



OICE Convention: Engineering as Engine for Growth

Constraints

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Engineering as Engine for Growth

Every society has limited resources for growth.

A prerequisite for optimal growth in a society is thus being able to take the right priorities.

Engineering in a broad sense (technical and financial engineering) can be key to the right priorities and the related sound political decisions.

So, engineering can be **the engine for growth**.



Engineering as a Fact:

Engineering and technology is of crucial and critical importance to the operation and development of modern societies and communities. But the importance and influence of the work done by engineers is not well known or understood by politicians or by the public. So to gain influence or even take the lead in the development, we - as engineers - must 'reveal the secret' and find a stronger influence and standing in society.



Constraint - threat

We are often small enterprises – and our profession is ‘scattered’ and not speaking with one voice.

This leads to lack of influence on the development direction and on the commercial conditions of the society we are part of.

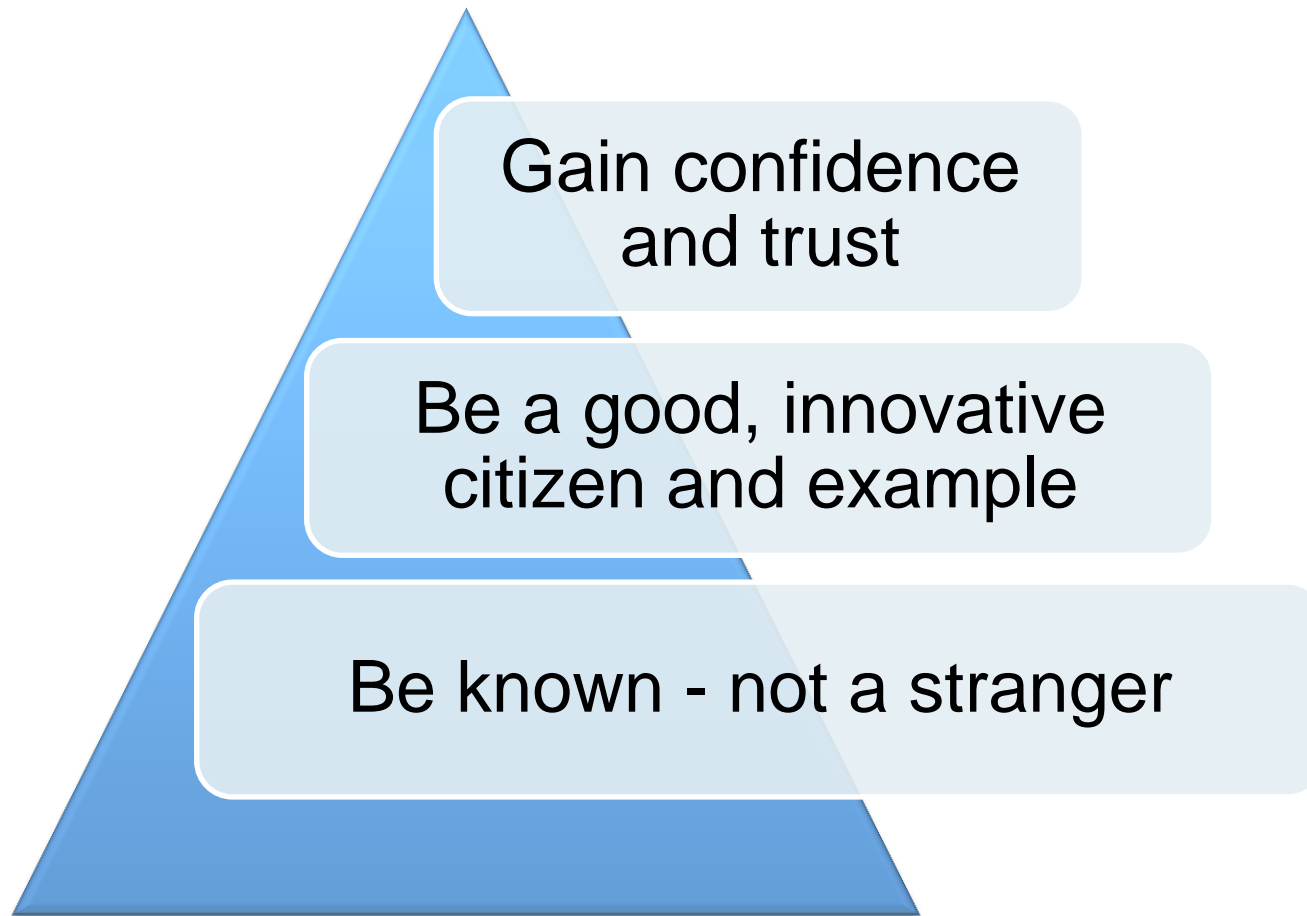
How do we gain influence?

What do we want to influence?

Whom do we wish to influence?

