aractech

Global Learning for Operational Leaders



CONSTRUCTION MANAGEMENT | CM-046

Construction Procurement Strategies and Delivery Models

Contact

+31 85 7444446

info@aractech.com

https://aractech.com

Address

Waarderweg 50, 2031 BP Haarlem - Netherlands.

aractech
Global Learning for Operational Leaders

Course content

Why Attend

The choice of procurement strategy and delivery model is one of the most important decisions a client makes on a construction project. It determines how design responsibility, cost certainty, risk, programme and collaboration are balanced, and a poor choice can lead to disputes, cost overruns and delays that no amount of good management can fully correct.

This Construction Procurement Strategies and Delivery Models training course examines the main approaches available and how to select the right one. Participants compare traditional, design and build, management contracting, construction management, early contractor involvement, alliancing, framework and public-private partnership models, and learn how to analyse project objectives, risk appetite and market conditions to choose and implement a strategy.

Course Methodology

• The course uses comparative analysis, case studies and a procurement strategy workshop. Participants evaluate delivery models for a range of project scenarios, develop a procurement strategy for a case study project, design tender evaluation criteria and discuss lessons from successful and problematic procurements.

Course Objectives

• Explain the role of procurement strategy in project success

• Compare the main construction delivery models and their characteristics

• Analyse client objectives, constraints and risk appetite

• Select appropriate procurement routes for different projects

• Choose suitable payment mechanisms and contract forms

• Design effective tender and evaluation processes

Target Audience

• Client and owner project directors

• Procurement and contracts managers

Global Learning for Operational Leaders

Course content

- Quantity surveyors and cost consultants
- Project managers and development managers

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Construction Procurement Strategies and Delivery Models.

Day 1 - Procurement Strategy Foundations

• 09:00-09:30 | Why procurement strategy matters for project outcomes

• 09:30-10:00 | Client objectives: cost, time, quality and risk

• 10:00-10:30 | Market conditions and contractor capacity

• 10:30-11:00 | Public procurement rules and private sector freedoms

• 11:00-11:30 | Coffee break

• 11:30-12:30 | Stages of developing a procurement strategy

• 12:30-13:00 | Lessons from successful and failed projects

• 13:00-14:00 | Exercise: defining objectives for a case study project

Day 2 - Traditional and Design and Build Models

• 09:00-09:49 | Traditional design, bid and build procurement route

• 09:49-10:38 | Design and build and its variations

• 10:38-11:00 | Novation of designers and design responsibility

• 11:00-11:30 | Coffee break

• 11:30-11:57 | Novation of designers and design responsibility (continued)

• 11:57-12:22 | Turnkey and engineering, procurement and construction contracts

• 12:22-12:47 | Cost certainty and change risk under each model

• 12:47-13:11 | Choosing between traditional and integrated delivery

• 13:11-14:00 | Workshop: comparing models for project scenarios

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Construction Procurement Strategies and Delivery Models.

Day 3 - Management and Collaborative Models

- 09:00-09:34 | Management contracting and construction management
- 09:34-10:08 | Early contractor involvement and two-stage tendering
- 10:08-10:42 | Alliancing and integrated project delivery
- 10:42-11:00 | Frameworks and long-term partnering arrangements
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Frameworks and long-term partnering arrangements (continued)
- 11:46-12:20 | Public-private partnerships and concessions in overview
- 12:20-12:53 | Behaviours and governance for collaborative working
- 12:53-14:00 | Case study: an alliance on a major infrastructure programme

Day 4 - Contracts, Payment and Risk Allocation

- 09:00-09:30 | Lump sum, remeasurement and cost reimbursable payment
- 09:30-10:00 | Target cost and pain-gain share mechanisms
- 10:00-10:30 | Selecting standard forms of contract
- 10:30-11:00 | Allocating ground, design and inflation risks
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Allocating ground, design and inflation risks (continued)
- 12:00-12:30 | Incentives, bonds, guarantees and retentions
- 12:30-13:00 | Aligning contract terms with procurement strategy
- 13:00-14:00 | Exercise: allocating risks for a case study project

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Construction Procurement Strategies and Delivery Models.

