

TRANSPORT MARKET LIBERALISATION, TENDERING AND COMPETITION.

The role of contract management

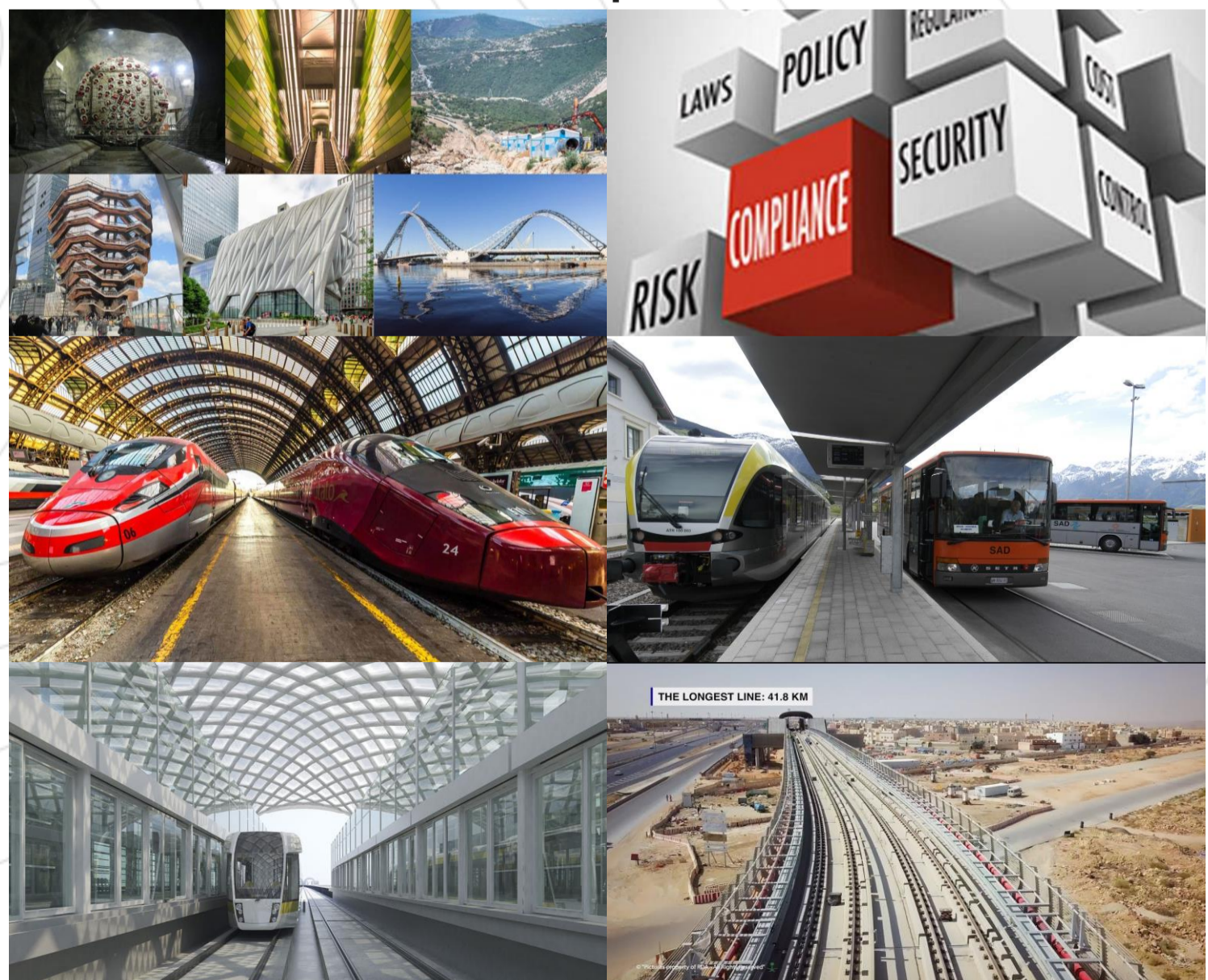
Summer School: 75 hours (64 hours lecture + 11 hours individual work)

Credits: the number of CFU will be defined by each Board of Studies (Collegio di Corso di Studi)

Venue: In presence teaching, room To Be Announced. Blended teaching if needed because of the pandemic. Lectures can be recorded and made available to students.

