Power UP your career:
ICT Contract Management In Action

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Project Management Institute
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What they don't teach you in formal Project Management

It is a sad reality that most organizations often ignore the importance of a Contract and the Contract Management process that leads up to it. At the very outset, Project Management teams are hardly consulted when a bid is being negotiated. The project is merely inherited by the Project Team. If they are lucky, they are given a copy of the contract later. Often, they are told to just implement the project.

This causes a project at best, to be managed in a dichotomy ie a project management team on one side and a contract manager/legal manager somewhere off site dispensing legal advice. More often than not, there is no cohesion and thus no proper "contract management". The Project Management Team is riding a beast they have no idea about. Devoid of information, they struggle and often get bitten by this beast which is supposed to benefit them but in reality turns out to be an alien.

This session is designed to help you, as Project Managers together with your teams, to understand that the Contract is a live document and to help you decipher from that Contract what you have been tasked to do. To help you understand the complexities that ride under the surface of your project plan. To understand that the obligation under 'your project' is not the project itself but in fact is a CONTRACT. This Contract is not to be ignored or feared or undermined, it is to be broken down into simple and easily digestible parts and it will be UNDERSTOOD. In this session, you will achieve that understanding and turn that alien Contract into a friend.

WHO SHOULD ATTEND?

Project management professionals in IT & Technology industries who deal with contracts.

Senior Managers or Heads of start-ups & SMIs who are responsible for reviewing their organization's contracts.

Project management professionals who need to understand and apply contracts as part of their career growth plan.

Dates : 9th - 10th May, 2012
Time : 9.00am – 5.30pm
Venue : The Royal Selangor Golf Club
Jalan Kelab Golf, Off Jalan Tun Razak
55000 Kuala Lumpur

BENEFITS

- Understand why clauses are included into a contract and what are their significance
- Appreciate the relevant commercial issues behind clauses in a contract
- Links the various schedules back to the main contract
- Understand the wider scope of your obligations and be able to price your project better
- Prepared to deal with your sub contractors/suppliers better
- Include appropriate clauses to ensure future contingencies are met
- Plan for project contract close out effectively
- Avoid project delays and budget overruns caused by legal entanglements

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P. Sivananthan
LLB, CLP, PgD Tech Mgt

P. Sivananthan is a qualified lawyer who has been a lecturer, trainer, Project Manager, Contracts Manager and Commercial Manager. He has a Post graduate diploma in Technology Management. He currently advises on Contracts and Project Management.

He is a pioneer in the IT and Technology Contracts Management arena in Malaysia. He has been involved in Technology and IT projects in values exceeding RM1 Billion. He is well versed in all aspects of contracts drafting, contract close outs, delays, prolongation, variation orders and claims. He has set up Contract Managements Divisions. He is also experienced in both procurement policy and procurement management

His experiences include Airport Integrated Systems, Smart Schools, Electronic Government, Broadband, Sea Port Systems, Power Plants, Outsource Services and Biotechnology projects.

Lee Nan Phin,
MSc, PMP®, CSM

LEE NAN PHIN has more than 20 years of experience in managing projects in various environments; ranging from the Government, Financial Services Industry to the Conglomerates, System Integrators and Independent Software Vendors.

He co-founded I-Enterprise Online, a software company specializing in Java-based Internet enabled applications development and integration. Nan Phin is also the inventor of Fast Track Integration Methodology, presented in the PMI Congress Asia Pacific 2005 and was involved in the Beijing Olympic 2008 Project Management Capability Improvement Program.

He is currently the Chairman of Malaysia National Computer Confederation Open Source Special Interest Group and members of SIRIM/TC4 committee.

He is the co-author of 'Foundation IT Project Management 'and 'Managing Complex IT Project' seminar. He also lectures for MSc. IT Programs in Universities and Colleges. His teach Open Source Licensing and Legal Issues for one of the local university. His current involvement is in the area of System Architecture and Business Intelligent.

In the Project Management Training and consultancy services, Nan Phin has chalked in more than 10 years experience.

OUTLINE

- *Review the general terms which are incorporated into IT & Technology Contracts*
- *Discover the Commercial/ intent and impact of clauses*
- *Understanding of LAD and penalty clauses*
- *Testing and Acceptance criteria*
- *Responsibility Matrix*
- *Change Control Procedure*
- *Guarantees, Warranties and Support*
- *Software Licenses*
- *Bonds*
- *Termination Clauses*
- *Project/Contract Close Out*

Categories	Course Fee RM
1 Delegate	1,980
Group 3+	1,680
Government	1,680
MSCPMP Circle	1,180

Workshop fee includes workshop kit, presentation materials, refreshments and luncheons.

Contact the following agent to obtain registration form:

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