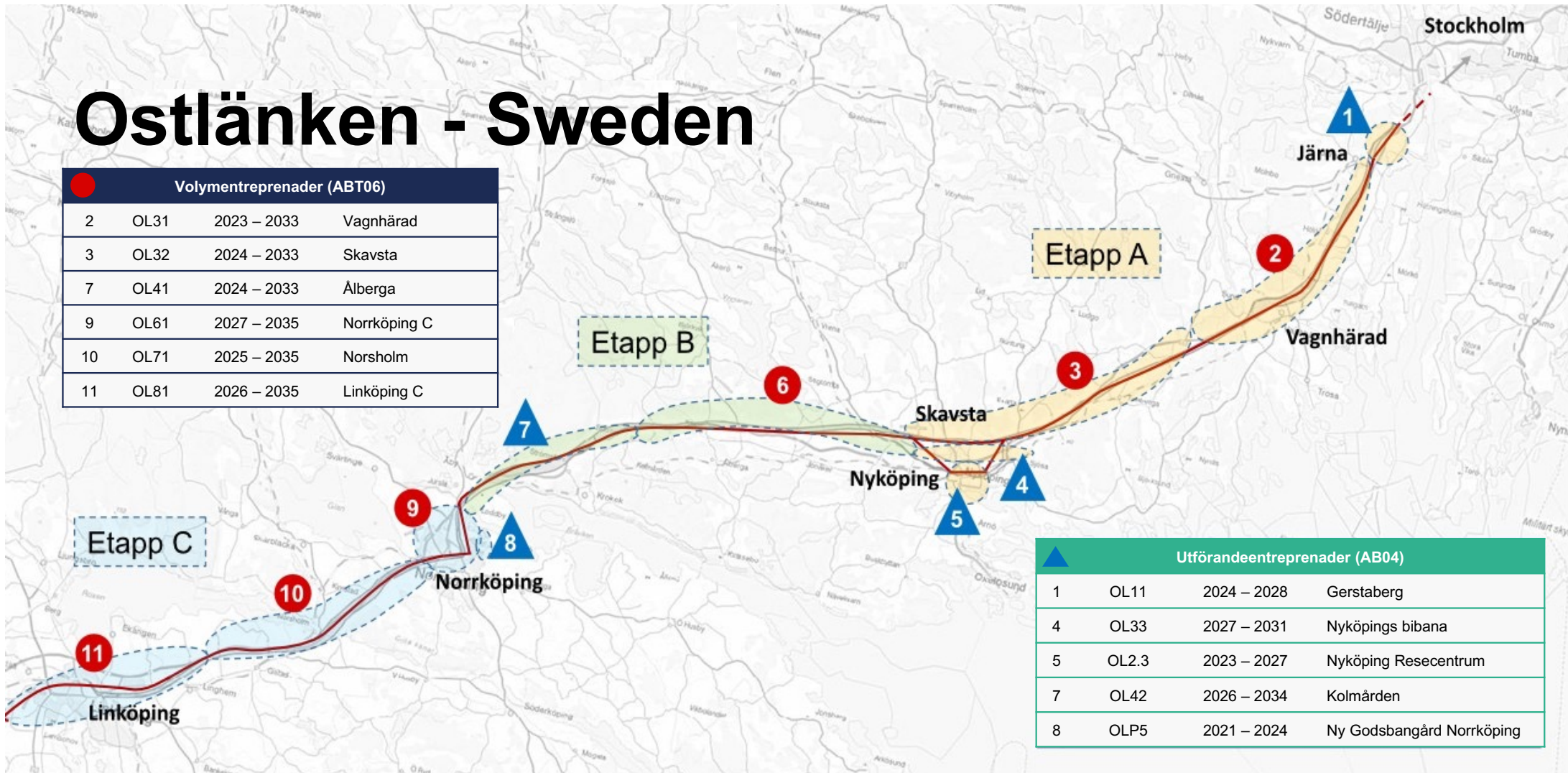
Timeline: 2017-2035

Value: 26 billion SEK

Specifics: 65 km of new double-track high-speed railway and 21 km conventional railway

