

COST MANAGEMENT SERIES



Thursday
Aug. 25, 2022
9:30 - 11 AM (PT)

REGISTER (Save on Teams of 3 or more)

E-MAIL: vann@wccc.org (call in CC #)

PHONE: (916) 599-8020

MAIL: Call or e-mail your RSVP - then mail form & list with check payable to **Western Council of Construction Consumers**

2356 Terraza Ribera, Carlsbad, CA 92009

	WCCC Member	CURT Member	Non- Member
Single	<input type="checkbox"/> \$ 95	<input type="checkbox"/> \$105	<input type="checkbox"/> \$ 120
Team 3+	<input type="checkbox"/> \$ 80	<input type="checkbox"/> \$90	<input type="checkbox"/> \$ 105 ea.

****Add \$10 each after 8/18/22**

No-shows, & cancellations after **8/18/22** are subject to full fee. You may send Subs.

Name: _____

Title: _____

Firm/ Agency: _____

Address: _____

City/ST/ZIP: _____

Work Ph: _____ Cell: _____

E-mail: _____

▶ **TEAMS:** Attach List w/this info for each.

Registrants: ___ x Fee \$ ___ = Total \$ ___

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We will send a link for credit card payment. To what e-mail should we send the link?

Webinar: Cost Management of Unbid Scope

This third webinar in the cost management series tackles the tricky process of analyzing and negotiating your Contractors' *Change Order Proposals*. The techniques and tools discussed will help Owners and Construction Managers level a playing field which is typically tilted in favor of the Contractor. This workflow approach facilitates a more collaborative process by establishing fair and reasonable costs faster to keep your projects on track. This will allow you to negotiate with more confidence going forward.

Webinar Outline:

- Delivery Methods and Change/ Unbid Scope
- Change Management Methods to Deal with Unbid Scope
- Spreadsheet Limitations
- Change Management Workflow
- Where to Get Relevant Pricing & Data
- Negotiations Made Simple
- Time is Money
- Process Systemization
- Pros & Cons

This is webinar three in the four-part series ideal for:

- **Facilities Directors** seeking better cost management solutions
- **Capital Finance Executives** wanting process exposure
- **Organizations** starting a new phase of capital development
- **Organizations** revamping/upgrading cost management systems
- **Financial, Accounting, Clerical Staff** professional development
- **Estimators** developing budgeting and cost management skills
- **Project Engineers** to develop more skills
- **Project Managers** building cost management knowledge
- **Contractors** offering Construction Management services
- **Project Controls Managers** setting up cost management systems
- **Owners** needing a better capital budgeting process
- **Owners** looking to streamline their change order process

Participants learn:

- What changes to expect for various delivery methods
- How to analyze cost management methods to discern what works and what doesn't
- Spreadsheet limitations
- Change management workflow best practices
- Where to get relevant pricing and productivity data
- Steps necessary for successful negotiations
- How to create a win-win systemized process – time is money
- How to steer clear of claims
- How to collaborate with your contractor effectively

▶ **INSTRUCTOR: Rodney M Percival**, PE, Program Cost Manager with Caproso – Capital Program Solutions, has 30+ years of cost experience as a Contractor and Program Manager on small and large private and public projects with Cost Plus, Lump Sum, GMP, Design-Build or CMAR delivery. For the past decade, he has provided services to LAX as Chief Cost Engineer, developing budgets, cost systems, historical costs, and in-house applications. More recently, he has founded a cost consultancy which develops applications for Owners and Estimators to budget projects and streamline analysis of non-competitively bid change events.