

“Van (cost) engineer naar (contract) manager”

**DACE contact bijeenkomst
21 september 2006**

J.Brussel

- Honeywell algemeen
- Persoonlijke carrière ervaring
- Contract Management bij Honeywell
- Contract Management voor de Cost Engineer

Today's Honeywell

Honeywell Company Overview 2006

Honeywell

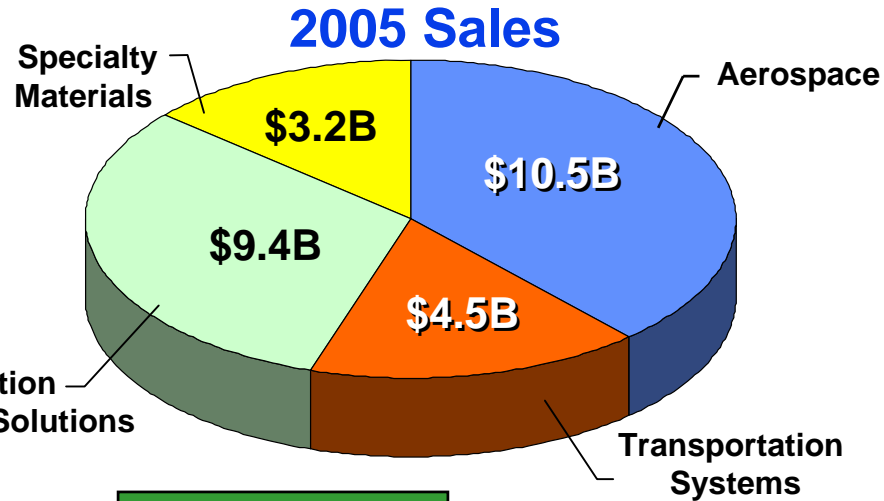
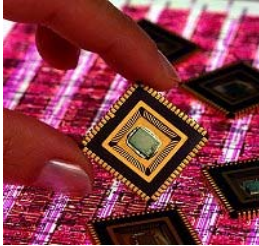
Company Overview

Honeywell

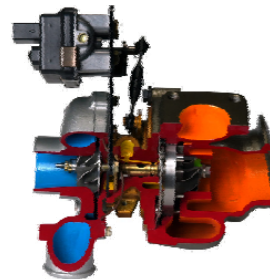
- 116,000 employees in nearly 100 countries
- A *Fortune* 100 company – sales of \$27.7 billion in 2005
- One of 30 select companies represented by the Dow Jones Industrial Average

Honeywell's Businesses

Honeywell



Total = \$27.7B



Diverse Businesses, Technologies and Products

The world's premier supplier of aircraft engines and systems, avionics and other products and services for airliners, regional and business aircraft, military aircraft and spacecraft.

Businesses:

**Air Transport & Regional, Business & General Aviation,
Defense & Space**

Products:

- Aircraft engines
- Auxiliary power units
- Integrated avionics and aircraft control systems
- Aircraft safety systems
- Precision guidance and navigation
- Environmental control systems
- Electric generation and distribution systems
- Landing systems
- Repair & overhaul
- Spare parts
- Support & services for space and communications facilities
- After-sales avionics support solutions
- Aircraft lighting
- Aircraft cabin entertainment and passenger productivity products/systems

Representative Customers:

**EADS/Airbus, Bell, Boeing, Bombardier, Cessna
Dassault, Embraer, Fairchild Dornier, FedEx,
General Electric, Gulfstream, Hughes,
Lockheed Martin, Northrop Grumman,
Raytheon, Sikorsky, Sino Swearingen,
United Technologies, U.S. Department of
Defense, U.S. Department of Energy,
U.S. National Aeronautics and Space
Administration (NASA), and leading airlines
and airport authorities**

Competitive Strengths:

**Breadth and depth of products/services;
Systems integration; Extended services;
Enhanced safety; Greater reliability; Value to
the customer**

Global Presence:

**40,000+ employees worldwide
Headquarters: Phoenix, Arizona**

Sales:

\$10.5 billion in 2005

Automation and Control Solutions

Honeywell

A global leader in providing product and service solutions that improve efficiency and profitability, support regulatory compliance, and maintain safe, comfortable environments in homes, buildings and industry. Products and services are used around the world in more than 100 million homes and buildings as well as in 24 of 25 top oil refineries.

