



ROM

Success enablers for international construction consortiums in China and Asia: Dynamics, Opportunities and Risks



Mission

- § To create new knowledge for understanding the dynamics and challenges of major international construction consortiums.
- § To have renewing of Risk and Opportunity Management (ROM) as main viewpoint.
- § To bring together top level Asian, Chinese and Finnish scientific and industrial expertise in a premium manner.

è **New business opportunities in China and Asia**



Main working dimensions

§ Target

- To be in the forefront of creating construction business opportunities from the Finnish and Chinese perspectives.
- To build new innovative models for proactive risk and opportunity management

§ Results

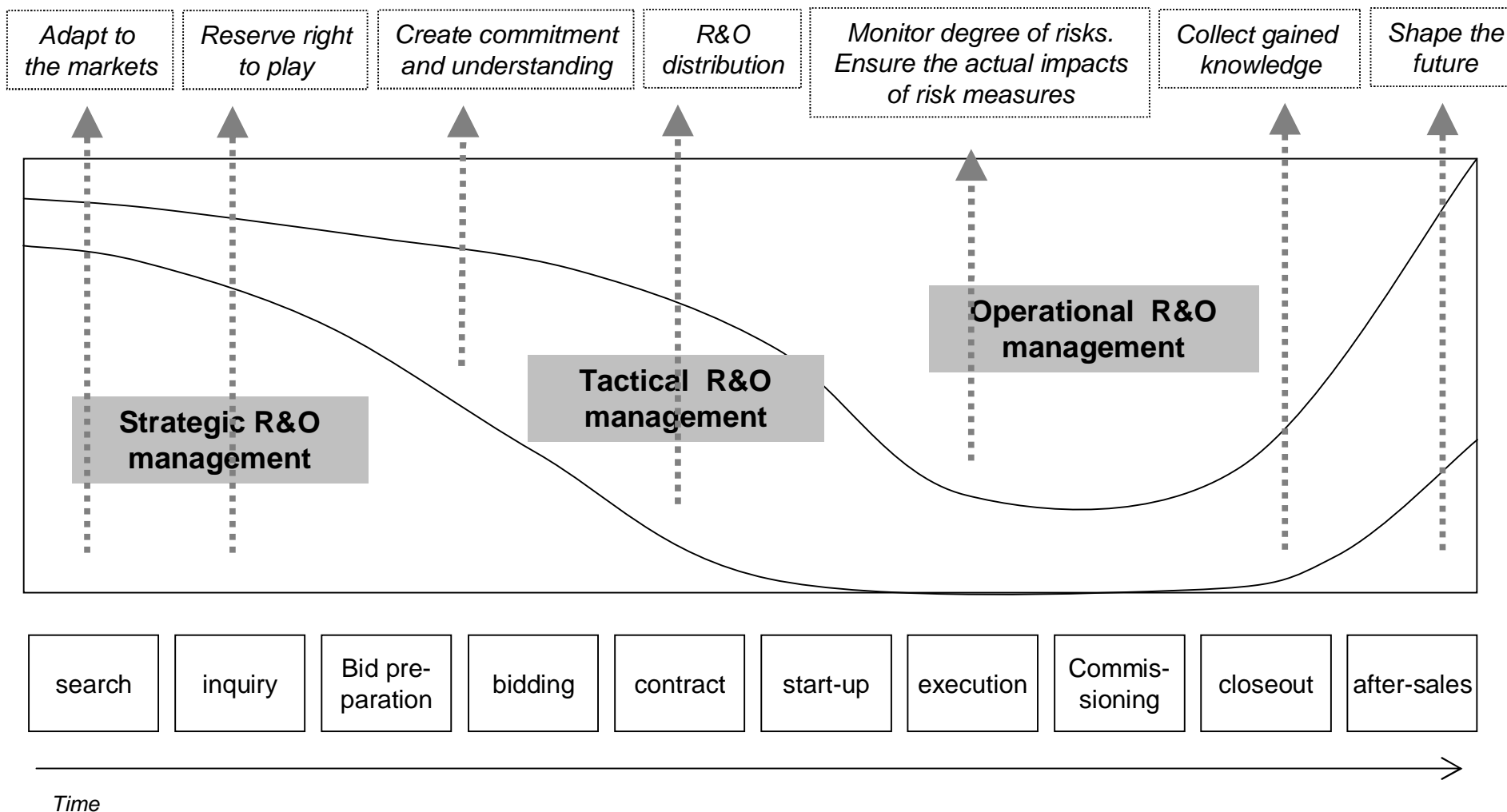
- **Concepts & Models - New alternative Risk and Opportunity Management (ROM) paradigms.** These concepts shall open new routes for joining international construction consortiums.
- **Demonstrative applications based on the developed paradigms.** These are first implications of new paradigms and after successful testing can result shortly in company training and elaborated applications.