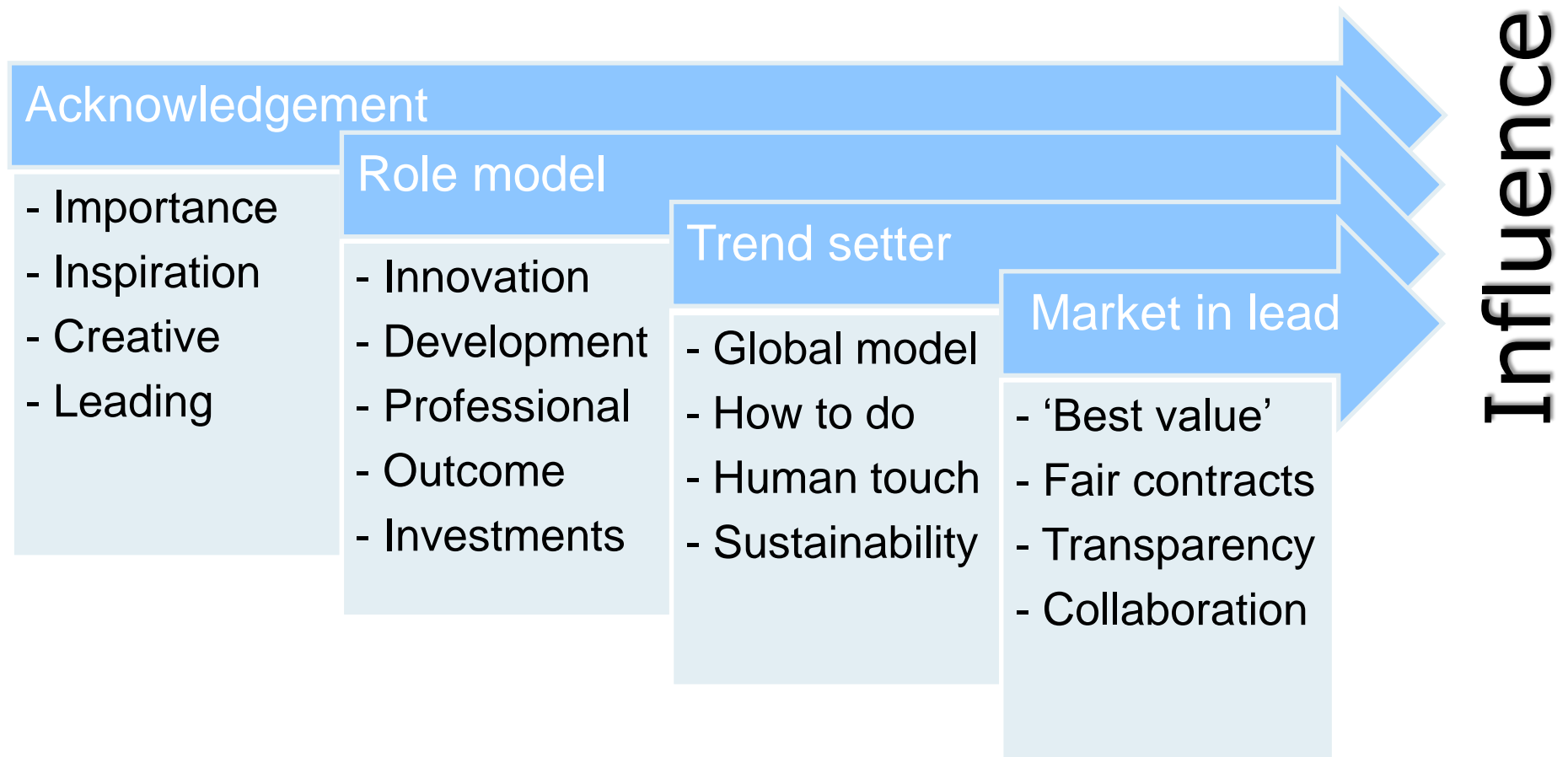


Influence – based on acknowledgement and trust





The strong-chain of gaining influence





Procurement as Constraint

Market In lead:

- 'Best Value' or MEAT (Most Economical Advantageous Tender)
- Fair Contracts for all participants (FIDIC contracts)
- Transparency
- Collaboration



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on the coordination of procedures for the award of public works contracts, public supply contracts and public service contracts

“The quality of the thinking and expertise of the consulting engineer exercises the greatest possible influence on the success of the project outcome.

Taking into account that consulting services:

- ✓ amount to a small fraction of the project costs (typically between 5% to 10% of the construction cost and below 3% of the life-cycle costs)
- ✓ exert a highly-leveraged beneficial impact on the project construction and operation cost Therefore, consulting engineering services contracts should be awarded predominantly on quality”

Publication ‘Infraguide’ Federation of Canadian Municipalities and National Research Council, 2006.



EFCA Guidance

- The EU directives have no intention to dictating the markets how to operate but are designed to create a level-playing field at EU level.
- Now that the EU legislation is in place, the equal transposition of the legislation, in respect of the letter and spirit of the legislation in all the member states will prove the big challenge.
- The EFCA Internal Market committee has produced guidance to bring its member associations up to speed with the challenges involved in the transposition (available from EFCA website).



Issues on implementation of the new directive on public procurement

The major issues are:

- ✓ Definition of intellectual services
- ✓ Most Economically Advantageous Tender (MEAT)
- ✓ The use of the competitive procedure with negotiation
- ✓ Innovation partnership
- ✓ Scope for practical modification of contracts
- ✓ Procurement capacity
- ✓ Duration of valid project references
- ✓ Allowance for clarifications / additional information
- ✓ Life-cycle costing (LCC)



The society needs engineers!

United we are stronger!

Trust is crucial!

Thank you!