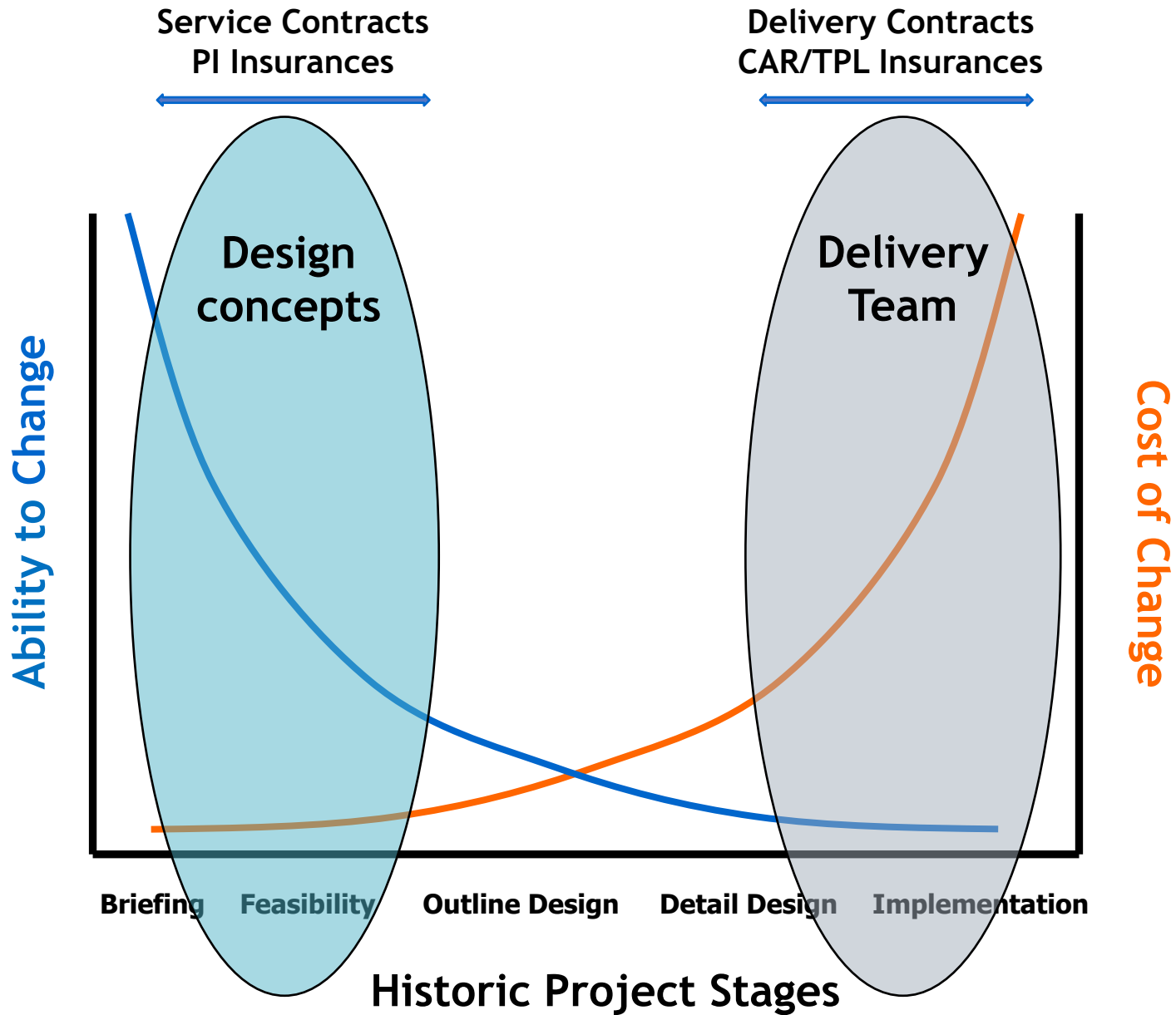


Insurance Backed Alliancing

What is it and how does it increase value?

