



Contract Management and Service Procurement in Projects Project Management Club

Time: 26th January 2010 at 2 pm to 5.00 pm
Place: The Tritonia Academic Library, Vaasa, Nissi-auditorium
(Yliopistonranta 7)
Target group: Companies and students. Everybody working with and interested in projects

Programme:

14.00 – 14.10 Welcome, *Marja Naaranoja, University of Applied Sciences*
14.10 – 15.10 Proactive Contract Management in International Projects:
A reliable foundation for successful projects and strong supply chains

"Contracts are too important to be left to lawyers alone!"

Helena Haapio, LL.M., MQ (Master of Laws, Master of Quality, PhD Candidate at the University of Vaasa), Contract Coach, Lexpert Ltd

15.10 – 15.30 Coffee and refreshments

15.30 – 16.30 Service Procurement - an important part of project management

Proactive Service Procurement Practices: a research project

Katri Rekola, M Sc (Eng.), Ph.D (Econ.), Management consultant, Rekola Design

16.30 – 17.00 Discussion and summary of the day

Marja Naaranoja, Helena Haapio, Katri Rekola

Short discussion after the presentations and a longer discussion at the end of the day

Language: English

Fee: Free of charge, but registration beforehand is required.

Registration: By 21st January, Mikael Hallbäck, Levón-institute / University of Vaasa, mikael.hallback@uwasa.fi, 050-469 3747

Presentation of the speakers

Helena Haapio, LL.M., MQ (Master of Laws, Master of Quality, PhD Candidate at the University of Vaasa), works as Contract Coach with Lexpert Ltd (www.lexpert.com). She helps her clients become more successful by applying a *proactive approach*; one that helps them achieve better results and stay out of legal trouble. She also acts as arbitrator. Before founding Lexpert Helena served for several years as in-house Legal Counsel for Wäertsilä Group in Finland, Norway, Sweden and the US. She is the co-author of the book *Industrial Services and Service Contracts – A Proactive Approach* (Helsinki 2009) and the editor of the book *A Proactive Approach to Contracting and Law* (Turku 2008). Her articles have appeared in many business and professional publications, and she regularly conducts corporate training workshops in various parts of the world on topics related to proactive contracting and contractual risk management. She is actively involved in the development of the Nordic School of Proactive Law (www.proactivelaw.org), the ProActive ThinkTank (www.proactivethinktank.com), the International Association for Contract and Commercial Management (IACCM), and IACCM Finland. She acted as Expert in drawing up the European Economic and Social Committee's (EESC) Opinion on *the Proactive Law Approach: a further step towards better regulation at EU level* published in the Official Journal of the EU in July 2009. She can be contacted at helena.haapio@lexpert.com.

Katri Rekola, M Sc (Eng.), Ph.D (Econ.), works as a management consultant with a Finnish consulting company, Rekola Design. The company helps their customers – many of them global manufacturing companies - create and provide successful, good-quality B2B services. Focus areas include service innovations, development and design, service quality improvement, and offering management. Before starting the company in 1997, Katri worked in several IT companies as a software expert.

Besides her doctoral thesis *Product-centric Service Development – Tools and Methods* (2006), Katri is the author of three books on services: *Developing Product-Centric Services in Industrial Companies* (2003), *Testing Industrial Services* (2005) and *Service Design: A Competitive Edge* (2007), published by The Federation of Finnish Technology Industries. Katri has also co-authored a book called *Industrial Services and Service Contracts – A Proactive Approach* with Helena Haapio, published in July 2009 by The Federation of Finnish Technology Industries.

Katri has published several articles on service design and development and given presentations at European and US events.