Day 5 - Tendering, Selection and Review

- 09:00-09:34 | Pre-qualification and supplier selection
- 09:34-10:41 | Designing tender documents and instructions
- 10:41-11:00 | Quality and price evaluation criteria
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Quality and price evaluation criteria (continued)
- 11:45-12:19 | Negotiation and contract award
- 12:19-12:53 | Monitoring procurement performance during delivery
- 12:53-13:27 | Capturing lessons for future procurement
- 13:27-14:00 | Personal action plan for procurement strategy

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
14 - 18 December 2026	London	Classroom	**€2,915**
21 - 25 December 2026	Barcelona	Classroom	**€2,275**
7 - 11 December 2026	Frankfurt	Classroom	**€2,175**
25 - 29 January 2027	London	Classroom	**€2,915**
4 - 8 January 2027	Barcelona	Classroom	**€2,275**
11 - 15 January 2027	Frankfurt	Classroom	**€2,175**
18 - 22 January 2027	Rome	Classroom	**€2,830**
1 - 5 February 2027	London	Classroom	**€2,915**
8 - 12 February 2027	Barcelona	Classroom	**€2,275**
15 - 19 February 2027	Frankfurt	Classroom	**€2,175**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
22 - 26 February 2027	Vienna	Classroom	**€3,425**
8 - 12 March 2027	London	Classroom	**€2,915**
15 - 19 March 2027	Barcelona	Classroom	**€2,275**
22 - 26 March 2027	Frankfurt	Classroom	**€2,175**
1 - 5 March 2027	Amsterdam	Classroom	**€3,215**
19 - 23 April 2027	London	Classroom	**€2,915**
26 - 30 April 2027	Barcelona	Classroom	**€2,275**
5 - 9 April 2027	Frankfurt	Classroom	**€2,175**
12 - 16 April 2027	Cape Town	Classroom	**€1,825**
24 - 28 May 2027	London	Classroom	**€2,915**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
3 - 7 May 2027	Barcelona	Classroom	**€2,275**
10 - 14 May 2027	Frankfurt	Classroom	**€2,175**
17 - 21 May 2027	Dubai	Classroom	**€2,845**
14 - 18 June 2027	London	Classroom	**€2,915**
21 - 25 June 2027	Barcelona	Classroom	**€2,275**
7 - 11 June 2027	Frankfurt	Classroom	**€2,175**
12 - 16 July 2027	London	Classroom	**€2,915**
19 - 23 July 2027	Barcelona	Classroom	**€2,275**
26 - 30 July 2027	Frankfurt	Classroom	**€2,175**
5 - 9 July 2027	Istanbul	Classroom	**€2,825**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
16 - 20 August 2027	London	Classroom	**€2,915**
23 - 27 August 2027	Barcelona	Classroom	**€2,275**
2 - 6 August 2027	Frankfurt	Classroom	**€2,175**
9 - 13 August 2027	Kuala lumpur	Classroom	**€2,425**
13 - 17 September 2027	London	Classroom	**€2,915**
20 - 24 September 2027	Barcelona	Classroom	**€2,275**
6 - 10 September 2027	Frankfurt	Classroom	**€2,175**
4 - 8 October 2027	London	Classroom	**€2,915**
11 - 15 October 2027	Barcelona	Classroom	**€2,275**
18 - 22 October 2027	Frankfurt	Classroom	**€2,175**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
25 - 29 October 2027	Munich	Classroom	**€2,425**
8 - 12 November 2027	London	Classroom	**€2,915**
15 - 19 November 2027	Barcelona	Classroom	**€2,275**
22 - 26 November 2027	Frankfurt	Classroom	**€2,175**
1 - 5 November 2027	Paris	Classroom	**€2,810**
20 - 24 December 2027	London	Classroom	**€2,915**
27 - 31 December 2027	Barcelona	Classroom	**€2,275**
6 - 10 December 2027	Frankfurt	Classroom	**€2,175**
13 - 17 December 2027	Rome	Classroom	**€2,830**
14 - 18 December 2026	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders



Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Online / Live	Online / Live	**€1,625**
7 - 11 December 2026	Online / Live	Online / Live	**€1,625**
25 - 29 January 2027	Online / Live	Online / Live	**€1,625**
4 - 8 January 2027	Online / Live	Online / Live	**€1,625**
11 - 15 January 2027	Online / Live	Online / Live	**€1,625**
18 - 22 January 2027	Online / Live	Online / Live	**€1,625**
1 - 5 February 2027	Online / Live	Online / Live	**€1,625**
8 - 12 February 2027	Online / Live	Online / Live	**€1,625**
15 - 19 February 2027	Online / Live	Online / Live	**€1,625**
22 - 26 February 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders



Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
8 - 12 March 2027	Online / Live	Online / Live	**€1,625**
15 - 19 March 2027	Online / Live	Online / Live	**€1,625**
22 - 26 March 2027	Online / Live	Online / Live	**€1,625**
1 - 5 March 2027	Online / Live	Online / Live	**€1,625**
19 - 23 April 2027	Online / Live	Online / Live	**€1,625**
26 - 30 April 2027	Online / Live	Online / Live	**€1,625**
5 - 9 April 2027	Online / Live	Online / Live	**€1,625**
12 - 16 April 2027	Online / Live	Online / Live	**€1,625**
24 - 28 May 2027	Online / Live	Online / Live	**€1,625**
3 - 7 May 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
10 - 14 May 2027	Online / Live	Online / Live	**€1,625**
17 - 21 May 2027	Online / Live	Online / Live	**€1,625**
14 - 18 June 2027	Online / Live	Online / Live	**€1,625**
21 - 25 June 2027	Online / Live	Online / Live	**€1,625**
7 - 11 June 2027	Online / Live	Online / Live	**€1,625**
12 - 16 July 2027	Online / Live	Online / Live	**€1,625**
19 - 23 July 2027	Online / Live	Online / Live	**€1,625**
26 - 30 July 2027	Online / Live	Online / Live	**€1,625**
5 - 9 July 2027	Online / Live	Online / Live	**€1,625**
16 - 20 August 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
23 - 27 August 2027	Online / Live	Online / Live	**€1,625**
2 - 6 August 2027	Online / Live	Online / Live	**€1,625**
9 - 13 August 2027	Online / Live	Online / Live	**€1,625**
13 - 17 September 2027	Online / Live	Online / Live	**€1,625**
20 - 24 September 2027	Online / Live	Online / Live	**€1,625**
6 - 10 September 2027	Online / Live	Online / Live	**€1,625**
4 - 8 October 2027	Online / Live	Online / Live	**€1,625**
11 - 15 October 2027	Online / Live	Online / Live	**€1,625**
18 - 22 October 2027	Online / Live	Online / Live	**€1,625**
25 - 29 October 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Construction Procurement Strategies and Delivery Models generated from the course details page.

Date	Location	Format	Fee
8 - 12 November 2027	Online / Live	Online / Live	**€1,625**
15 - 19 November 2027	Online / Live	Online / Live	**€1,625**
22 - 26 November 2027	Online / Live	Online / Live	**€1,625**
1 - 5 November 2027	Online / Live	Online / Live	**€1,625**
20 - 24 December 2027	Online / Live	Online / Live	**€1,625**
27 - 31 December 2027	Online / Live	Online / Live	**€1,625**
6 - 10 December 2027	Online / Live	Online / Live	**€1,625**
13 - 17 December 2027	Online / Live	Online / Live	**€1,625**