

‘Going to Market’ - Procuring Your Lean Team

Going to Market is a half day course for building and infrastructure Owners that focuses on ‘How-to’ develop a procurement plan and get the right team on your project. Delivered through a presentation and hands-on simulations and supplemented with a guide, this Level 1 course will demonstrate how a focus on building a Lean Team sets the tone for a successful project.

The ‘Going to Market’ course is best suited for Owners who are just embarking on their Lean project journey, or for designers, constructors, major trades and supply chain looking to understand more about how to respond to a market call for participation on a Lean design and construction project.

Learning Outcomes

Participants will learn the basic planning steps for going to the marketplace to procure a project team willing and able to work collaboratively to deliver project value. The components of Lean Projects and procurement planning are introduced and reviewed with a focus on:

- The business case for Lean Project Delivery
- Preparation for Lean Project Delivery
- Preparation of a Procurement Plan
- Executing the plan to on-board the right players for a Lean PD team

Participants will develop an understanding of the importance of Owner project planning, choosing the appropriate Lean delivery model and planning procurement events on when and how to go to market to secure the right team.

Course Content

The Owner has significant influence on how a project is delivered and the resultant project outcomes. Lean Project Delivery experience teaches us a successful project begins with the right delivery model for the project complexity and the right team – able to collaborate on delivering value while eliminating waste. Collaborative, trusting and respectful behaviours required for highly collaborative Lean processes do not happen by chance but are a deliberate outcome in a Lean project procurement plan.

This ‘Going to Market’ workshop will focus on activities that:

- Articulate Owner Value – what your project needs to deliver
- Provide practice in Drafting: Owner Project Requirements, Risk/Opportunity Registers, RACI Charts, Conditions of Satisfaction
- Review Aspects of typical Project Delivery Models
- Choose best Project Delivery Model – for your project complexity
- Review Procurement Plan for various Project Delivery Models
- Review Commercial Terms for Supporting Lean Methods for various Project Delivery Models

Lean Project Delivery performs within a specific Operating System and utilizes a defined set of methodologies and tools. The key to successfully transitioning to better project outcomes is to begin with the most appropriate Project Delivery Model for the project complexities and a supporting Procurement Plan that ‘goes to market’ with a value-based selection method.