



training

CARNEADES

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knowledge
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TRAININGS 2020



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About us

CARNEADES has been conducting team trainings, seminars and workshops both in-house and locally for more than 12 years now. Our seminars and workshops perfectly combine the synergies of theoretical principles and practical requirements and are always led by internationally experienced experts.

CARNEADES offers a wide range of comprehensive seminars and trainings, specially tailored to the needs of on- and offshore wind energy and its grid connection industries. In particular, the trainings cover the fields of contract and claim management and are designed for professionals involved at any stage of a project – from development to construction and operation. CARNEADES' extensive experience in the contracts for LOGIC, BIMCO, FIDIC and EPCI are supported by a variety of verifiable practical success.

Concise cases are presented and evaluated under German building law. Other interesting topics in the area of project management are also covered.

Based on our great know-how through the complete penetration of the market, we can always offer the best possible training and check your individual contracts of the on- and offshore industry on their legal certainty and possible special circumstances.

Immediately available, practical knowledge in plant engineering with a special 360° view on the focus offshore wind industry.



Our focus

BIMCO

Claim management

Contract management

FIDIC books

International contract law

Project management

Risk management

 **CARNEADES**
www.carneades.com

Our trainings

CARNEADES BASIC

stands for the classic introductory seminar for which no previous knowledge is required. You can expect a detailed knowledge transfer on relevant and current topics of the respective seminar focus. The extensive experience of our speakers in their special field of knowledge ensures you access to current contract practices and verified methods of commercial project management. Related topics offer you a look outside the box and broaden your horizons with useful content from the area of “soft skills”.

CARNEADES ADVANCED

offers you an intensive analysis of the main topic of the seminar, building on our BASIC trainings or your previous knowledge. In some events one topic will be examined from two different sides; for example from the perspective of the contract management on one hand and on the perspective of project management on the other. Some of these views are presented by two speakers in order to convey an even more intensive entry into the respective subjects. At the end of our trainings there is often a group of participants who have established

new business relationships with each other through the intensive cooperation in our seminar.

CARNEADES IN-HOUSE

All of our in-house trainings are individually adapted to your needs by our speakers. Upon request, we also offer our trainings in English or German. We are happy to come to your preferred location to conduct the training. Contact us for an offer and to arrange an appointment.



Our trainings

BIMCO

In-house

Claim management basic

In-house

Contract law in plant engineering - focus offshore wind

In-house

FIDIC “simple and concise”

In-house

Introduction to contract law in plant engineering

In-house

Introduction to international contract law - risks & opportunities

In-house

Introduction to risk management - focus offshore wind

In-house

Project management

In-house

FIDIC “simple and concise”

One-day training



AGENDA

- **Overview of FIDIC books**
- **Which book for which contract**
- **Differentiation from other contract models such as BIMCO and LOGIC**
- **FIDIC structure using the example of the Yellow book 2017**

Target group

- Contract managers
- Buyers
- Executive directors
- Commercial managers
- Project managers
- Project leaders



Speaker: Tobias Voigt

Managing director at CARNEADES - Attorney-at-law.
More information on page 14

Introduction to contract law in plant engineering

One-day training

AGENDA

- **Introduction to contractual foundations**
- **Distinction of the substantial types of contracts**
- **Entrepreneurial forms of useVertragsentstehung**
- **Contract development**
- **Efficiency problems due to the law of the general terms and conditions (AGB Recht)**
- **Practical considerations on the main contract components**
 - Contractual security
 - Schedule, contractual penalties
 - Performance change, service description
 - Engineering process, document release, acceptance

Target group

- Contract managers
- Buyers
- Executive directors
- Commercial managers
- Project managers
- Project leaders



Speaker: Tobias Voigt

Managing director at CARNEADES - Attorney-at-law.
More information on page 14

Contract law in plant engineering - focus offshore wind

One-day training

AGENDA

- **Special situation offshore wind**
- **Presentation of common contract models**
 - German contract law
 - FIDIC Yellow book
 - LOGIC, NSC, BIMCO
- **Typical tenders and resulting legal problems**
- **Formative offshore provisions**
 - Engineering / MWS / authority
 - Contractual dates / bad weather
 - Changes in performance
 - Property / transfer of risk / acceptance
 - Warranty
- **Practical part with individual exercises**

Target group

- Contract managers
- Buyers
- Executive directors
- Commercial managers
- Project managers
- Project leaders



Speaker: Tobias Voigt

Managing director at CARNEADES - Attorney-at-law.
More information on page 14

Claim management basic

Half-day training

AGENDA

- **Term claim management**
 - Daring thesis and derivation of term
- **Origin of claims & 1st action**
 - Good preparation is everything
- **Processes / tools**
 - Structure is important
 - Best practice as the key to success
- **What strategy do I need**
 - Presentation of claim strategies
 - Pros & cons