§ Time span

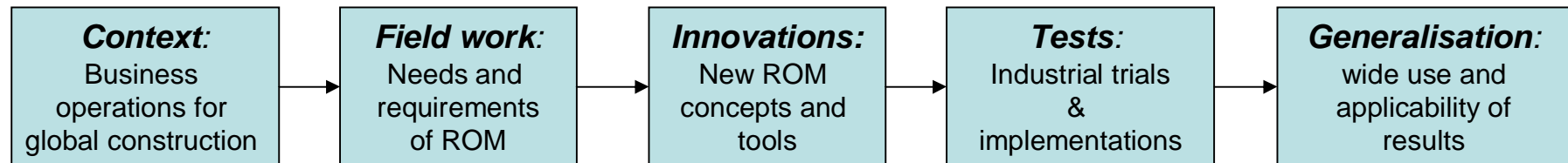
- 01.01.2009 - 31.12.2010



The Scope



Research and development approach



ROM Forum I

Objects of development to be defined with industrial partners:
i) company level operations and decision making
ii) site level operations and decision making

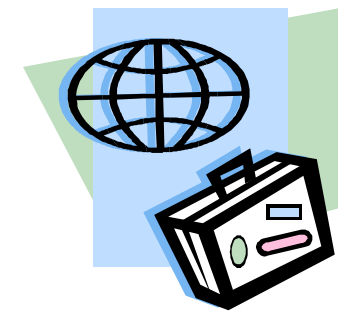
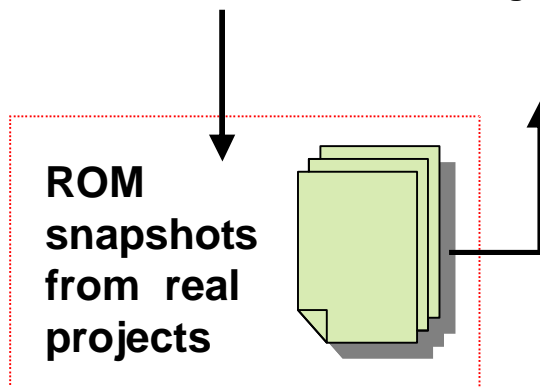
Studies with participating companies:
i) Company visits and interviews
ii) ROM events

Creation of new solutions for global construction risk and opportunity management

ROM Forum II

Presentation of potential applications in ROM events and to industrial partners; feedback and further improvements

ROM Book , publications and presentation material based on the main ROM results and experiences