Ostlänken - Sweden

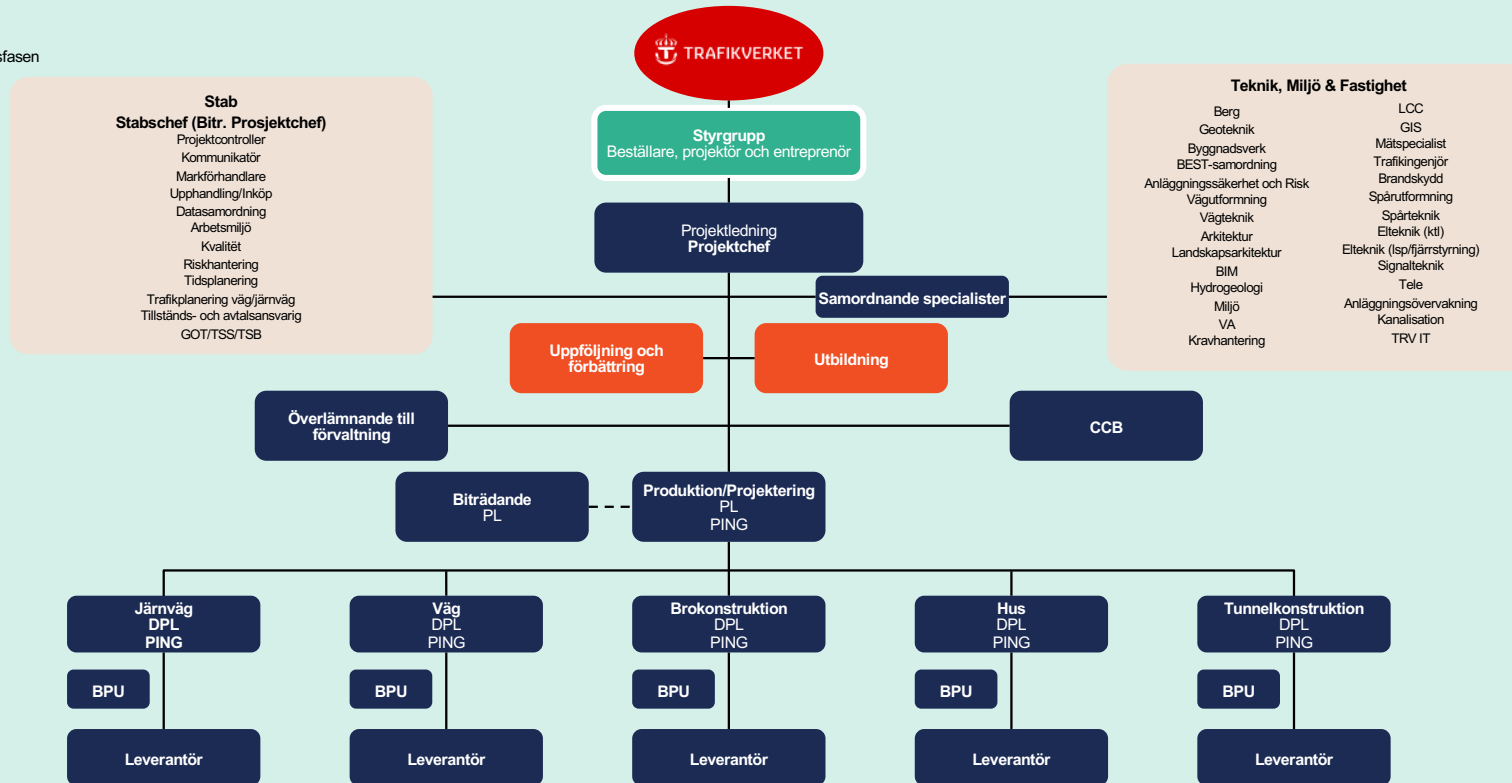
Volymentreprenader (ABT06)			
2	OL31	2023 – 2033	Vagnhärad
3	OL32	2024 – 2033	Skavsta
7	OL41	2024 – 2033	Ålberga
9	OL61	2027 – 2035	Norrköping C
10	OL71	2025 – 2035	Norsholm
11	OL81	2026 – 2035	Linköping C



Utförandeentreprenader (AB04)			
1	OL11	2024 – 2028	Gerstaberget
4	OL33	2027 – 2031	Nyköpings bibana
5	OL2.3	2023 – 2027	Nyköping Resecentrum
7	OL42	2026 – 2034	Kolmården
8	OLP5	2021 – 2024	Ny Godsbangård Norrköping

Ostlänken - Sweden

- Gemensam med leverantör
- Projekterings- og produktionsfasen



Samarbejdsløftet

Value-driven project development



Source

To read the article regarding value-driven project development, please follow the below link:

[Metier - Veileder](#)

Image: COWI

Questions

What would it take for you to **test out** IPD/Alliancing/ECI in your projects?

Would a **proposal** for an IPD/Alliancing/ECI contract be welcomed in your **organization**?



Do you have any **experience** with IPD/Alliancing/ECI contracts

Why would you **not go** for IPD/Alliancing/ECI?

What else would you like to **know about** IPD/Alliancing/ECI?

A photograph of a high-speed train crossing a bridge over a highway in a snowy forest. The train is blurred, indicating motion. The bridge is supported by concrete pillars. The highway below has several cars and a truck. The surrounding forest is covered in snow, and the sky is clear and bright.

Let's talk