Businesses:

Environmental and Combustion Controls, Life Safety, Honeywell Building Solutions, Honeywell Process Solutions, Security, Sensing & Control

Products:

- Controls for heating, cooling, ventilation, air conditioning, humidification, industrial process automation, video surveillance, people and asset tracking and access control equipment
- Security, fire detection, gas detection and industrial safety systems, home automation systems
- Home health monitoring systems
- Advanced software applications for home/building control and industrial optimization
- Sensors, switches, control systems and instruments for measuring pressure, air flow, temperature, electrical current and more
- Drinking water solutions
- Combustion control solutions

Automation and Control Solutions

Honeywell

Representative Customers:

Alcoa, AstraZeneca, BASF, Boeing, Brinks, ChevronTexaco, DaimlerChrysler, DuPont, ExxonMobil, General Motors, PDVSA, ConocoPhillips, Procter & Gamble, Qatar General Petroleum, Sasol, Sinopec, Stora Enso, Sydney Airport, TotalFinaElf, Weyerhaeuser, and building and homeowners, and others

Competitive Strengths:

Strong customer relationships; large installed base; high-technology open-systems solutions & integration expertise; broad distribution channels; worldwide brand recognition; broad range of products, systems, commitment and passion to service

Global Presence:

**50,000+ employees in more than 100 countries
Headquarters: Minneapolis, Minnesota**

Sales

\$9.4 billion in 2005

Transportation Systems

Honeywell

The world's leading innovator of automotive turbochargers. We offer some of the best-known consumer automotive product brands and manufacture world-class braking material for major auto manufacturers around the world.

Businesses:

Turbo Technologies

Consumer Products Group

Products:

- **Garrett® turbochargers**
- **Prestone® antifreeze/coolant**
- **Autolite® platinum spark plugs**
- **FRAM® automotive filters**
- **Holts® car care products**
- **Bendix® and Jurid® brake pads**

Transportation Systems

Honeywell

Representative Customers:

Advance Auto Parts, Audi, Auto Zone, BMW, Bosch, Canadian Tire, Continental Teves, CSK Auto, DaimlerChrysler, Ford, General Motors, Honda, Hyundai, Nissan, Renault, TRW, Volkswagen, Volvo, Wal-Mart

Competitive Strengths:

Innovative technologies, strong R&D capabilities, superior brand recognition, strong customer relationships, broad distribution network, original equipment experience

Global Presence:

14,000+ employees in 18 countries.
Headquarters: Torrance, California

Sales:

\$4.5 billion in 2005

Specialty Materials

Honeywell

A global leader in providing customers with high-performance specialty materials, including fluorocarbons, specialty films and additives, advanced fibers and composites, customized research chemicals, and electronic materials and chemicals.

Businesses:

Electronic Materials, Fluorine Products, Performance Products, Resins & Chemicals, Specialty Chemicals, UOP LLC

Products:

- Aclar® film packaging
- Enovate® environmentally-friendly blowing agent
- Spectra® high-performance fiber
- DUO™ anti-reflective coating
- Aegis™ resins
- Lumilux® luminescent pigments
- Genetron® environmentally-friendly refrigerants
- Wafer thinning materials
- Technical services for the petroleum refining, petrochemical and gas processing industries

Representative Customers:

Intel, Motorola, IBM, Samsung, Infineon Technologies, Carrier Corp., Haier Group, York International, Dow Chemicals, BASF, U.S. Military, Pfizer, GlaxoSmithKline, Mohawk, Shaw

Competitive Strengths:

Focus on core growth platform technologies with strong IP protection in high-growth markets ranging from semiconductors to armor; worldwide brand recognition; broad range of customers; recognized as leader in high-purity chemicals

