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# COGENCE Alliance

Owners+Architects+Engineers+Contractors

*Inspire. Educate. Unite.*



# **Cogence Alliance Southwest Ohio Chapter**

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## Southwest Ohio Chapter Roundtable

### **Key to CAPEX Leadership**

January 24, 2023,

The Kleingers Group, West Chester, OH

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**Objective:** Effectively manage capital expenditures

**Challenge:** To reduce cost and schedule by 30% or more

- Match delivery system to project parameters
- Align systems with Values and Principals
- Create collaborative contract
- Put innovation in the right hands

**Show respect for the built environment value drivers!**

## **Forum for discussion to create industry wide best practices:**

- Create the environment to leverage and value talent: Vision
- Specific behaviors required to build and sustain environment: Flexibility
- Project Team assembly best practices: Equalize Partners (consultants and trades)
- Transparent communication best practice: singular project management software

**Be a part of the discussion to create an environment that leverages and values talent!**





## Mission + Purpose

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**Cogence** *(Latin)*

**“To drive together” or “Thinking that is well organized”**

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The purpose of the Alliance is to bring Owners and Developers, Architects and Engineers, Construction Managers and Contractors, and Allied Industry Professionals together to **advocate** and be a **resource** for improved project delivery.

For more information visit us at [www.cogence.org](http://www.cogence.org)

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# CAPEX LEADERSHIP



Reduce Cost and Schedule by 30% or higher





**MILLER  
VALENTINE**  
CONSTRUCTION



## CAPEX SUCCESS

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Successful capital asset creation projects in our VUCA world start with a Clear Business Case from the Owner that identifies a meaningful connection between the project and business drivers that is created by shareholders, understood by the stakeholders and obvious to the customers.



# CAPEX LEADERSHIP



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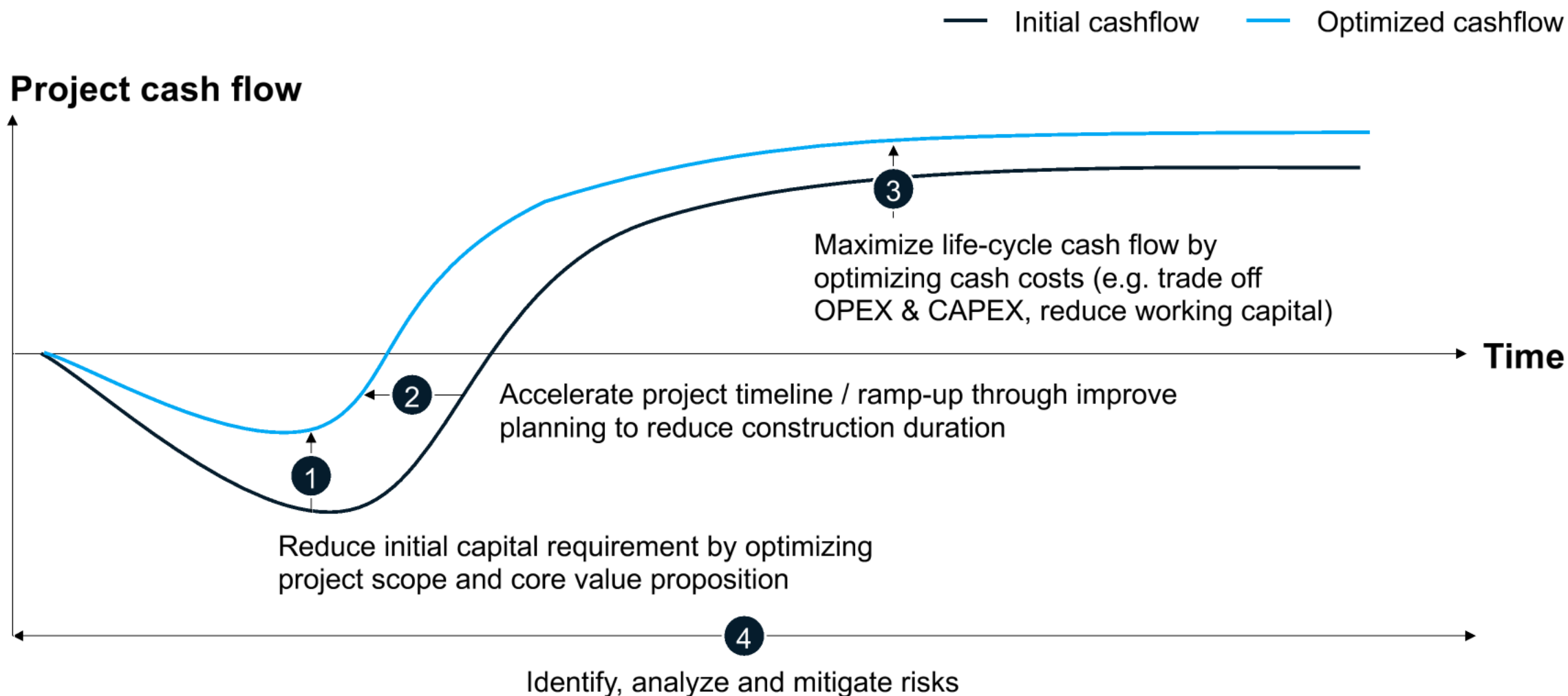
## WHY NOW

