Industry Outreach: Contracting & Cost Estimates

Target Audience: National-State-Regional Chambers of Industry and Commerce & ISTEC Active Members

June 10 - 11, 2013, Tampa, Florida, USA

Many U.S. companies are continuing with the trend of expanding their markets and services throughout Latin America. Along with the many business opportunities, there are procedural and legal matters that need to be addressed when working in that region of the world. The keynote address will cover key aspects of successful business practices in Latin America.

This is Module 1 of a series of workshops and the topic is “Contracting and Cost Estimates”, a key ability required to successfully do business in Latin America. An interactive space will be provided for participants to present strengths, weaknesses, opportunities, and threats (SWOT analysis) in their corporate training programs.

Objective of Workshop:

Present the scope of procurement regulations and mechanisms for estimating costs, unit pricing, definition of equipment rental rates and methodologies for inflationary adjustment through the application of polynomial formulas in procurement of goods, works or services. Solutions and opportunities for research, development available via the ISTEC industry-academic consortium will also be made available to workshop participants.

Workshop Program: Day 1: June 10
08:30 - 09:00 AM Welcome and Participant Presentation.
09:00 - 10:00 AM Keynote Speaker.
10:00 - 10:15 AM Coffee Break.
10:15 - 12:00 AM Relevant aspect of Contracting Laws.
12:00 - 01:00 PM Lunch. (USF/ISTEC Opportunities)
01:00 - 02:30 PM Development of Scope of Works/Services, Technical Specifications and Quantities
02:30 - 02:45 AM Coffee Break.
02:45 - 05:00 PM Bid Offer, Cost Estimating & Equipment Lease Rate Definition

Day 2: June 11
08:30 - 10:00 AM Labor Cost & Costs due to Union Contracts.
10:00 - 10:15 AM Coffee Break.
10:15 - 12:00 AM Indirect, Administrative Costs & Revenues
12:00 - 01:00 PM Lunch.
01:00 - 02:30 PM Ethics during the Negotiation Bid Process.
02:30 - 02:45 AM Coffee Break.
.02:45 - 03:15 PM Participant Presentations
.03:15 - 04:45 PM Participant Presentations
04:45 - 05:00 PM Event Evaluation and Certificate Delivery.

VIP Treatment:
• Limited participant space.
• Fee includes:
  • Participation during the five (05) day event. Schedule 08:00am–05:00 pm.
  • AM/PM Snacks & Almuerzo.
  • Participant pickup (Saturday June 08, 2013) at Tampa International Airport, Florida, USA and dropoff on Wednesday June 12, 2013.
  • Transport Airport – Hotel - Airport
  • Lodging at the Embassy Suites Tampa - USF/Near Busch Gardens (Breakfast included and free transport within a 05 mile radius during four (04) nights).
  • One (01) leisure day with transport to Orlando Florida (Does not include park tickets) on Sunday December 09, 2013..

Coordinators:
Industrial Engineer
Nicolás Hanna B.
President / CEO – Ética y Desarrollo, c.a.
25 years in Construction, Oil Well and Refinery Industry.
Bid Offer, Contract and Cost Estimate Specialist.

Fees:
Active ISTEC Members:
US$ 1,550.00 per Participant
Others:
US$ 2,000.00 per Participant
REGISTER AT:
www.regonline/I01
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Participant Presentation Proposal

ABSTRACT

Speaker Name: __________________________________________

Company: ______________________________________________

Please provide an Abstract (max. 300 words) covering the following topic: Your organization’s demand for training (topics), consulting services, and/or R&D (including collaboration and joint project development needs)

Please email your abstract to: eyd@istec.org

Abstracts will be reviewed and two will be selected for presentation. If your abstract is selected, you will be notified with instructions for presentation time and format.