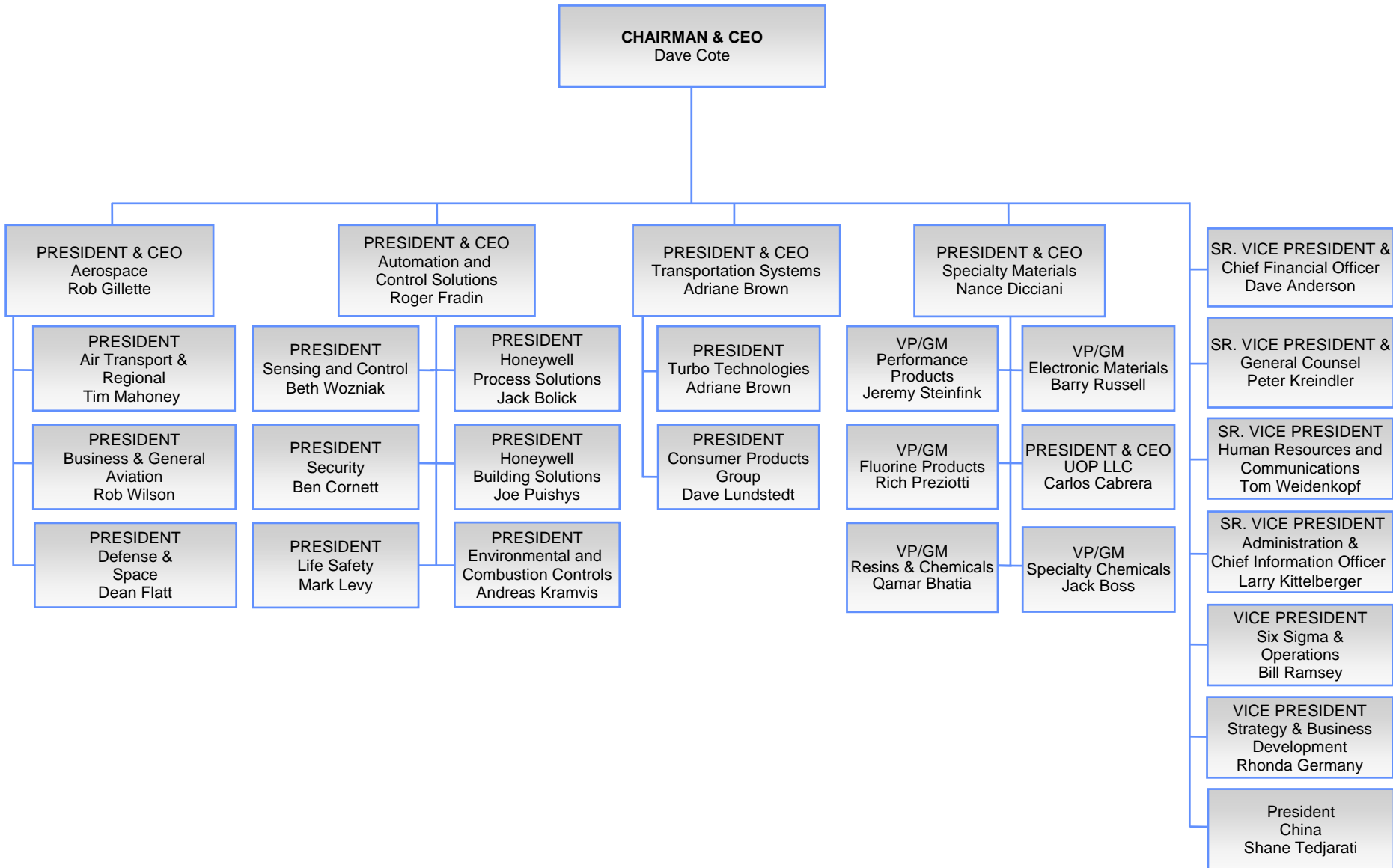
Global Presence:

9,600 employees in nearly 55 locations
Headquarters: Morristown, New Jersey

Sales

\$3.2 billion in 2005

Company Leadership



- Honeywell is gevestigd in Amsterdam, Apeldoorn, Baarn, Eindhoven, Emmen, Purmerend, Raamsdonksveer, 's-Hertogenbosch, Schiphol-Oost, Velsbroek, Weert, Woerden en Zaandam
- Honeywell Nederland vertegenwoordigt de volgende business segmenten
 - Honeywell Environmental & Combustion Control
 - Honeywell Process Solutions
 - Honeywell Building Solutions
 - Honeywell Security Nederland
 - Honeywell Aerospace
 - Honeywell Fluorine Products Europe