Kevin Thomas

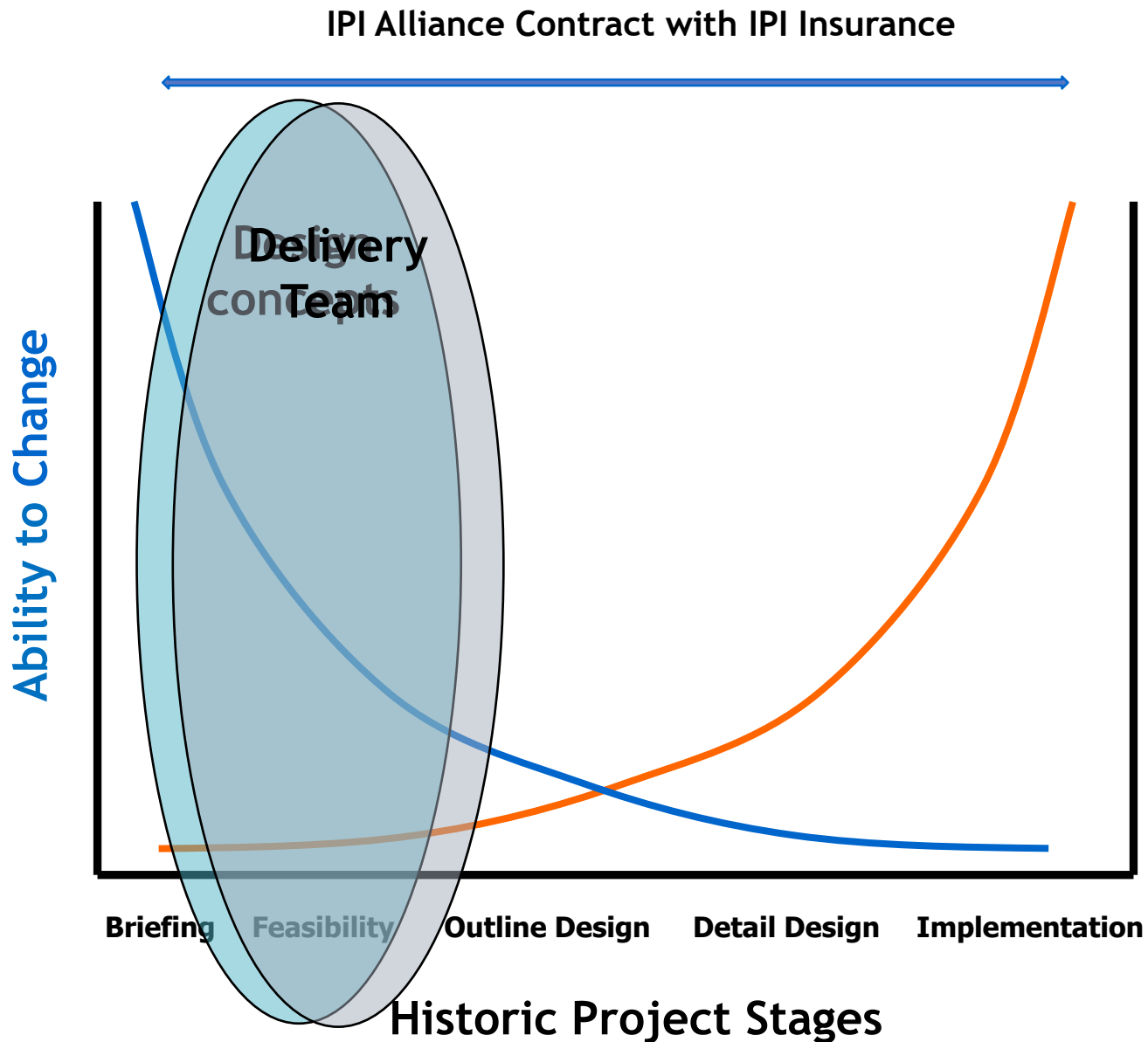
IPInitiatives MD and Chair of CE Collaborative Working Mentors



Design and Delivery Separation

What value gets lost by this?