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Accelerate benefits to all  
project partners from Project  
Value Improvement

Impact Value  
from Project  
Delivery

# There are several types of opportunities to maximize benefits of a project through Project Value Improvement



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## PROJECT DELIVERY SYSTEM

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Match delivery system to project parameters that will:

- Align internal stakeholders
- Seek to understand market & economical conditions to create strategy
- Mix of professional service & industry practitioners early in the process
- Understand the market & economical conditions
- Provide a platform for innovation
- Create a continuous improvement environment
- Respect all stakeholders
- Maximize value for all project partners
- Sustain talent pipelines

Team  
Assembly

## COLLABORATIVE PARTNERS

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ECO System Aligned with Values and Principles

1. Institutionalize the methods for repeatability
2. Project Partner Supply Chain that drives end-to-end value
3. Flexibility & Agility create early certainty in costs & schedule
4. Pipeline of talent - project ready
5. Appropriate risk management that leads to opportunities
6. Continuously improving for future success



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## CONTRACTS MATTER

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**Fundamental Belief - Owners and project partners seek the best possible outcome for all parties on all of their projects**

**COLLABORATIVE  
CONTRACTS**



## COLLABORATIVE CONTRACTS

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- Owner & Project Partners integrated
- CoCreate Scope/Cost/Schedule/Work Process
- Allow for market rate returns
- Shared Reward and Risks
- Agreed to cost structure
  - Smart transparency
- Respect built environment value drivers beyond initial pricing





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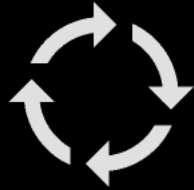


**INNOVATE**

**Methodology &  
Technology**

**Methods**

**Tools**



## Strategy & Approach

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Deep understanding of Market  
Align on Common Goal  
Create Competition at the Right Level  
Smart acquisition of partners  
Contracts that value stakeholders



**INNOVATE**

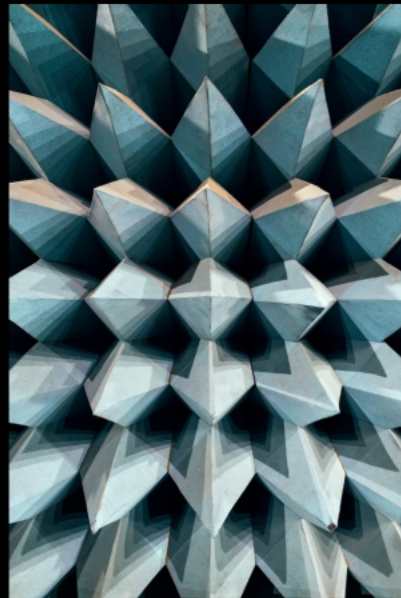
**Methodology &  
Technology**

**Methods**

**Tools**

## SMART APPLICATION of TOOLS

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- Track measures that improve Performance
- Data driven operations control
- Information that drives productivity
- In the hands of the right user
- Reliable and available





**INNOVATE**

**Methodology &  
Technology**

**Methods**

**Tools**

# CAPEX LEADERSHIP



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**Have a discussion with your company  
and project teams**

Next Program: March 21, 2023, The Kleingers Group

***Thank you for your support of Cogence  
Alliance. We hope you'll join us!***

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