Persoonlijke carrière ervaring

- Vooropleiding Energie Techniek en Industriële Automatisering aan de Hogeschool van Amsterdam.
- Opleiding Cost Engineer afgerond in 2000
- Sinds 1995 in dienst bij Honeywell ACS Nederland
- Tot 2000 verschillende functies binnen engineering afdeling in Nederland
- Vanaf 2000 tot 2002 Project Manager binnen Nederland
- Vanaf 2002 tot heden Internationaal Contract Manager for Honeywell EMEA (Europe Middle East and Africa)
 - Verantwoordelijk voor alle contractuele zaken in Noord Europa en Midden Oosten, direct rapporterend aan het Europese management.
 - Diverse trainingen in de US en Zwitserland voor de nodige extra kennis

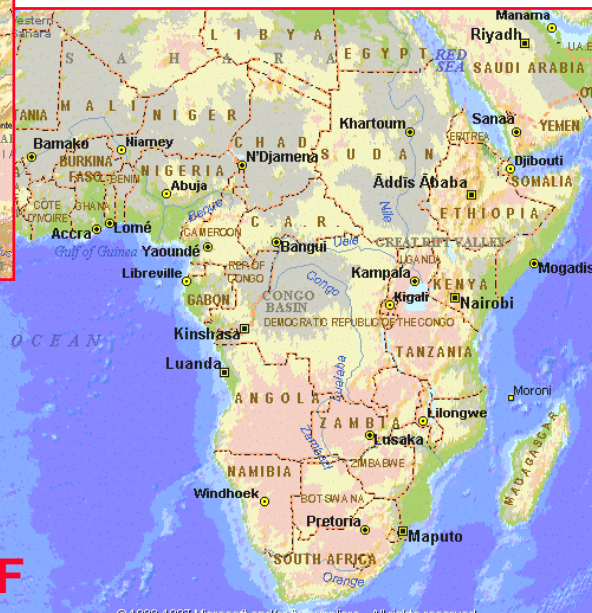
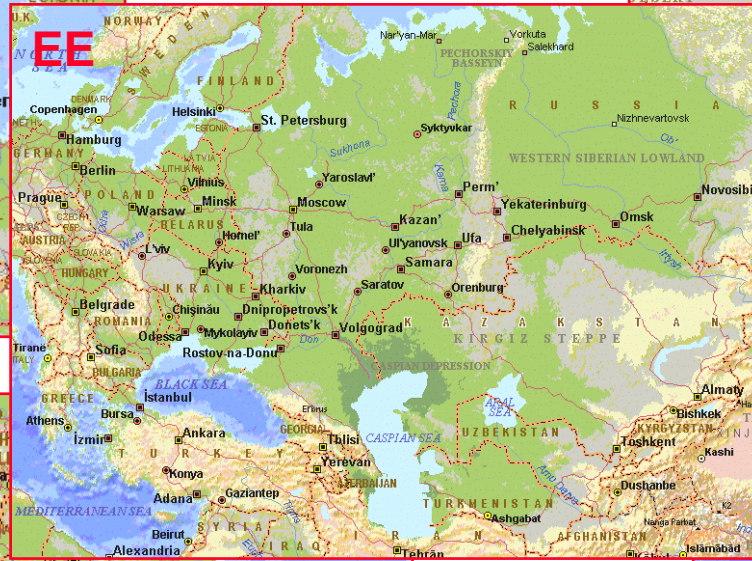
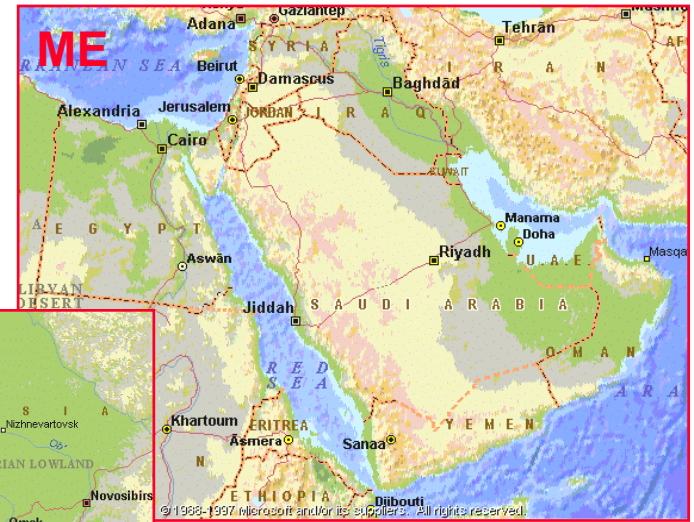
- Onderdelen van Opleiding Cost Engineering die hierbij geholpen hebben.
 - Planning en Scheduling
 - Strategisch en financieel management
 - Contract Management/Project Management
 - Quality Management
 - Focus op “Cost”
- Conclusie

