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COURSE BROCHURE

# Advanced EPCIC and Shipyard Contracts Management Training Course

26 July – 6 August 2027
Milan

# Advanced EPCIC and Shipyard Contracts Management Training Course

**Ref:** 1268_47697 **Date:** 26 July – 6 August 2027 **Location:** Milan **Fees:** 12400 GBP

EPCIC and shipyard contracts management is a 2-week advanced training course for contract managers, project managers and commercial leads on offshore installation and yard-built projects, and each participant builds a contract risk and claims register for one live EPCIC or shipbuilding contract. Offshore and fabrication projects now carry tighter margins, longer supply chains and heavier liquidated damages exposure, so the wording of each clause decides who pays when work slips. Jupiter Prime Training treats EPCIC and shipyard contracts management as a commercial discipline built on clause logic and evidence.

## Why EPCIC and Shipyard Contracts Management Matters Now

Three forces shape EPCIC and shipyard contracts management today: operators pushing more interface risk onto lump-sum contractors, yards and installation fleets running near capacity, and lenders and insurers reading indemnity regimes before they commit. A company that allocates risk clearly recovers variations, defends delay and keeps disputes small; one that signs loose scopes absorbs cost overruns, unrecoverable standby and long arbitrations. The course rests on the knock-for-knock indemnity model, recognised delay analysis methods such as Time Impact Analysis TIA, and standard industry charter forms for offshore support and construction vessels.

## Who Gains Most from EPCIC and Shipyard Contracts Management

- Those who draft, negotiate and administer EPCIC and offshore installation agreements
- Those who manage yard newbuild, conversion and module fabrication contracts
- Those who prepare, price and defend variation orders and change requests
- Those who build delay, disruption and extension of time submissions
- Those who charter installation, heavy lift and support vessels for projects

Project commercial teams gain most when contract, planning and marine staff attend together, because indemnities, schedules and vessel charters then get read as one risk picture.

## EPCIC and Shipyard Contracts Management Capabilities

Participants turn clause wording, schedules and site records into positions they can price, notify and defend against an operator, a yard or a vessel owner.

- Assess risk allocation across engineering, procurement, fabrication, transport and installation scopes — bid and no-bid decisions
- Design knock-for-knock indemnity and insurance matrices across the contractor chain — insurers and subcontract negotiators
- Calculate liquidated damages exposure and caps against schedule float — project directors and finance
- Build variation and claim submissions with notice, causation and quantum — client commercial teams
- Apply delay analysis methods to yard and offshore schedules — extension of time negotiations
- Weigh negotiation, expert determination and arbitration routes for disputes — senior management and legal counsel

## Key EPCIC and Shipyard Contracts Management Terms

- EPCIC — Engineering, Procurement, Construction, Installation and Commissioning: a single contract covering an offshore facility from design to start-up.
- Knock-for-knock — An indemnity regime where each party bears loss to its own people and property, whoever caused it.
- Liquidated damages — A pre-agreed sum payable for late completion or shortfall, replacing proof of actual loss.
- Variation order — A formal instruction changing scope, sequence or specification, with an agreed effect on price and time.
- Time Impact Analysis — A delay method that inserts an event into the current schedule to measure its effect on completion.
- Weather window — The period when sea states allow offshore lifts, tows or pipe-lay to proceed safely.

## EPCIC and Shipyard Contracts Management Day by Day

## Day 1: Contract Models for Offshore and Yard Projects

- Lump-Sum, Reimbursable and Hybrid EPCIC Models — Contract Strategy Selection
- Shipbuilding and Conversion Contract Structures — Yard Payment Milestone Design
- Contract Package Interfaces Across the Scope — Gap and Overlap Control
- Company Provided Items and Free Issue Materials — Liability for Late Supply
- Order of Precedence and Document Hierarchy — Resolving Conflicting Requirements

## Day 2: Risk Allocation and Pricing

- Risk Allocation Matrix by Scope Phase — Pricing Contingency in Bids
- Site Conditions and Seabed Data Clauses — Ground Risk Ownership
- Design Responsibility and Fitness for Purpose — Engineering Liability Limits
- Limitation of Liability and Exclusion of Consequential Loss — Exposure Caps
- Bid Clarifications and Qualifications Log — Pre-Award Negotiation Positions

## Day 3: Indemnities and Insurance

- Knock-for-Knock Indemnity Structures — Contractor Group and Company Group Definitions
- Pollution and Well Control Indemnities — Catastrophic Loss Allocation
- Construction All Risks and Marine Insurance Cover — Insurance Gap Review
- Back-to-Back Indemnities in Subcontracts — Flow-Down Consistency
- Third-Party Liability and Mutual Hold Harmless Schemes — Multi-Contractor Fields

