

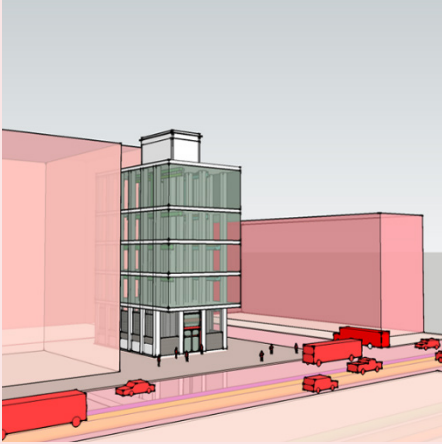


The services offered under Contract Tensegrity can be a total, integrated package, or a combination of selected elements from these SIX MAIN DELIVERABLES CATEGORIES

Documenting the "WHY"		Defining the "WHAT"		Communicating the "HOW"	
A¹	Procurement Polices	B¹	Contract Templates	C¹	Instructional Training
FOUNDATION FOR THE SYSTEM OF ENABLING INFRASTRUCTURE FOR CONTRACTING		STRUCTURAL FRAMEWORK FOR THE SYSTEM OF ENABLING INFRASTRUCTURE		KNOWLEDGE AND INFORMATION MOVEMENT FROM THE OFFICE TO THE WORK PERFORMERS	
A²	Contracting Strategies	B²	Processes & Procedures	C²	Content Management
ENVELOPE WITHIN WHICH THE SYSTEM MUST FIT		INTERNAL WORKINGS OF THE SYSTEM		MAINTENANCE AND CONTINUOUS IMPROVEMENT	

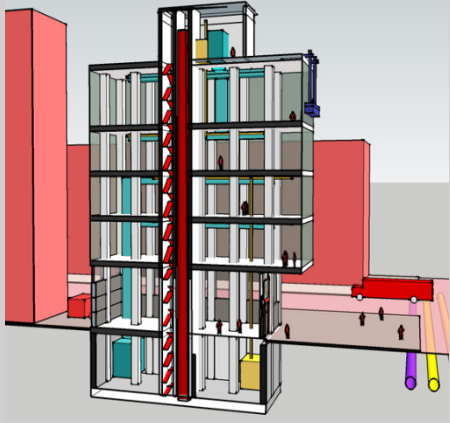
Although we do not design or construct buildings ourselves, we think it helps explain our services to use a **building project as a simple metaphor** for the enabling infrastructure we provide.

CONTEXT



Just as a building is framed by its context – the location, time, laws, economics, availability – the contracting infrastructure is framed by where, when, with whom and by whom it will be applied

CONTENT



The form and shape of both a building and a contracting infrastructure are defined by designing an optimized balance between the needs, resources, and capabilities for the project



A building project owner can use its own resources to assemble all the pieces or it can engage a one-stop, turn-key provider to handle everything. Between those extremes, of course, lie myriad possible combinations of packaging and bundling options as well.

In the same way, a company can put together a contracting infrastructure from many different and disparate sources or it can engage a consultant to provide a SINGLE, INTEGRATED SOLUTION. Providing that integrated solution for owner and builder clients is our specialty. If you only need us to provide certain contracting infrastructure elements or to improve your existing contracting elements, we're ready to help in that way, too.



CATEGORY 'A' services document WHY things need to be done the way they will be once the enabling infrastructure has been deployed
*These are the documents of **intention***



Procurement
Polices

FOUNDATION

No matter how elaborate or adventurous the rest of the building is, it all must come to earth at the foundation level.

In the same way, **procurement policies support and set the limits of everything else in the contracting infrastructure.**

CLIENT RESULTS

DOCUMENTED LIBRARY OF ROBUST CONSTRUCTION PROCUREMENT POLICIES THAT ARE:

- **Coordinated** with your company's business needs
- **Supporting standardization** of contracting strategies
- **Integrated** with contract templates and training
- **Readily understandable** by staff, managers, consultants, contractors, and suppliers

CLIENT VALUE

MORE CONFIDENCE FOR EXECUTIVES AND GOVERNANCE MANAGERS

- Because clear, complete policies **enable effective process and reliable procedure**

QUICKER PROJECT STARTS

- Because **management direction-setting will be reflected** in business processes

BETTER SUPPLIER PRICING

- Because seeing policies honored will make **projects more predictable** for suppliers
- Because **supplier trust will be improved** by clear policies and coordinated contracts

DELIVERABLES

- Corporate policies
- Sourcing and qualification requirements
- Standard project delivery approaches and compensation
- Central and project decision-making and approval models
- Risk transfer and mitigation solutions
- Dispute escalation and settlement structure



CATEGORY 'A' services document **WHY** things need to be done the way they will be once the enabling infrastructure has been deployed

*These are the documents of **intention***



Contracting Strategies

ENVELOPE

The building's exterior shape depends on the foundation and is both product and basis for the building's structure.