Main milestones and deliverables

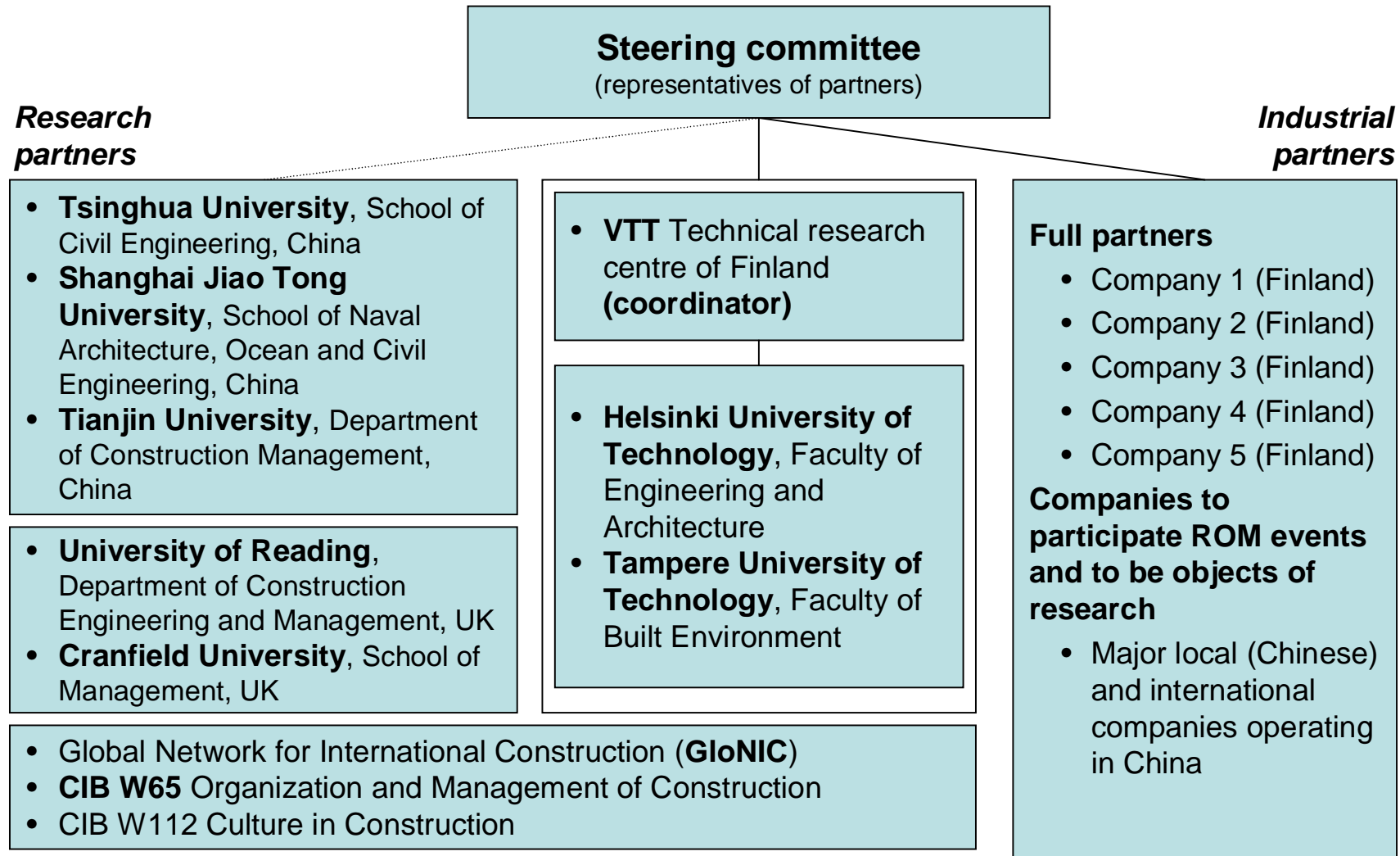
Milestone

- § **Forum I** (May 2009)
- § **Risk and Opportunity Management Snapshots** (Completed by Feb 2009)
- § **Forum II** (April 2010)
- § **Additional case explorations** (Completed by Oct 2010)
- § **"Global Network for International Construction" GloNIC kokoukset** (specific schedule)
- § **Regular steering group meetings** (4-5 times)

Deliverable

- 1. Forum I synthesis report**
- 2. Forum II synthesis report**
- 3. Case study report I: *Snapshots of risk and opportunity management in Asian construction consortiums***
- 4. Case study report II: *New risk and opportunity management approaches for international construction consortiums***
- 5. Company instruction and training material**
- 6. Conference and journal papers**

Organisation and partners



Benefits for industrial partners

***Finnish companies with Asian
business dimension***

***Chinese and Asian
construction companies***

- § **New business potential in China and its realisation**
 - *Opportunity facilitation* in International Construction Consortia
 - *Profit Extraction* in International Construction Operations
- § **Insights from analysis of local practices** (Snapshots studies)
- § **Insights based on own best practice** (Snapshots studies)
- § **Improved understanding over regional future business scenarios & developments**
- § **Networking with potential business partners and local experts**

Resources

§ Expertise and experience on risk management



*Dr. Kalle Kähkönen
Technical Research
Centre of Finland*



*Professor Roger Flanagan
University of Reading, UK
Scientific advisor*



*Professor Juhani Kiiras
Helsinki University of
Technology*



*Professor Teuvo Tolonen
Tampere University of
Technology*



*Lauri Palojarvi
Helsinki University of
Technology*

§ Local connections and industry



*Professor Dongping Fang
Tsinghua University,
Department of construction
management*

*Professor Hao Hu
Dr. Yuanbin Song
Shanghai Jiao Tong University,
School of Naval Architecture, Ocean
and Civil Engineering*

*Professor Junying Liu
Tianjin University, Department of
Construction Management*

§ Researchers from Finnish and Chinese universities

§ International research community

Contacts

Dr. Kalle Kähkönen

Technical Research Centre of Finland

kalle.kahkonen@vtt.fi

+358 40 55 33 102

Prof. Juhani Kiiras

Helsinki University of Technology

juhani.kiiras@tkk.fi

Prof Teuvo Tolonen

Tampere University of Technology

teuvo.tolonen@tut.fi