

Streamlining & Adapting: A Unified Approach

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**INTERNATIONAL
TELECOM**

Presenter Profile

- Studied Business at the University of Western Ontario (minored in Psychology/Law)
- Joined the telecom industry in 1998, with IT-International Telecom
- Based in Montreal Canada office, started in a Commercial and Contracts role, now in Project Management.
- Participated, as Author, in SubOptic 2007 in Baltimore
- Currently involved in South American and Australian projects



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Submarine Telecom Industry

What we do: Conduct large-scale global projects within a close-knit niche market



Concerns:

- *Do we take advantage of this small community aspect?*
- *Can we manage our time, resources & costs better?*

Solutions:

- *Streamline & standardize as an industry*

Purpose: Generate Interest & Support

- **How?**

- Shed some light
- Apply a realistic and current view

- **Why?**

- Inspire idea generation, “Think Tank”
- Eliminate unknowns via standardization



Questions to Ask Ourselves



Do we rely too heavily on the **past**?

Do we **complicate our processes** ?

What in fact is **critical** or Overload?

Industry Wide Agreement

- **Industry players, Clients, Suppliers, and Subcontractors**
Place competitive tendencies aside & take a realistic look at adaptation possibilities
- **Areas to consider:**
 - Pre-set concepts, terms
 - Definitions
 - Deliverables
 - Processes through all stages of a project
- **Allocate more time and focus on critical issues**



Let's Brainstorm!

INSURANCE COVERAGES & CERTIFICATES

- Are there certain **portfolios that encompass all we need** for our Marine applications and personnel insurance?
- We can save both time and money spent in the contract negotiation process

PERMITTING

- Can we streamline a global permitting process?
- Burial, cable and pipeline crossings
- Territorial waters and economic zones
- Marine authorities notification

Acceptance & Test Procedures

- Limited amount of relevant testing, logging and verification required
- Define *common & critical* Acceptance requirements via a realistic group analysis, even with technology advances
- Streamlined & efficient data presentation

Operational and Deliverables Components



- Quality and Project Management Plans
 - Vessel daily reports, monthly reports
 - Desktop studies
 - Route Position List issues
 - Final Reports
- Charting deliverables
 - Cable-crossing notifications
 - General public and mariners
 - Training



Optimize Re-Occurring Documents

At a project level: QP, PMP, OHS&E requirements can be streamlined for Client

- **Subcontracting & Partnering → Raises need to standardize, present a uniform package to client, better understanding and clarity**

Improve resource management → Better Product with Lower Costs?

Surveying Standards

- **Gray areas exist within the Nav / Survey and Charting world**
 - Affects contract, engineers, manufacture, install...
 - And leads to → contract variations → revisions → misunderstandings
 - Let's agree and make progress
- **...Improve on:**
 - Chart production & printing costs
 - Surveyors labor post revisions
 - Clarity of charts for Clients, Mariners, Industry
- **How about** – 1 current, fully informed cable/chart database... the opportunity is open...

This Has Been Addressed Before?

- Credit to ICPC, SubOptic, and similar groups

Let's lend a hand, with a specialized team and help with **advocating**

- With interest and agreement, we must remain consistent and current
- Who will “*police*” to ensure and monitor implementation?
- What steps do we take to start this process?

How Do We Really Do This?

- ***Focus - Interest & Motivation, Group Work / Agreements - Observed Rollout***
- Volunteers?
- Poll / Survey the Industry, with Commenta
- Establish a 'think-tank'
- Review Sessions at end of Industry conferences
- Piggy-back (SubOptic) Standard Contract template realization
- Other standards exist, Any Suggestions made here?



Concluding Remarks / Reminders

- Take advantage of our niche market, a *close-knit-community*, have a unified approach
...Chivalry may improve business?
- Implementation-wise : Increase efficiency, improve costs & product, focus clients and peers with Effective Standardization
- Streamlining is available at all tiers of a project, company, industry
- Success through group learning / past experiences
- Adapting to common goal, current trends and technology

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