

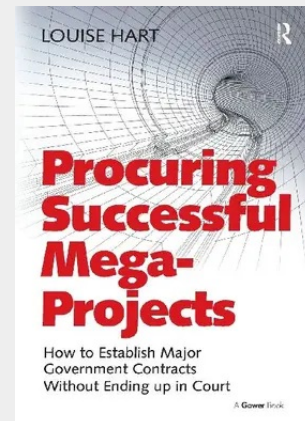
Hart

Procuring Successful Mega-Projects

How to Establish Major Government Contracts Without Ending up in Court

Mega-projects descending into chaos and litigation embarrass governments all over the world, as the public sector presides over fiascos that waste billions and destroy reputations. Inquiry after Inquiry finds the damaging and costly failures of major government projects can be traced back to the contract establishment process. Procuring Successful Mega-Projects, is a mentor's guide for project directors, providing frank, fearless, practical advice on how to set up a major government contract that won't end up in court. It's all there: - How to develop and negotiate a contract that doesn't contain undeliverable obligations or perverse incentives but does contain the necessary provisions for successful project management. - How to navigate the pitfalls of the public sector environment, from hiring freezes and governance frameworks to the complexities of managing the relationship with the Minister. - How to select and manage the lawyers and other advisers, build the adviser-client relationship and recognise that unwelcome advice may not be unhelpful. - How to structure and follow a bullet-proof procurement process that is fair to bidders and delivers great outcomes. Procuring Successful Mega-Projects is essential reading, not just for the project director, but for everyone with a stake in the success of a mega-project: public sector executives; Ministers; private sector tenderers; infrastructure lenders; legal, financial and technical professional service providers; and procurement and project management professionals.

Mistakes on mega-projects continue to embarrass Governments all over the world. No country has been immune from such fiascos, but the failures are eminently avoidable - if you know how. Governments don't need the costs of failure, they don't need the aggravation. They do need Louise Hart's Procuring Successful Mega-Projects. Within the context of I



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