

C&C report past examples

Biii. Ability to handle commercial and economic aspects

Example 1	<p>I have contributed to the development of the company's cost estimating tool by producing cost breakdowns of past projects. This involved attributing costs for projects to specific scope items. These costs were then used to calibrate the cost estimating curves.</p> <p>Every five years water companies must apply to the financial regulator OFWAT to decide what the company can charge customers in order to fund improvements and maintenance to drinking water and wastewater assets. I completed designs for improvements to water treatment works which fed into the capital investment plans for the regulatory submission. The designs had to meet our drinking water quality obligations whilst being low in cost to ensure good value for customers. I was involved in meetings where the project scopes were challenged in order to drive down costs.</p> <p>I have worked on external contracts where my company has bid for a contract to deliver projects for other water companies. On the XXXX bid I was responsible for developing the design briefs into a scope list which the estimating team could value for the bid. I checked the costs for consistency across projects and checked for ways to save money across the programme.</p> <p>Whilst on the graduate training scheme I worked for six months in the contract team and was responsible for the collation of financial information for management reviews to approve the budget for major projects. This included costs during the whole life of a project including design, site set up, surveys, construction, and commissioning. Once projects were approved and in construction I logged early warnings of delays and overspends reported by our construction partners. I communicated this information to project managers so they could take the necessary action.</p>
Example 2	<p>In my role as a project development technologist, all projects that I work on require detailed economic analysis to prove justification. I use company-approved methods to calculate value investment ratios and discounted cash flows over the project's life-cycle. For example, on a £14M bitumen storage and export project, for which I was responsible for front-end development, I performed cost-benefits analysis to aid option selection. This was achieved by comparing the required capital expenditure with the economic benefits that accrue based on the different operational and supply strategies for single and multiple tank options. I wrote an investment proposal which helped to obtain management endorsement and secure funding for my recommended option.</p>
Example 3	<p>During a secondment opportunity, I was involved in management of project resources, looking at modelled versus actual information to support exploratory development of drugs and help in process/ business development using excel and MS Projects. I was involved in looking into budgets, people and projects and planning in advance for these.</p> <p>As the lead EHS adviser for capital projects for the site, I work with project engineers and project managers to provide them with technical advice, but taking into account the financial aspects to ensure their projects are completed safely, on time and at the least possible costs.</p>

Example 4

I have completed several detailed capital expenditure justifications and requests including for bulk raw material storage - comparison of COGs (cost of goods) impact of bulk delivery vs. delivery in drums; comparison of operator time ref manual handling, weighing and loading of materials vs. tanker offload and flowmeter addition by time-and-motion study; comparison of operating costs for large ovens to heat the drummed product vs. heating jackets and trace heated lines.

I have compiled a variety of cost estimates for incorporation into capital planning, including equipment-based projects such as standalone production suites, expansion of existing processing systems, and smaller plant modifications; and labour-based or service-based projects such as improvements and replacements of control software and relocation of existing processing equipment.

I have tendered significant projects to equipment and control software suppliers, such as the provision of a new liquid storage and transfer system. This included:

- identification of suppliers with suitable skill set and fabrication capabilities to provide the equipment to our desired standard;
- detailed comparison of the tender responses to identify the reasons behind cost differences between the two favoured suppliers, who had very different tender sums, in case of a misunderstanding or incorrect specification;
- full review of the overall implementation risk of each supplier. The project included a high level of integration with existing control systems and software, and the risk to continued production in other areas of the plant from poor implementation of this element was very high. This resulted in my splitting the work awarding the controls element to a supplier with higher costs but a strong track record for previous projects on the site, in order to ensure that the overall commercial risk was reduced;
- negotiation with the new (unproven) supplier selected for the remaining works for more favourable payment terms and guarantees, to reduce financial risk should they turn out to be unable to provide the required solution within timeframe and to the required standard of installation.