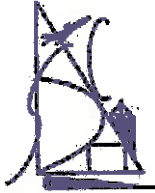


Proving and Pricing Subcontractor Change Orders

Presented by The SDC Institute



SDC & Associates, Inc.

NATIONAL AWARD WINNER

Continuing Excellence in Construction Education Since 1994

Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over \$350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System. To learn more about Mr. Hafeez please visit sdcassociates.com.

THIS SEMINAR TEACHES...

- Why Have Claims Escalated since 1979?
- Submittal-Substitutions & Approved Equals—Case Study
- Profitable Pre-Construction Planning
- What Subcontractors Must Do in the Beginning
- Ambiguities—Who Wins?
- Win Defective Plans/Specs Conflicts Every Time!
- Win Conflicts and Omissions Every Time
- Delay and Disruption Costs
- Pricing Delay & Disruption Costs
- Winning Strategies
- Case Studies



**Early Bird
Rate Save
\$100**

FEE FOR THIS SEMINAR IS \$399

Early Bird Special \$299 if registered by 4/21/17

Send 3 People and 4th Person is Free!

SEMINAR TIME:

8:00 am to 4:00 pm
7:30 am Registration
(Includes Lunch & Course Book)

DATES & LOCATIONS:

Wednesday, May 3, 2017
Sacramento, CA
Courtyard Marriott
Sacramento Midtown
4422 Y St.
Sacramento, CA 95817

Thursday, May 4, 2017
Burlingame, CA
Doubletree by Hilton
San Francisco Airport
835 Airport Boulevard
Burlingame, CA 94010

Friday, May 5, 2017
Santa Clara, CA
Embassy Suites Santa Clara
2885 Lakeside Drive
Santa Clara, CA 95054

Register by Mail, Fax, Phone or Internet

Name:	Please List All Seminar Attendees:
Company:	
Address:	
Email:	Method of Payment:
Phone:	<input type="checkbox"/> Check <i>Please Make Checks Payable to SDC & Associates Inc.</i>
Fax:	<input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard
CVV:	Credit Card #:
Authorization Signature:	CC Billing Address:
<input type="checkbox"/> Sacramento <input type="checkbox"/> Burlingame <input type="checkbox"/> Santa Clara	Exp. Date: Total:
Please list which Association you belong to:	
Can't Attend? Buy a Course Book for \$125 or buy the Entire Webinar on Thumb Drive for \$249	

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Proving and Pricing Subcontractors Change Orders

07:30 a.m. - 08:00 a.m. Registration

08:00 a.m. - 10:00 a.m.

WHAT SUBCONTRACTORS MUST DO IN THE BEGINNING

I. BID PROPOSAL

- Review the GC's Contract with the Owner
- The Type of Contract that you want to use – Such as ConsensusDoc
- Mutually agreeable schedule
- Inclusions and Exclusions

II. PROFITABLE PRE-CONSTRUCTION PLANNING

- Importance of Schedules – Baseline and Updates
- Must Notifications – Without it Change Orders are very hard to get
- 5 Logs you Must Keep
- Submittals – Substitutions & Approved Equals - Case Study

10:00 a.m. - 10:15 a.m. – BREAK

II. PROFITABLE PRE-CONSTRUCTION PLANNING (Cont'd)

- Winning RFI System
- Daily Reports that Make you Money

10:15 a.m. - 11:30 a.m.

WIN REASONS FOR CHANGE ORDER APPROVAL EVERYTIME

III. DEFECTIVE DOCUMENTS – SPEARIN DOCTRINE

IV. CONFLICTS / OMISSIONS - Order of Precedence of Documents - Case Study

- Most Stringent Requirements

V. AMBIGUITIES - Latent and Patent

11:30 a.m. - 12:15 p.m. LUNCH

12:15 p.m. - 01:45 p.m.

HOW TO PROFIT FROM DELAYS

VI. WHAT IS A DELAY? BASIC DEFINITIONS

- Defining the Different Types of Delays
- Compensable v. Non-Compensable Delays
- Types of Schedules used to Prove Delays
- Who is Responsible for What Delay (Interactive Segment)

VII. HOW TO CALCULATE & RECOVER DELAY COSTS

- Extended Field Overhead
- Extended Home Office Overhead
- Escalation - Labor/Material/Equipment

01:45 a.m. - 02:00 p.m. - BREAK

02:00 p.m. - 04:00 p.m.

HOW TO PROFIT FROM INEFFICIENCIES

VIII. LABOR PRODUCTIVITY DEFINITION

- Cost Coding & Cost Controls Made Easy
- Measured Mile Inefficiency Calculations

IX. HOW TO CALCULATE & RECOVER INEFFICIENCY COSTS

- Calculate Overtime Inefficiency Costs
- Calculate Cumulative Impact of Change Orders
- Acceleration due to Overcrowding & Trade Stacking

X. CASE STUDY [Doubletree Hotel Acceleration]