## Day 4: Shipyard Contract Administration

- Yard Specification, Makers List and Plan Approval — Owner Supervision Rights
- Stage Payments, Refund Bonds and Security — Yard Insolvency Protection
- Sea Trials, Deadweight and Speed Criteria — Rejection and Price Reduction
- Permissible Delay and Force Majeure at the Yard — Delivery Date Adjustment
- Owner Warranty Representative and Defects Period — Post-Delivery Warranty Claims

## Day 5: Offshore Installation and Vessel Charters

- Installation Vessel Spread and Mobilisation Terms — Day Rate and Lump-Sum Mix
- Time Charter Forms for Offshore Support Vessels — Off-Hire and Owner Liability
- Weather Downtime and Standby Rates — Weather Risk Sharing
- Heavy Lift and Transport Contracts — Cargo Damage and Sea-Fastening Liability
- Marine Warranty Surveyor Approvals — Readiness for Tow and Lift

## Day 6: Variations and Change Control

- Change Request and Variation Order Procedure — Instruction Authority
- Constructive Change and Disputed Instructions — Protecting Entitlement
- Variation Pricing from Schedules of Rates — Valuation Method Choice
- Notice Clauses and Time Bars — Preserving Claim Rights
- Change Register and Commitment Tracking — Forecast Final Cost

## Day 7: Delay, Disruption and Liquidated Damages

- Time Impact Analysis on Yard and Offshore Schedules — Extension of Time
- Windows and As-Planned Versus As-Built Analysis — Retrospective Delay Proof
- Concurrent Delay and Critical Path Ownership — Apportioning Responsibility
- Liquidated Damages Rates, Caps and Milestones — Exposure Modelling
- Disruption and Loss of Productivity Measurement — Prolongation Cost Recovery

## Day 8: Claims Preparation and Quantum

- Claim Narrative, Causation and Entitlement Mapping — Submission Structure
- Contemporaneous Records and Daily Progress Reports — Evidence Strength
- Quantum Build-Up for Standby, Vessel Spread and Overheads — Cost Recovery
- Subcontractor Pass-Through Claims — Chain Liability Management
- Counterclaims and Set-Off Positions — Commercial Settlement Leverage

## Day 9: Dispute Avoidance and Resolution

- Escalation Ladders and Senior Management Meetings — Early Settlement
- Expert Determination for Technical Disputes — Speed Versus Finality
- International Arbitration Clauses and Seat Choice — Enforcement Prospects
- Termination for Default and Convenience — Exit Cost Allocation
- Close-Out Agreements and Final Account Settlement — Releasing Retentions

## Day 10: Practising the Contract Risk and Claims Register

- Clause Review of a Sample EPCIC Agreement — Applying Risk Allocation Methods
- Indemnity and Charter Gap Check — Applying Insurance and Vessel Terms
- Delay Event Analysis on a Yard Schedule — Applying Extension of Time Methods
- Variation and Claim Entries with Notices — Applying Change Control
- Contract Risk and Claims Register — Exposures, Entitlements and Next Actions

## Applying EPCIC and Shipyard Contracts Management After the Course

- Map every indemnity, liability cap and liquidated damages clause in a current EPCIC or yard contract into a risk allocation matrix and brief the project team on gaps.
- Run a Time Impact Analysis on the three largest open delay events and issue any notices that the contract time bars require.

## EPCIC and Shipyard Contracts Management Questions FAQ

### What is EPCIC and shipyard contracts management, and why does it matter now?

It is the control of risk, change and claims in offshore and yard-built project contracts. It matters now because tight yard capacity, costly vessel spreads and heavy liquidated damages turn every unclear clause into a direct loss or a recoverable claim.

### Which roles gain most from EPCIC and shipyard contracts management skills?

Contract managers, project managers and commercial staff gain most. Planners who build delay cases and marine staff who charter installation vessels also gain, because their records and charter terms decide whether a variation or extension of time succeeds.

### How does an EPCIC and shipyard contracts management course differ from a general contract law course?

It applies contract principles to offshore and yard projects. You work with knock-for-knock indemnities, vessel charters, sea trials, weather downtime and delay analysis on real schedules, while a general contract law course covers formation, interpretation and remedies across all industries.

## What do you bring back from EPCIC and shipyard contracts management training?

You bring back a contract risk and claims register for one of your own contracts. It lists clause exposures, indemnity gaps, open variations, delay events, notice deadlines and quantum estimates, ready for your project commercial meetings.

## EPCIC and Shipyard Contracts Management: The Way Forward

The contract risk and claims register gives a project one record of exposures and entitlements across the operator, yard and vessel owners. Its first use is usually a decision to issue or settle a delay claim, read by the contract manager, project director and legal counsel. Revisit the indemnity and charter sections whenever a new vessel or subcontractor joins the spread.