



**PROCSA**  
Professional Consultants Services Agreement Committee



(Professional Consultants Services Agreement Committee)

CORPORATE TRAINING FOCUSED ON RESULTS

[www.contractsondemand.co.za](http://www.contractsondemand.co.za)

# PROCSA WORKSHOP ON THE NEW PROFESSIONAL AGREEMENTS

This Workshop has been organised to provide Professionals in the Building & Construction Industry with a detailed understanding of the application of the new Professional Agreements.

It will also provide invaluable knowledge about the Stages of Work and the Roles and Responsibilities of the members of the Professional Team.

The Speakers are all well known and respected Professionals in the industry, who have a wealth of experience in applying their knowledge to maximise profitability.

**Included in the price of the Workshop is an annual subscription to the PROCSA Electronic Service worth R947**

**PROCSA WORKSHOP** <sup>(SW4)</sup>  
**Cape Town 2010**

**18th November 2010**

<b>Venue:</b>	Edward Nathan Sonnenbergs - Attorneys 1 North Wharf Square Lower Loop Street Foreshare Cape Town 8001
<b>Time:</b>	10h00 to 17h00
<b>Networking Buffet Lunch:</b>	13h00 to 14h00
<b>Provided:</b>	Workbook per Delegate Attendance Certificate per Delegate for CPD Points where applicable.
<b>Registration of Delegates:</b>	On a first-come-first-serve basis

## Delegates will:

- Understand more about the application of the PROCSA Terms & Conditions & Addenda Documents
- Become more knowledgeable regarding the PROCSA "Scope of Services" Documents
- Receive invaluable advice relative to 'Stages of Work' as detailed in the PROCSA Matrix Document
- Learn how to define the Roles and Responsibilities on particular Projects
- Learn how to use the PROCSA Electronic Service
- Learn how to maximize your fees
- Have the opportunity to ask the experts pertinent questions
- Network with potential Clients and future colleagues

## Who Should Attend:

- *Clients / Employers*
- *Principal Agents*
- *Principal Consultants*
- *Architects*
- *Consulting Engineers*
- *Project Managers*
- *Quantity Surveyors*
- *Government Departments*
- *Building Contractors,*
- *Building Sub-contractors.*

## Workshop Programme

**Start 10h00 Introduction** **Adrian Michie** **10min**  
**Contracts On-Demand**

**10h10-10h45**  
**PROCSA Organisation & History** **Speaker: Charles Israelite** **35min**  
**(PROCSA)**  
 Executive make-up  
 Development of Documents  
 Document Editions  
 Future Plans  
 The PROCSA Website

**10h45 -11h30**  
**PROCSA Documents and their use** **Speaker: Stan Segal** **45min**  
**(Segal Architects)**  
 Terms & Conditions  
 Scope of Services

**Tea 11h30-11h45**

**11h45 -12h30**  
**The Matrix Document & Stages of Work** **Speaker: Charles Israelite** **45min**  
**(SIP Project Managers)**  
 Use of the Matrix Document  
 Stages of Work

**12h30 -13h00**  
**The PROCSA Electronic Service (PES)** **Speaker: Cliff Hayim** **30min**  
**(Contracts On-Demand)**  
 Contracts On-Demand Electronic Service (CODES)  
 PES Use

**Networking Buffet Lunch 13h00-14h00**

### AFTERNOON – THE PROFESSIONAL ROLES

**14h00 -15h00**  
**Role of the Employer / Development Manager** **Speaker: Ian Alexander** **60min**  
**(SAIA)**  
 Relationships  
 Responsibilities  
 Some recommended procedures  
 State (CIDB) vs Private Sector Approach

**Tea 15h00 -15h15**

**15h15 -16h15**

# Roles of the Project Manager, Principal Agent and Principal Consultant

Speakers: Charles Israelite & Stan Segal  
60min

Relationships  
Responsibilities  
Some recommended procedures

16h15 -16h45

## Panel Questions & Answers

30min

Note: 5 to 10 minutes in each section will also be devoted to Questions & Answers.

16h45 -17h00

## Closing

Adrian Michie

15min

### Speakers:

The Workshop Speakers were selected for their extensive knowledge and experience in the application of Professional Agreements and in particular, the new PROCSA Documents. Most of the Speakers are Members of the PROCSA Executive.

### Investment:

**Cost: R 2 995,00 per Delegate (excl. VAT).**

**Duration: Full day**

**Workshop Fee Includes:** Workbook providing comprehensive documentation, a Certificate of Attendance. Networking Lunch Buffet, an annual subscription to the PROCSA Electronic Service and a copy of the PROCSA Terms & Conditions Document.

**CPD Points:** The Workshop qualifies for CPD points from the following: ASAQS, SAIA, CESA, ACPM.

**Multiple Delegate Discounts:** Registration of more than two Delegates from one company, attract discounts.

### Early Bird Offer

Companies that book before 31<sup>st</sup> July 2010 will enjoy a discount of R495 per Delegate.

For registration, please  
e-mail us on: [contractsondemand@mweb.co.za](mailto:contractsondemand@mweb.co.za)  
or call us on: +27 087 940 9656

## The Organisations offering this Workshop

### **PROCSA:**

**Professional Consultants Services Agreement Committee publishes the Client/Consultant Professional Services Agreement comprising of a suite of documents prepared to regulate the terms of engagement between the client and the consultants. It was compiled in the interests of standardisation and good practice in the construction industry on a mandate from its following constituent bodies: AAQS, ACPM, ASAQS, CESA, SABBACO, SAIA, SAPOA.**

### **Edward Nathan Sonnenbergs:**

**Edward Nathan Sonnenbergs is one of the leading law firms in South Africa. The company has an extensive blue-chip client base of major domestic and international clients, banks, financial institutions, state authorities and Building and Construction organisations. Its wealth of experience in Building and Construction enables it to assist with your own unique business challenges and other issues that require legal insight and advice.**

### **Contracts On-Demand:**

**Contracts On-Demand is a leading company in the organization, management, marketing and selling of Contractual Training Workshops for the Building and Construction Industry. The company also develops and runs Contractual Electronic Services, including the JBCC and PROCSA Electronic Services.**