MERCURY

EPIC Contract Management

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Introduction to EPIC Contract Management:

The EPIC Contract Management training course teaches principles and best practices in engineering, procurement, installation, and construction EPIC contracts. As infrastructure and energy projects become more complex and high-stakes, effectively managing EPIC contracts is crucial for project success. It bridges the gap between theory and real-world application, focusing on contract lifecycle management from initiation to closure.

Participants will explore critical areas such as risk allocation, change orders, claims management, and contractor performance monitoring. The EPIC Contract Management course is particularly valuable for professionals involved in large-scale industrial or oil & gas projects where contractual clarity and project execution are tightly interlinked.

Through practical examples and interactive discussions, attendees will gain the tools to reduce project delays, avoid disputes, and ensure compliance with legal and commercial terms. The EPIC Contract Management program aims to empower professionals with the knowledge and skills to manage EPIC contracts proactively and efficiently.

Targeted Groups:

This EPIC Contract Management training course targets professionals seeking specialized knowledge and skills:

- Contract managers and contract administrators.
- Project engineers and project managers.
- Procurement and sourcing professionals.
- Legal advisors and legal consultants in the infrastructure sector.
- Oil & gas industry professionals handling EPC/EPIC contracts.
- Construction and engineering company representatives.
- Commercial and risk management professionals.
- Professionals involved in tendering and bid evaluation.
- Technical managers and site supervisors in mega projects.
- Senior executives are seeking better contract oversight.

Course Objectives:

Participants will achieve the following objectives by completing the EPIC Contract Management course:

- Understand key components and phases of EPIC contract management
- Identify roles and responsibilities across the contract lifecycle.
- Analyze risk factors associated with EPIC contracts.
- Interpret legal frameworks governing international EPIC projects.
- Apply negotiation strategies when drafting and reviewing contract terms.
- Evaluate contractor performance using a measurable benchmark.s
- Monitor project compliance with contract deliverables and timelines
- Manage change orders, variations, and claims effectively
- Communicate clearly with internal and external stakeholders
- Improve decision-making skills in contract-related situations
- Utilize practical tools and templates to streamline contract processes
- Align contract management activities with strategic project goals
- Prevent cost overruns and schedule delays through contract control.
- Document contract execution and closure accurately.
- Develop contingency plans to handle disputes and liabilities.

Targeted Competencies:

Participants will gain the following competencies during the EPIC Contract Management program:

- Strong understanding of EPIC contract structures and processes.
- Legal and regulatory interpretation in contract contexts.
- Risk mitigation and allocation in complex project contracts.
- Effective negotiation and communication techniques.
- Performance monitoring and reporting in contract execution.
- Change management in engineering and procurement settings.
- Dispute resolution and claims handling skills.
- Strategic decision-making based on contractual obligations.
- Proactive management of contract deliverables and costs.
- Document control and audit readiness in contract closure.

Course Content:

Unit 1: Fundamentals of EPIC Contracts in Project Management:

- Overview of Engineering, Procurement, Installation, and Construction EPIC contracts.
- Differences between EPC, EPIC, and turnkey contracts.
- Typical project lifecycle under EPIC frameworks.
- Stakeholder roles and responsibilities in EPIC contracts.
- Overview of legal structures and contract types.
- Contract formation: scope, deliverables, and risk transfer.
- Importance of defining obligations and liabilities.
- Industry applications: oil & gas, infrastructure, utilities.
- Case examples highlighting project success and failure.

Unit 2: Legal Frameworks, Risk Allocation, and Contract Clauses:

- Common law vs. civil law in EPIC contract enforcement.
- Force majeure, indemnity, and limitation of liability.
- Liquidated damages and penalties: legal implications.
- Insurance clauses and contractor liability management.
- Scope creep and its contractual consequences.
- Managing subcontractors and third-party agreements.
- Techniques to allocate and transfer risk effectively.
- Legal pitfalls and how to avoid contract disputes.
- Drafting enforceable clauses to protect project interests.

Unit 3: Procurement Strategy and Contractor Performance:

- Tendering processes and bid evaluation methodologies.
- Vendor qualification and contract award considerations.
- Key procurement documents and deliverables.
- Contractor onboarding and pre-execution planning.
- Contract negotiation strategies for high-value projects.
- Developing contractor KPIs and performance metrics.
- Managing supplier relationships under EPIC contracts.
- Performance bonds and warranties: structure and enforcement.
- Performance audit, contractor scorecards, and review cycles.

Unit 4: Change Management, Claims, and Dispute Resolution:

- Managing change orders and contract variations.
- Documentation and approvals of change impacts.
- Cost impact analysis and delay mitigation strategies.
- Causes of claims in EPIC contract execution.
- Claims management: types, documentation, and resolution.
- Use of project records and evidence in defending claims.
- Mediation, arbitration, and dispute board procedures.
- Contractual remedies and termination rights.
- Lessons learned from common claim and dispute cases.

Unit 5: Contract Closeout, Lessons Learned, and Continuous Improvement:

- Contract closeout checklists and administrative tasks.
- Verification of deliverables and contractual obligations.
- Final settlements and payments.
- Document retention and record management.
- Contractor evaluation and feedback mechanisms.
- Lessons learned, workshops, and knowledge transfer.
- Compliance audits and legal wrap-up.
- Continuous improvement in EPIC contract workflows.
- Strategies to enhance future contract performance.

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Final Insights & Key Takeaways:

EPIC contract management is a cornerstone of successful project delivery in complex industrial environments. This course equips participants with essential tools to manage risks, optimize contractor performance, and resolve disputes effectively. Professionals can confidently lead projects by mastering contract frameworks, legal tools, and real-time project controls. The knowledge gained here will support enhanced project value, reduced operational friction, and strategic alignment of contract goals.