LEARNING NETWORK SOLUTIONS
Unique Outlook To Business Conferencing

One Day Executive Master Class, 5 May 2016, Cliftons Centre, Canberra

Achieving Contractual Outcomes Through

PERFORMANCE BASED CONTRACTS IN THEE PUBLIC SECTOR

A comprehensive master class addressing the impact of the legal framework in the developing , managing and implementing a performance based contracts

Facilitated by:

Paul Armarego, Special Counsel, Mills Oakley

Ed Blow, Director E&S Consultants

Highlights of the Master Class
*Current content; all new topics with interactive and practical modules facilitated by experts
* Developed for legal and non-legal professionals
*Professional development points apply

Master Class at a glance:

- Introduction to performance based contracting
- The A to Z of developing and implementing a performance based contract
- Framework and legal considerations in establishing a performance based regime
- How to establish key performance management indicators and to measure them
- How does performance based contracts work within the operational and legal framework
- Practical tools and strategies in establishing and implementing a performance based regime
- Key mistakes in managing the performance of contracts and strategies to deal with them
- Strategies to measure performance and key potential benefits of measuring performance
- How performance based contracts differ from traditional forms of contracting
- What is the difference between payment against deliverables and milestones and performance based contracting
- Case studies and interactive sessions in practical applications on how to develop and manage a performance based contract and a look into various PBC models.

TO REGISTER CALL NOW!

TEL: (02) 95807327 FAX: (02) 9585 2094, Email: info@learningnetworks.com.au

Developed and Organized By: LEARNING NETWORK SOLUTIONS

OVERVIEW OF THE EXECUTIVE MASTER CLASS

Learning Network Solutions is proud to present this comprehensive master class in Canberra. It is facilitated by Paul Armarego and Ed Blow who are highly recognized as experts in the field of performance based contracting and have spoken on several workshops and conferences here and internationally.

The content of the master class is very current and public sector specific. It will provide an update and in-depth discussion about the legal and operational factors in performance based contracts and how it is implemented in a public sector setting.. The master class with address A to Z of developing and implanting performance contracts and is developed for both the non-legal and legal professionals.

Paul and Ed are very effective communicators and will address the day through an interactive and collaborative approach by involving the delegates in the various discussions through the day and by getting them work in groups in team exercises.

We take pride in the fact that we develop and organize quality events that are affordable to attend. Coupled with generous discounts and flexible registration options, our events provide the best value of money in real terms.

Who should attend: Directors, Senior Managers, Managers, Officers and Advisors involved with:

- Contracts Management
- Procurement Management
- Strategic Sourcing
- Legal Advisory
- Category Management
- Commercial

Professional Development Points

If this summit is relevant to your ongoing professional development, you may claim one unit for each hour of attendance as per the requirements set out by the legal practice board in your jurisdiction. Refreshment breaks are not included in this hour.

Some Past Testimonials

- An effective day that achieved my objective, *Commercial Manager, Department of Defence*
- Very useful and with good mix of legal and practical issues, *Senior Government Lawyer, Department of Education'*
- A very useful and enjoyable day with excellent presentations and wealth of knowledge, *Contracts Manager, Department Of Environment and Primary Industries*
- Engaging and knowledgeable speakers with useful examples, *Contracts Manger, Australian Bureau of Statistics*
- Very interactive and useful, *Contracts Coordinator, City of Belmont*
- It was very relevant and useful day, *Senior Contracts Adviser, Department of Finance*
- Good content and good notes to take away, *Category Manager, Department of Treasury*
- Good opportunities for discussion and experience sharing, *Senior Contracts Officer, Department of Foreign Affairs*
- Covered well both the theory and application of performance based contracts. *Senior Legal Adviser, Australian Electoral Commission*

Thank you for your time and we look forward to welcome you.

8.50- 9.20: REGISTRATION AND TEA ON ARRIVAL

9.20 -9.30: INTRODUCTION AND OPENING COMMENTS

STRUCTURE OF THE MASTER CLASS:

1. INTRODUCTION TO PERFORMANCE BASED CONTRACTING

- Key attributes and framework for performance based contracts
- How they differ from traditional forms of contracting
- What is the difference between payment against deliverables and milestones and performance based contracting
- How does performance based contracting work – case studies

2. FRAMEWORK AND LEGAL CONSIDERATIONS IN ESTABLISHING A PERFORMANCE BASED REGIME

- Resources and skills required in operating performance based contracts
- The A to Z of developing and implementing a performance based contract
- Key principles that underpin managing the performance of a contract/contractor
- Practical tools and strategies in establishing and implementing a performance based regime