Target group

Specialists at all levels from

- Claim / risk management
- Procurement
- Task force management
- Risk controlling
- Project management
- Executive board
- Quality management



Speaker: Kai Münster

Senior claim manager and quality manager at CARNEADES.
More information on page 17

Introduction to risk management – focus offshore wind

One-day training

RISK

AGENDA

- **Introduction**
- **Risk types and processes in offshore projects**
- **Risk assessment**
 - Practical example: Monte Carlo method
 - Excursus: dealing with default risks
- **Dealing with weather risks**
- **Risk mitigation**
 - Contractual / insurance /role of MWS / hedging
- **Uncertainties vs. risks**
- **Practical examples**
 - Decision trees / top-down risk approach - substation design

Target group

- Engineers
- Contract managers
- Lawyers
- Purchasing agents
- Risk managers



Speaker: Dr. Gunther Amt

Senior commercial manager at Innogy SE.
More information on page 16

BIMCO

One-day training

Schedule
Costs
Planning finished
Execution
Subtask 1
Initiating
Executing
Deliverable
Subtask 2
Initiating



AGENDA

- **Introduction and general principles**
 - Origin and legal classification
 - Legal regulations for time charters
 - Services owner in general
 - Introduction of SUPPLYTIME and WINDTIME
- **Scope of BIMCO charter contracts**
- **Structure and composition of BIMCO charter contracts**
 - Part I of the form
 - Annexes A and B
 - General conditions part II
 - Additional conditions
- **Discussion of part I of the form of BIMCO WINDTIME**
- **Discussion of selected contractual clauses**

Target group

Specialists at all levels from

- Claim / risk management
- Procurement
- Task force management
- Risk controlling
- Project management
- Executive board
- Quality management



Speaker: Alexander Kruse

Managing director at CARNEADES – Attorney-at-law.
More information on page 15

Introduction to international contract law – risks and opportunities

One-day training

AGENDA

- **Introduction: Definition**
- **Preliminary considerations on the cross-border contract structure**
- **The influence of law and culture**
- **The contract drafting**
- **The contract execution**
- **The dispute resolution**
- **Summary with memory list**

Target group

- Executive board
- Specialists at all levels from
 - international distribution
 - international procurement
 - technical and commercial project management



Speaker: Michael Klemt

Senior claim and contract manager at CARNEADES - Attorney-at-law.
More information on page 19

AGENDA

Day 1

• **Project management at a glance**

- Definitions
- Project management standards
- Project management in matrix management organizations
- Leadership

• **Composition of a project**

- Structure, organization, responsibilities, roles and descriptions
- Project manual
- Project planning
- Project risk management
- Project interface management

• **General project execution**

- Project structure plan and progress management
- Project controlling and reporting
- Contract analysis and deviation management
- Quality management, scheduling and resource management
- Communication and correspondence
- Conflict management

Target group

- General contractors
- Subcontractors
- Executive board
- Investors
- Buyers
- Project managers
- Site managers

Day 2

- **Offshore wind peculiarities**

- Contract approach (multi contracting vs. general contractor)
- Management of risks and titles on- and offshore
- Offshore construction site
- Base of the port administration
- Seabed and subsoil
- Customs duties and taxes

- **Site management**

- Role of site manager, site organization and resource management
- Project communication on site, progress report and incident management
- Making decisions, competency disputes
- Liabilities, quality and defects
- Documentation management
- Acceptance / takeover
- Claims and reports, correspondence and legal concerns
- Extension of deadlines, critical path, costs incurred and calculation scheme
- Compensation



Speaker: Tobias Voigt

Managing director at CARNEADES - Attorney-at-law.
More information on page 14

Our speakers

Tobias Voigt

is managing director of CARNEADES Project Services GmbH Hamburg, project service provider in the field of commercial project management with focus on contract and claim management.

For more than 15 years, he accompanies complex engineering and construction projects within energy production, mobility and process technology industries all over the world. He has a strong focus on offshore wind and grid connections, supporting all project stages of offshore wind projects like tender conception, project transactions, project execution and dispute procedures.

Clients appreciate his negotiation know-how and technical understanding of the industries which he has developed for over one and a half decades.

Specially the numerous public and in-house seminars under the subject "Contract management in engineering and plant construction" have facilitated a close connection to present questions and challenges of the industry.

Tobias Voigt is a registered lawyer in Hamburg.