The **contracting strategy defines the shape and form that the other elements must support**, but it cannot stand or function alone.

CLIENT RESULTS

DOCUMENTED SET OF COMPREHENSIVE CONTRACTING STRATEGIES THAT ARE:

- **Aligned** with your procurement policies
- **Integrated** with contract templates and training
- **Standardized** to ensure consistent usage
- **Readily understandable** by staff, managers, consultants, contractors, and suppliers

CLIENT VALUE

MORE CONFIDENCE FOR EXECUTIVES AND GOVERNANCE MANAGERS

- Because standardized solutions **enable monitoring and control** of project variances

QUICKER PROJECT STARTS

- Because staff and managers have clear, **default solutions for typical scenarios**

BETTER SUPPLIER PRICING

- Because seeing policies honored will make **projects more predictable** for suppliers
- Because **supplier trust will be improved** by clear policies and coordinated contracts

DELIVERABLES

- Matrix of standardized default contracting strategies for the full spectrum of anticipated procurement and compensation scenarios
- Decision-making guidelines and aids (when Choosing by Advantages isn't used)
- Quick-reference materials for management, staff, and supplier communications
- Index with cross-references to policies, templates, and procedures manual

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CATEGORY B' services define **WHAT** need to be done, by whom, when, in what form and measure
*These are the documents of **action***



Contract
 Templates

STRUCTURE

The structural framework supports and limits external shape (enclosure), functional platforms and boxes (floors and walls), and building systems and services.

Contract templates fulfill the same role of **connecting strategy (shape) to policies (foundation) in a manner that makes the system stable and functional.**

CLIENT RESULTS

COMPREHENSIVE TEMPLATE AND FORMS LIBRARY THAT IS:

- **World-class** in its quality
- Reflecting the **best of industry** state-of-the-art
- **Tailored** to your business needs
- **Compliant** with your policies
- **Supporting** your standard contracting strategies
- **Readily understandable** by staff, managers, consultants, contractors, and suppliers

CLIENT VALUE

QUICKER NEGOTIATIONS

- Because suppliers can **agree to terms and conditions pre-project** if the forms to be used on projects are standardized
- Because having standardized contract forms **discourages ad-hoc/ project changes**

REDUCED LEGAL OVERHEAD

- Because **front-line staff will require less legal support** for closing deals and administering contracts when using the standard forms
- Because our services are a **cost-effective way to stretch the legal support budget**
- **Lower procurement and administration costs**
- Because less senior **front-line staff can close deals on their own** when using a readily understandable standard contract forms
- Because less senior **front-line staff can administer contracts on their own** when using practical suite of standard contract forms

FEWER CONTRACTUAL CLAIMS

- Because terms and requirements will be **better aligned and better adhered to**

LOWER TRAINING COSTS

- Because **consistency across projects** means lessons and skills are portable to others

IMPROVED SUPPLY BASE

- Because using industry-oriented forms with equitable risk apportionment will be **more attractive to better suppliers**

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CATEGORY B' services define WHAT need to be done, by whom, when, in what form and measure
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DELIVERABLES

SCOPES OF WORK AND SERVICES

- Project feasibility and planning services
- Design and related consulting
- Large project construction (base building and installation work)
- Small project construction
- Facility equipment purchase
- Construction project support services

CONTRACTUAL ARRANGEMENTS

- General contractor, Design-builder or EPC
- Construction manager or EPCM
- Multiple-prime trades or subcontracts

RISK/ RELATIONSHIP MODELS

- Collaborative/ integrated/ risk-sharing
- Traditional/ risk-transferring
- Hybrids of both or different models

COMPENSATION METHODS

- Lump sum/ fixed price
- Cost-reimbursable, with or without GMP
- Unit Price or job-order
- Pass-through time & materials
- Hybrids of different methods

SOURCES AND FOUNDATIONS

- Industry-based forms (ConsensusDocs, FIDIC, AIA, etc.)
- Proprietary forms
- Legacy form adaptations

VARIOUS COMPONENTS

- Agreement forms, appendices, schedules
- Terms and conditions and supplements
- Administrative forms
- General and procedural requirements



Processes & Procedures

SYSTEMS

The building systems and services make the building habitable and useful, but must work within structure and envelope boundaries.