The course will be held by **outstanding experts with high international reputation** in the summer school topics, coming from **Leonardo, Thales, Hitachi Rail, Alstom, SCR Piemonte SpA, ADR Center and Partner at Studio Legale Gabellini & Associati, Studio Legale Zimmardi, Politecnico di Torino.**

Registration to the summer school: send an e-mail within 05/09/2022 to: summerschoolCM_polito@outlook.com



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Context

The increasing liberalisation of the transport market is part of the current economic and international transport policy and is set within the legal and institutional framework of the different transport modes in Europe. Following the liberalisation of air transport and freight transport, local public transport is now also subject to competitive tendering for the provision of services. In addition, as of 2020, national high-speed lines have been liberalised and, as of 2023, public transport lines will also be opened up to competition, with exceptions but with conditions for unprofitable ones. Finally, in 2033 all existing contracts will be terminated. The opening up of markets worldwide poses challenges for companies both in the preparation of the tender and in the management of the contract. Contract management is now an increasingly sought-after curricular skill for companies working on large contracts both domestically and internationally.

The increasing use of Design-Build-Operate-Maintain (DBOM) models for the realisation of large infrastructure projects in Europe and worldwide introduces new contractual specificities and complexities for the actors involved. The summer school, strongly oriented towards the world of work and professional practice, is aimed at providing the foundations of this discipline to graduates in technical, economic or legal disciplines who wish to start a professional career in this field, introducing learning opportunities in direct interaction with concrete cases. During the summer school, particular case studies will be considered related to the realisation of large infrastructure projects.

In the future, competition and tenders will play an increasingly important role not only in the construction of large infrastructure projects, but also in the provision of services, given the limited resources (including, but not only, economic resources) available.

Scientific Coordinator: Prof. Cristina Pronello

Lecturers: Marco Bardazzi, Domenico Coiro, Rachele Gabellini, Manuel Giros, Jamal Feddahi, Alessandro Mannelli, Flavio Petrilli, Cristina Pronello, Prasanna Sampath, Bruno Smania, Stefania Tafuri, Claudio Trincianti, Dario Zimmardi

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Expected Learning Outcomes

At the end of the professional training activity, students will take a written test (multiple-choice test), which will provide them with a certificate of participation in this professional training, useful for job prospects. In addition, students may be awarded the number of CFU assigned by each Board of Studies, if they pass the examination.

It is expected that students will acquire knowledge, skills and tools on the subject of the professional training activity, since it is essential that they know how to manage highly complex plans and projects in the future and to contribute, thanks to a multidisciplinary and interdisciplinary approach, to the solution of the problems posed by the great challenges at different territorial levels.



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Syllabus

In the framework of the professional training activity, the following topics are addressed:

Introduction. Liberalisation of the transport market, tendering and competition:

- legislative evolution concerning tenders in the transport sector and service contracts;
- innovative models of financing local public transport, with reference to different European experiences;
- market liberalisation and major challenges in the short, medium and long-distance collective transport sector;

The evolution of technological trends in the transport market and the methodologies and lessons learned for the execution of an integrated mega project; the role of contract management:

- highly complex integrated projects relating to urban areas;
- the contract in general, the notion of contract and the contract in the international context. Possible contract models (FIDIC, NEC, etc.);
- preparation of a contract, critical moments of the contract and communication management;
- exercise on how to write a contract;
- public procurement under Italian law; temporary associations and consortia;
- the role of the Contract Manager, the main contractual issues (scope, time and risk management, guarantees, payments, claims, etc.);
- Terms and Conditions: criticism;
- elements of negotiation, litigation and technical arbitration in procurement contracts: techniques, styles and multicultural environment;
- exercise on negotiation.

THE ROLE OF CONTRACT MANAGEMENT

Calendar

Sept 7°:

9.30 – 13.30 Cristina Pronello (subject TBD)

14.30 – 18.30 Domenico Coiro - Introduction to Contract Management

Sept 8°:

9.30 – 13.30 Marco Bardazzi – Project management

14.30 – 18.30 Flavio Petrilli - Megaprojects and Risk Management

Sept 9°:

9.30 – 13.30 Alessandro Mannelli - Integrated complex urban transport projects

14.30 – 18.30 Manuel Giros - The role of Project Director

Sept. 12°:

9.30 – 13.30 Jamal Feddahi – Financial Management of complex projects

14.30 – 18.30 Prasanna Sampath – Legal Management of complex projects

Sept 13°:

9.30 – 13.30 Stefania Tafuri - Pre-contractual liability (ITA)

14.30 – 18.30 Flavio Petrilli / Domenico Coiro - Claim management in the construction industry

Sept- 14°:

9.30 – 13.30 Claudio Trincianti (SCR Piemonte SPA) – The role of Responsabile del Procedimento within italian public procurement law (ITA)

Sept. 15°:

9.30 – 18.30 Rachele Gabellini / Dario Zimmardi – The science of Negotiation: Relationship, process and substance + Role Play

Sept. 16°:

9.30 – 13.30 Domenico Coiro - Negotiation styles & techniques + exercise

Sept- 19°:

9.30 – 13.30 Bruno Smania (SCR Piemonte SPA) – The role of Direttore dei Lavori within italian public procurement law (ITA)

14.30 – 18.30 Final exercise and exam