Our speakers

Alexander Kruse

is managing director of CARNEADES Project Services GmbH Hamburg. Before founding the management consultancy firm, Alexander Kruse held various counsel positions at Nordex and Vattenfall as well as in an infrastructure law firm.

For more than 15 years he advises his clients on various real estate and wind power projects, such as wind farms and M&A real estate transactions, supply chain restructuring and contract and claim management as well as the management of serial defects. He carries out contract and claim management for several offshore wind farms.

Another focus of his advisory work is the development of personnel and training concepts, especially in commercial and legal project management.



Our speakers

Dr. Gunther Amt

is senior commercial manager at innogy SE and currently oversees various international offshore projects in the tender phase. His job is the commercial management of these projects, the optimization of the business plans and coordination with the various technical and commercial departments within the group.

With his many years of experience in offshore wind power, Dr. Amt also oversees several projects in various project stages, from pre-development to operations.

Dr. Amt could collect intensive experience in the area of risk and insurance management of offshore projects during the construction period of the project North Sea East.

In his capacity as risk manager, his academic background as an industrial engineer is particularly useful, so that technical understanding and commercial know-how are combined in the evaluation of risks.



Our speakers

Kai Münster

is senior claim and quality manager at CARNEADES and supports projects in wind power.

He has more than 10 years of experience in claim management in the field of renewable energies. His job is to manage claims in dealings with suppliers. Through his many years of experience, he ensures successful treatment of project deviations. He is very experienced in the analysis of contracts and documents and identifies early potential claims.

With a professional background in shipping, freight forwarding, trade and quality management he combines important elements of success as a senior claim manager, whereby his extensive negotiation know-how is the deciding factor.

Kai Münster is also quality manager at CARNEADES and responsible for the successful implementation of the quality management system ISO9001 in 2017.



Our speakers

Jakob Zwick

is senior contract and claim manager at CARNEADES and advises its clients on programs & projects within the energy and infrastructure sector. He can offer 10 years of experiences as a consultant or multi-project manager within top tier firms and proven project management skills such as PMP and Six Sigma. Jakob Zwick has a degree in business engineering and a broad experience in setting up operating models, managing contract amendments, negotiating service works as well as claim management i.a. in the wind industry.

Customers appreciate his technical point of view combined with his deep understanding of commercial project management.



Michael Klemt

is senior claim and contract manager at CARNEADES GmbH & Co. KG in Brunswick for civil construction, IT law and infrastructure.

Previously, he worked for the Siemens AG for 28 years, most recently as head of a fifteen-member contract management team for the international plant business.

His duties included i.a. negotiations of major international projects in China, Greece, Hong Kong, Korea, the Netherlands, India, Indonesia, Romania and USA as well as advising the sales departments and the projects.

He is a certified Siemens senior project manager and owner of the ITIL foundation certificate.

In addition to his two state law exams, he has completed an apprenticeship as an industrial clerk (IHK).



Registration

Please register online via our website or by email at contact@carneades.com. Please make sure to include the name of the participant and the full company or billing address with telephone and fax numbers as well as the e-mail address. We will send you your registration confirmation with detailed information, including the location of the event, immediately. If the event is fully booked, you will receive a waiting list confirmation.

Data protection

CARNEADES Project Services GmbH uses the information collected when you register to perform its services. We are happy to inform our customers by phone and e-mail about our interesting further training offers, which are similar to those you have chosen before. Of course you can object to the use of your data for advertising purposes at any time. Please get in touch with Carneades Project Services GmbH, Überseering 4, 22297 Hamburg via e-mail at contact@carneades.com or by phone at +49 40 6370730-0 to revoke your consent

Participation fees

The participation fee depends on the respective training. If you register up to 3 months before the training date, we grant a discount of 20%. In case of registering more than two participants from the same company, we offer a discount of 10% from the third participant on. You can cancel free of charge up to two weeks before the event. After this time or if the participant does not show up, we will charge the entire fee. Cancellation is generally not possible when taking advantage of discounts. Representation of the registered participant is however possible. The prices mentioned are exclusive of VAT.

	Half day	One day
BASIC	590,00 EUR	890,00 EUR
ADVANCED	690,00 EUR	990,00 EUR
IN-HOUSE	on request	

You need more details about our trainings or have any questions?
Then please contact our training coordination team:
Phone +49 40 6370730-0
E-mail: contact@carneades.com

Registration form

Please fill in in block letters and send to us via e-mail (contact@carneades.com) or fax (+49 40 6370730-9).

Title of training

Date of training

Name / first name

E-mail

Position/ department

Registration confirmation to

Company

Invoice to

Street / postbox

Zip code / city

Phone / fax

I hereby accept the registration conditions and the data protection declaration that I have read.

Date

Signature



training

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