3. HOW TO ESTABLISH KEY PERFORMANCE MANAGEMENT INDICATORS AND STRATEGIES TOMEASURE THEM

- What to measure and how
- Establishing the level of performance
- 7 steps to performance based acquisition
- Key mistakes in managing the performance of contracts
- Key potential benefits of measuring performance

4. KEY LEGAL ISSUES FOR PERFORMANCE CONTRACTING?

- Addressing key legal considerations in performance contracting
- Managing liquidated damages and contractor under-performance
- When does a disincentive become a penalty?
- Can a contractor claim that the owner has unfairly denied him an incentive payment?
- Case studies and syndicate exercises

5. PERFORMANCE BASED CONTRACTS – 3 MODELLING EXCERCISES

In this session 3 PBC models will be discussed and explained to give the delegates a comprehensive application of the fundamentals of PBC and how they are applied in varying situations.

4.30: CLOSE OF THE DAY

Timings of tea breaks and lunch:
Morning Tea: 10.15-10.35
Lunch: 1.00-2.00
Afternoon Tea: 3.15-3.30

SPEAKER PROFILES

Paul Armarego: Paul is Special Counsel at Mills Oakley. Paul is an internationally recognized commercial lawyer with over 25 years experience in advising corporate and government clients. He has advised many international and domestic companies and most Commonwealth agencies, as well as the European Union, and the Governments of NSW, Tasmania, Victoria, the USA, Canada and Japan on various aspects of international commercial contracts and procurement matters. Paul has previously worked as an in-house corporate lawyer at CSIRO and has held senior positions in prominent legal firms and the AGS. Paul regularly lectures and facilitates workshops, particularly for the ANU Crawford School of Economics and Government. Paul has also authored the writing the ANAO Better Practice Guide "Developing and Managing Contracts: Getting the Right Outcomes: Paying the Right Price" and has spoken on major conferences on issues of public sector contracts and procurement.

Ed Blow: Ed is a chartered professional engineer with over 30 years of national and international experience in project management, contract management, claims analysis and preparation, due diligence, dispute resolution and risk management in defense, water and waste water, earth moving, power, oil and gas, mining, infrastructure, building services and construction, communication systems and information technology. He has held various engineering and managerial roles in industry, and has considerable experience in managing engineering design and development teams. Ed has written and had published many papers on governance, project management, risk management and construction and mechanical engineering topics. He has presented at prestigious conferences in Australia, Asia, USA, Canada and Europe. He has recently been selected for inclusion in the 2008/2009 International Science and Engineering Who's Who, and is internationally recognized as an expert on project management and scheduling.

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Achieving Contractual Outcomes Through

Performance Based Contracting In The Public Sector

5May 2016, Cliftons Centre, Canberra

REGISTRATION FORM

Register By:

Tel: (02) 95807327 **Fax: (02) 9585 2094**
Email: info@learningnetworks.com.au

INVESTMENT TOTAL PER DELEGATE

Register One Delegate	**$650 + GST: ($715)**
Register 2 delegates	**$550+ GST: ($605)**
Register 3 delegates	**$450 +GST: ($495)**

First Delegate: **Day 1** **Day2**

Name _____

Position _____

Email _____

Second Delegate: **Day 1** **Day2**

Name _____

Position _____

Email _____

Third Delegate: **Day 1** **Day2**

Name _____

Position _____

Email _____

Organization: _____

Address: _____

_____

Telephone:_____ Fax:_____

Sign: _____

***Invoice shall be sent after receipt of the registration**
*** Please make payment prior to the event**
* Cheque made payable to *Learning Network Solutions*

Please debit my:

Visa **Amex** **Master card** **Bankcard**

Card Number:_____

Expiry Date:_____

Cardholder's Name: _____

Continuous Professional Development
This summit will add to your CPD points based on the state you are based in. You may claim up to one unit for each hour of attendance.
Refreshment breaks are not included in this hour.

Venue: Cliftons Centre, 10 Moore Street, Optus Building, Canberra.

Documentation: Conference documentation provided by speakers will be supplied to delegates at the venue.
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Team Discounts (only one discount applies)

*Register 4 delegates and get a free pass for the 5th and 6th delegate

* Customised Team Bookings: Please speak to us to assist you in developing a package to meet your requirements.

Lunch
Lunch and refreshments will be provided within registration package. Please inform us if you have special dietary requirements

Privacy Statement
We do not have mailing lists and we do not share your contact information with any external agency.

Cancellation Policy
Cancellations made 2 weeks prior to the event will receive a complete refund. For cancellations done within 2 weeks of the program you are liable to make full payment and no refund can be made. We will issue you a credit note that could be used to attend any of our future events of the same amount. If event is not held due to any reason, our liability is limited to the event fee only. In any event our liability is limited to the event fee only.

Program Changes
We reserve the right to make changes in the program and the panel of speakers.

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Code: s* LNS