- Clarity
- Expertise and experience
- Innovation
- R&D
- Health and enjoyment
- Ownership and commitment
- Cap Ex: Op Ex: Bus Ex



Design and Delivery Integration

Insurance Backed Alliancing (IBA)

Integrated Project Insurance - IPI Model; the first in a new generation

- Partners selected for experience, capability and behavioural competence; no solution to price
- Employer and Alliance Partners form 'virtual company' with collectively responsible for all project parameters
- All suppliers are equal members of the Integrated Project team
- Alliance works 'top down' from investment target to Fit for Defined Purpose completion
- All information is open book - only one version of the truth
- Profit earned on people deployed not spend turnover
- No blame/claim provisions with gain/painshare mechanism incentives all
- Integrated Project Insurance (IPI) includes cost overrun and 12 years LDI – covers all
- Everyone knows their maximum liability in advance

IPI Model In A Nutshell

The whole process being
Facilitated and Assured by
3rd party experts

Results



Dudley Advance II - £11.7m

Net client reinvestment benefit 6.5%

Building operates at 50% energy consumption of sister benchmark building

Regional & National Winner of 2018 CE Collaborative Working Award

Museum of Making - £17.0m

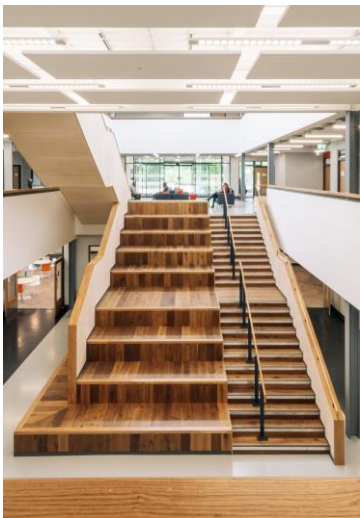
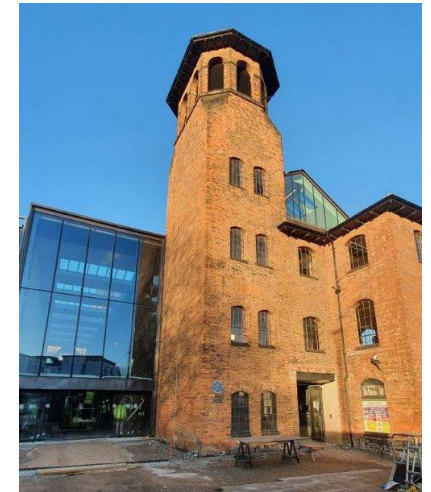
Potential £1.6m cost & 5 months of delay mitigated to £54k & 4 weeks

Only project to achieve Covid 19 crisis funding from the Heritage Fund

2021 Building Refurbishment Project of the Year and Construction

News Project of the Year

Winner of 5 CE Regional awards including Project of the Year



Black Country & Marches Institute of Technology - £23.1m

Completed early with a gainshare of £275k

Final cost betters DfE baseline by £58/m²

Building operates with 24% less energy consumption than Advance II

2021 Winner of CE Regional Integration & Collaborative Working Award

Results



Dudley Advance II - £11.7m

Net client reinvestment benefit 6.5%

Building operates at 50% energy consumption of sister building

Regional & National Winner of 2018 CE C

Stop Press – IPI Model now ready to be licenced

Potential C

Heritage Fund
Year and Construction

including Project of the Year

ate of Technology - £23.1m

gainshare of £275k

betters DfE baseline by £58/m2

building operates with 24% less energy consumption than Advance II

2021 Winner of CE Regional Integration & Collaborative Working Award