The processes and procedures do the same — without them, the system won't be functional; kept in proper tune, they **enable productive and comfortable application.**

CLIENT RESULTS

COMPREHENSIVE GOVERNANCE AND GUIDANCE MANUAL THAT IS:

- **Compliant and consistent** with company policies
- **Effective and efficient** to apply and comply with
- **Integrated** with your standard contract templates
- **Supported** by your standard training
- **Readily understandable** by staff, managers, consultants, contractors, and suppliers

CLIENT VALUE

LOWER PROJECT COST

- Because of **standardization benefits** that will be achieved in both internal and externally-facing business processes
- Because seeing efficient processes and procedures followed consistently will make **projects more predictable for suppliers**
- Because **supplier trust will be improved** by clear processes and procedures that are coordinated with contract forms

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CATEGORY B' services define **WHAT** need to be done, by whom, when, in what form and measure
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continued

HIGHER GOVERNANCE AND EXECUTIVE CONFIDENCE

- Because managers who are not necessarily well-versed in subject matter can **oversee work with confidence**
- Because the **processes and procedures will be made simple yet effective**

CONSISTENT RESULTS BETWEEN PROJECTS

- Because **standardization enables portability of personnel and lessons-learned** from project to project, even in different locations

REDUCED AUDITOR ASSESSMENT TIME

- Because the clarity and lean-ness of the contracting processes documentation allow **focus on compliance instead of requirements**

DELIVERABLES

FUNCTIONS:

- Project management
- Project procurement
- Project contract administration
- Project estimating
- Project accounting
- Corporate procurement
- Corporate (central) legal

ACTIVITIES:

- Supplier sourcing and prequalification
- Procurement
- Procurement estimating
- Signatures and approvals
- Contract administration
- Contractual notices and claims
- RFI's and submissions

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CATEGORY 'C' services communicate HOW things need to be done, where information resides, what each person is expected to do, and where responsibility lies for critical performance elements
These are the documents of results



MOVEMENT

The movement systems (stairs, elevators, material handling) allow the flow of people and objects needed for the building to serve its purpose.

The instructional training **moves knowledge and understanding of the system and its elements to the people who put them into practice.**

CLIENT RESULTS

CENTRALLY-DEPLOYED OR PROJECT-BASED TRAINING THAT IS:

- **Best-in-class quality and level of detail** for both content and delivery
- **Stand-alone effective** while still being compatible with leading specialist coaching
- **Integrated** with all of your policy, process, procedure, and contract requirements
- **Modular** in design – can be applied as broadly or as deeply as current and future needs require

CLIENT VALUE

LOWER TRAINING AND INSTRUCTION COSTS

- Because **no additional training services** outside our consultancy will need to be contracted to have a complete package

BETTER COMPREHENSION

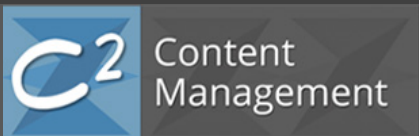
- Because our international experience, cross-cultural sensitivity, and communication skills ensure that staff in each country will hear an **appropriately targeted message**

REDUCED LEGAL OVERHEAD

- **Expertise is sufficient** to free legal from having to supplement; experience is enough to work well with them when they chose to do so
- **Improved turn-around** on hot topic instruction
- Because of our ability to **combine subject matter expertise with presentation skills**

DELIVERABLES

- Self-service application handbook for each strategy
- Self-service user guide for each standard template
- Presentation slideshow for each template user guide that recaps the guide and aids project team members in comprehension of the template content
- Self-service frequently-asked questions list and a compendium of essential practice notes for the process and procedures manual
- In-person training sessions
- Remote training sessions

	<p>CATEGORY 'C' services communicate HOW things need to be done, where information resides, what each person is expected to do, and where responsibility lies for critical performance elements <i>These are the documents of results</i></p>	
		<p>MAINTENANCE</p>
<p>Building maintenance and repair – along with remodeling, protecting, cleaning, and even paying taxes – are essential for keeping the building "alive." Content management gets the system elements in the hands of those who need them and keeps it current with laws, policies, business and environmental conditions, and lessons that have been learned from past application.</p>		
<p>CLIENT RESULTS</p>		
<p>UP-TO-DATE CONTRACTING INFRASTRUCTURE THAT IS:</p> <ul style="list-style-type: none"> • Available on demand to global procurement team • Properly change-controlled • Kept well-coordinated within and across its scope • Current with internal and external requirements 		
<p>CLIENT VALUE</p>		
<p>BETTER COMPLIANCE</p> <ul style="list-style-type: none"> • Because standard contracts will promptly reflect new or updated company policies • Because procurement staff and managers will always be aware of changes and additions <p>LOWER OVERHEAD COSTS</p> <ul style="list-style-type: none"> • Because the library can be an easy-to-use, self-service web deployment 		
<p>DELIVERABLES</p>		
<ul style="list-style-type: none"> • Update policies and standard contracting strategies • Update processes and procedures manual • Update contract templates • Update training 		

DISCLAIMER: Working closely, successfully, and cost-effectively with attorneys is our specialty, but we are not and do not provide licensed attorney services. The client will need to obtain whatever licensed attorney endorsement or oversight it determines is required with respect to our services.