Opleiding is niet uitsluitend geschikt voor het opleiden van Cost Engineers maar ook een uitstekende basis voor de stap van de techniek naar management functies.

Contract Management bij Honeywell

HPS – Europe, Middle East , Africa

Honeywell



- *Adviseren organisatie contract strategie*
- *Beoordelen en onderhandelen van Contracten en alle relevante bepalingen*
- *Leiding in contract disputen*
- *Adviseren in impact van contract bepalingen op financiële consequenties zoals cash-flow, betalingscondities en problemen met kredietwaardigheid van klanten en onderaannemers.*
- *Zorg dragen voor de juiste verzekeringsprogramma's*
 - *Beoordelen van bank garanties, Letter of Credit, Concern Garanties(Parent Company Guarantees)*
- *Ondersteuning in juridische afhandeling van claims.*

Contract Management voor de Cost Engineer

Contract Management voor de Cost Engineer

Honeywell

- *Contract Management als aparte uitgebreide module in de vernieuwde opleiding Cost Engineer 2e leerjaar.*
- *Claim en Dispute Management als module in combinatie met Contract Management in de vernieuwde opleiding Cost Engineer 2e leerjaar.*
- *Beide modules in combinatie met Project Management module*

- Wat is een Contract
 - *Eisen die de wet daaraan stelt*
 - *Onderdelen van een project contract*
- Contract Bepalingen
 - *Algemene voorwaarden*
 - *Commerciële condities*
- Contract Strategie
 - *Welke contract vorm past het best bij het project*
 - *Doorgeven van risico naar onderaannemers*

- Belangrijk voor de Cost Engineer!
 - Welke voorwaarden kunnen invloed hebben op kosten en project uitvoering?
 - ◆ Hoe manage ik deze voorwaarden tijdens de “Project life cycle”
 - Welke voorwaarden kunnen het risico profiel van een project veranderen inzake kosten?
 - Het totale overzicht!
 - Het begrip van algemene voorwaarden, teksten en begrippen (veelal in het engels)
 - Hoe manage ik de contracten van onderaannemers tijdens de “Project life cycle”?
 - Claim en dispute management. Wat te doen als je er niet meer uitkomt met de wederpartij?

- *Aansprakelijkheden en vrijwaringen (Liabilities and Indemnities)*
- *Intellectueel eigendom (Intellectual Property)*
- *Wijzigingen (Changes)*
- *Garanties (Warranties)*
- *Vertragingen en boetebedingen (Delays and Liquidated damages or penalties)*
- *Overdracht van risico en eigendom (Transfer of Risk and Title)*
- *Ontbinding (Termination)*
- *Disputen en Wetgeving (Disputes and Governing Laws)*
- *Verzekeringen (Insurances)*

Van Cost Engineer naar Contract Manager

De opleiding is hier geschikt voor

Zorg wel voor de juiste bijscholing op juridisch gebied

Ervaring in Project Management is essentieel.

Vragen ?

**Voor vragen over de opleiding Cost
Engineer**

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