

NWCCC Seminar

Northwest Construction Consumer Council

Wednesday, January 26th, 2005

8:00 a.m. to 12:00 Noon

Pier 69 Port Commission Chambers, Port of Seattle

E-Business Tools for Cost Effective Project Delivery

Internet Negotiations (Reverse Auction Pros & Cons), Bid Selection using Electronic Requests for Quotes, New E-business Technologies in Collaborative Project Management

Internet Negotiations & Reverse Auctions – Two Views

INTEL Corporation Rob Irvine *Global Performance Manager*

Mr. Irvine specializes in supporting Intel's construction procurement activities worldwide. One of these activities includes acting as program manager for Intel's Internet Negotiations program (i.e. reverse auctions). During his 10 year career at Intel, he has worked on over 40 various construction projects. These projects have ranged from general office buildings to those of high volume manufacturing facilities (his latest being Intel's largest factory D1D located in Hillsboro, OR).

Mr. Irvine, as part of Intel's global drive to utilize Internet Negotiations for construction goods and services, has participated in the strategic development of over 40 online events. These events include those for Architectural Engineering, General Contracting, Construction Management, Equipment, and various Trade Contractors. He also led the development of Intel's Internet Negotiations "Playbook" outlining overall construction event methodologies.

Intel has researched the results and has some surprising findings. How did Intel implement the process? How has it worked and what has their experience been? What type of projects are reverse auctions best suited for?

AGC of Washington Van Collins *Southern District Manager*

The AGC has become the leading advocate against the use of Reverse Auctions for selecting contractors. Come hear why and what the AGC says are the real outcomes. What risks do owner's face and do they really get the best value?

Electronic RFQ Bid Selection

The Boeing Company Kristina Erickson *Manager of Boeing E-buy Organization*

eRFQ or Electronic Request for Quote is a key technology used by Boeing for Bid Selection. What are the advantages of this e-business tool? How does it work? What are the benefits to Boeing? Listen to a panel of Boeing experts from SSG E-buy, Construction Management and Supplier Management/Contracts, along with a Boeing Contractor talk about how it works, the do's and don'ts, and how this technology creates efficiencies in project delivery.

New e-Business Technologies for Collaborative Project Management

Gensler Architects

Ken Sanders CIO and Managing Principal of Design & Delivery Systems

Ken is responsible for the research, development and implementation of the firm's collaboration tools, knowledge management systems and integrated delivery processes. He is a Fellow in the American Institute of Architects (AIA) and author of the book 'The Digital Architect', published by Wiley & Sons and winner of an International Book Award from the AIA.

Quoted in the October issue of Engineering News Record in the feature article on collaborative Project Management Technology, Ken is one of country's leading experts on implementing e-business solutions to achieve more efficient, cost effective, and higher quality project delivery. Gensler is an international architectural firm with offices in Europe, Asia, and America and has won numerous awards for their innovation and use of leading edge technology for Project Management. Ken will give us an update on what's happening in the world of Internet based Project Management Systems. What's new? What are the Issues and Advantages with web based PM systems? What new e-business technologies are on the horizon in project management?

**Members Register on-line at: www.nwccc.org
(FREE Admission)**

Non-Members call (206) 281-4201 (\$79.00)