

'BASICS IN UNDERSTANDING LEGAL CONTRACTS & TENDERS'

FOR STEEL FABRICATORS & THE STRUCTURAL STEEL INDUSTRY

AN ASI ON-DEMAND WEBCAST



AUSTRALIAN STEEL INSTITUTE

DO YOU KNOW THE FULL IMPLICATIONS OF THE RISKS AND COSTS TO YOUR BUSINESS IF YOU DON'T HAVE A GOOD UNDERSTANDING OF THE CONTRACT YOU'VE JUST EXECUTED? WHAT OTHER COSTS AND RISKS DOES YOUR BUSINESS FACE THROUGH POORLY NEGOTIATED CONTRACT CLAUSES, OR POOR CONTRACT ADMINISTRATION?

Fabricators and other steel products and service suppliers often enter large-scale commercial contracts which can have significant consequences when things go wrong. In this on-demand webcast, Ping Gangur (Director and Principal Lawyer of Level Playing Field Lawyers) will provide highly practical recommendations and insights into topics such as the underlying principles of construction contracts, important commercial considerations of a steel subcontract, and negotiating tender reviews. Ping will also take attendees through an assessment of contract clauses, illustrating the factors that ensure a contract is fair and commercially sound for fabricators.

ABOUT THE PRESENTER: PING GANGUR

Ping Gangur is the Director and Principal Lawyer of Level Playing Field Lawyers. Having worked in the construction industry as a lawyer and builder for over 10 years, Ping has acted as in-house legal counsel for a development company, building company, and a structural steel company. As a Registered Domestic Builder and Commercial Builder (CB-L), Ping understands what constitutes a construction defect. This makes her particularly skilled at advocating for her clients. Ping holds a Bachelor of Laws and a Bachelor of Commerce from the University of Melbourne.

WHO SHOULD ATTEND?

This on-demand webcast is perfect for anyone in the structural steel industry, from steel fabricators, detailers and processors, through to roll formers and galvanizers.

In particular, the following key personnel will benefit from the in-depth course content:

- Business Owners
- Directors
- General Managers
- Project Managers
- Contract Administrators
- Other project staff

WHY ATTEND?

- By understanding the contracts you enter into, you'll be better able to negotiate contracts that work for you and your business
- Learn how to de-risk projects for your business as much as possible, particularly large-scale commercial contracts
- Know how to 'iron out' contract requirements, from liquidated damages and variation procedures through to progress claims and dispute resolution
- Help ensure that you receive payments in a timely manner

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FURTHER INFORMATION

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COURSE OUTLINE

AUSTRALIAN STEEL INSTITUTE

SESSION 1: UNDERSTANDING YOUR CONTRACT

Reconcile your understanding of your rights and obligations with the written obligations.

- **Contracts – What Exactly Are You Signing Up To?**
 - Underlying Principles in Construction Contracts
 - Negotiating and Tender Review Interviews – various approaches
 - Relevant case studies for steel fabricators and lessons learned
 - Commercial considerations of a steel subcontract
- **Contracts 101**
 - Essential elements of a contract
 - Deconstructing the standard subcontract – breaking down the 100-page Contract into bite-size pieces
 - Documents forming part of the Subcontract
- **“Homework”**
 - Questions relating to Session 1

SESSION 2: PRACTICAL APPLICATION - CONTRACT ADMINISTRATION FOR SUCCESS

- **Scope of Works**
 - What are you really agreeing to? What is implied into your scope of works?
 - Examples of ‘good’ and ‘bad’ clauses
- **Points to Negotiate**
 - Risk management - which clauses should be negotiated or heavily managed
- **Variations**
 - Variations explained
 - Documenting variations successfully
 - Variation template
- **Liquidated Damages**
 - Liquidated damages explained
 - Documenting extension of time successfully
 - Extension of time template
- **“Homework”**
 - Questions relating to Session 2

EVENT DETAILS

- **Format:** Sessions 1 and 2 are 50-60 pre-recorded webcasts available to view via your ASI Dashboard at any time over the course of three days, followed by a pre-recorded Q&A session with Ping Gangur, Director Level Playing Field Lawyers.
- **Inclusions:** FlowReader copy of PowerPoint presentation; 2 page key information summary; Variation template; and Extension of time template.
- **Date and Time:**
 - Access to recorded webcasts via ASI Dashboard: Tuesday 1 December to Thursday 3 December 2020
 - Access to recorded Q&A with Ping Gangur: Wednesday 9 December to Friday 11 December 2020
- **Cost (inc GST):**
 - \$195 for ASI members; or \$250 for non-members

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