

The Changing Landscape in Contracting

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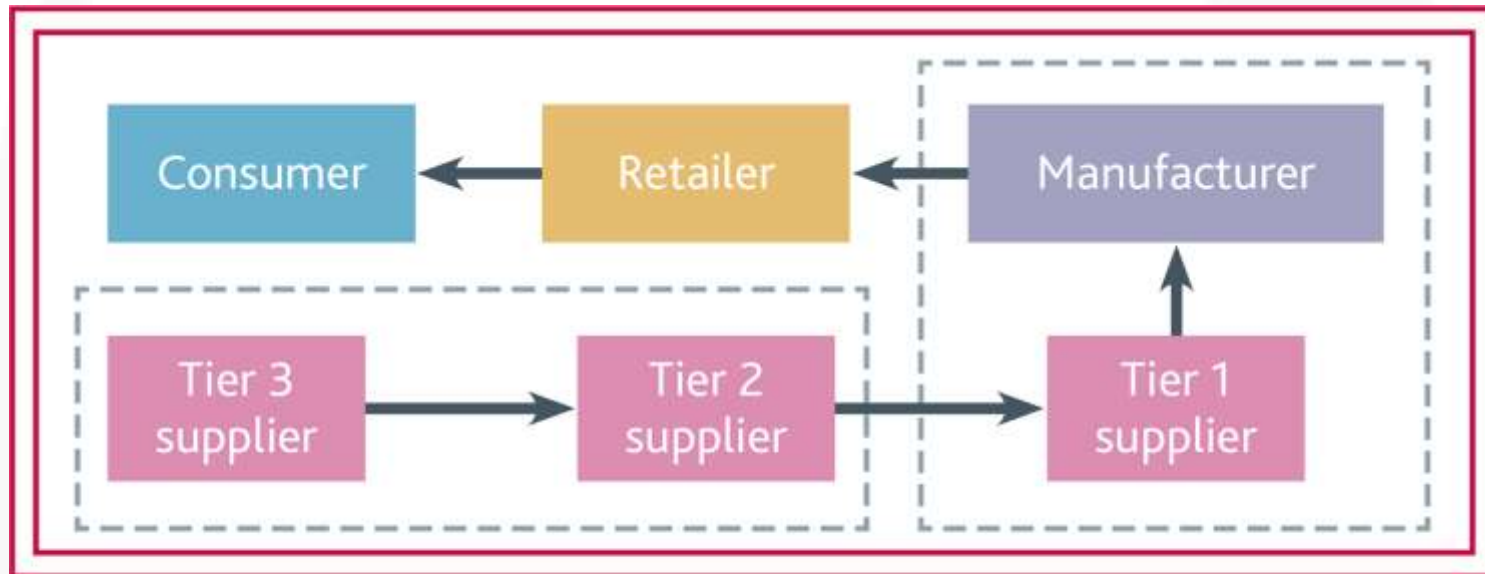


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Agenda

- Traditional supply chain contracting models
- Drivers for change
- New ways of contracting
- Barriers to change

Traditional models



----- Linear contracts

==== Multiparty/behavioural contracts

Drivers for change

Servitisation

Technology

Competition

Automation

Complex projects

Sophisticated procurements

Drive for innovation

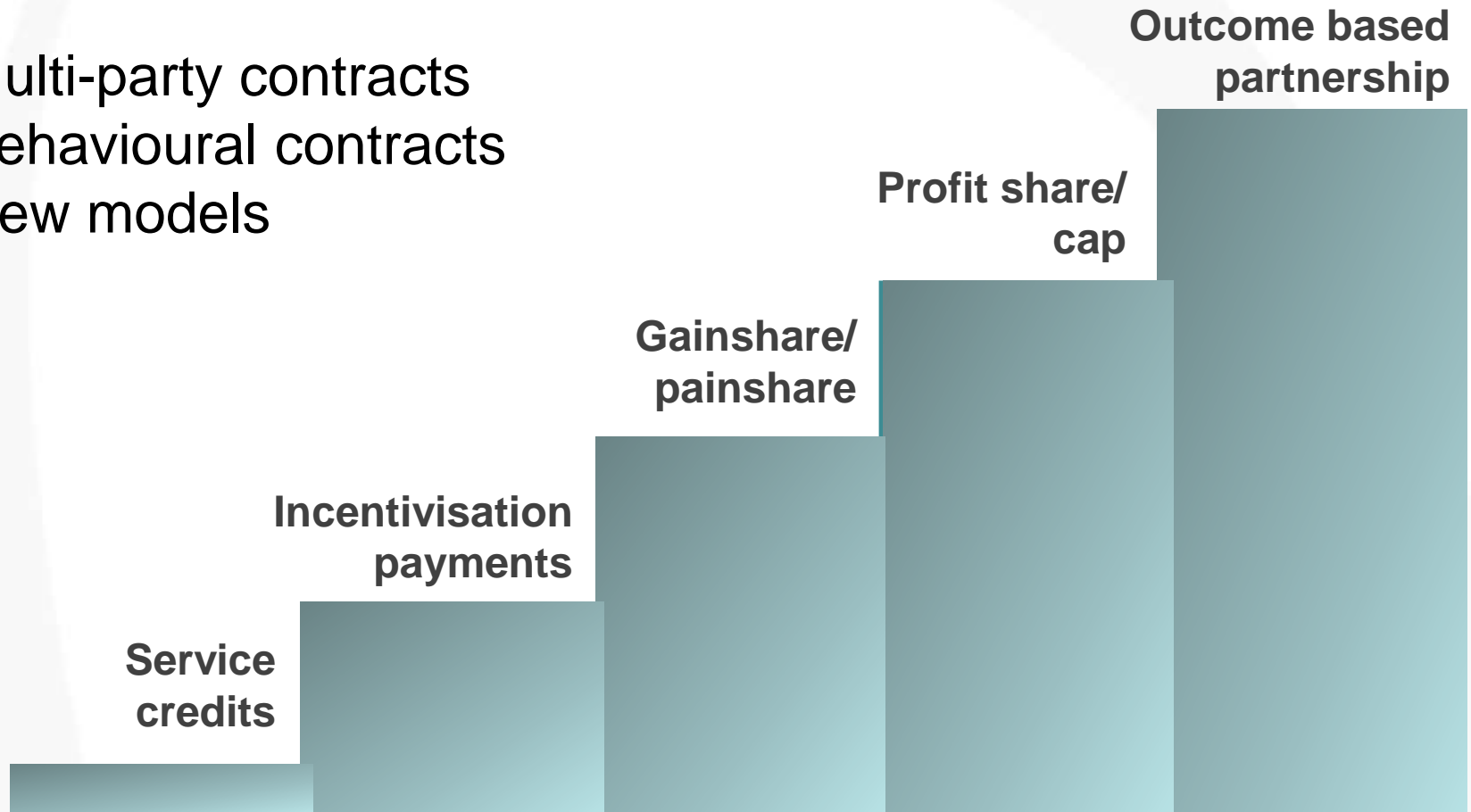
Connectivity

Dynamic markets

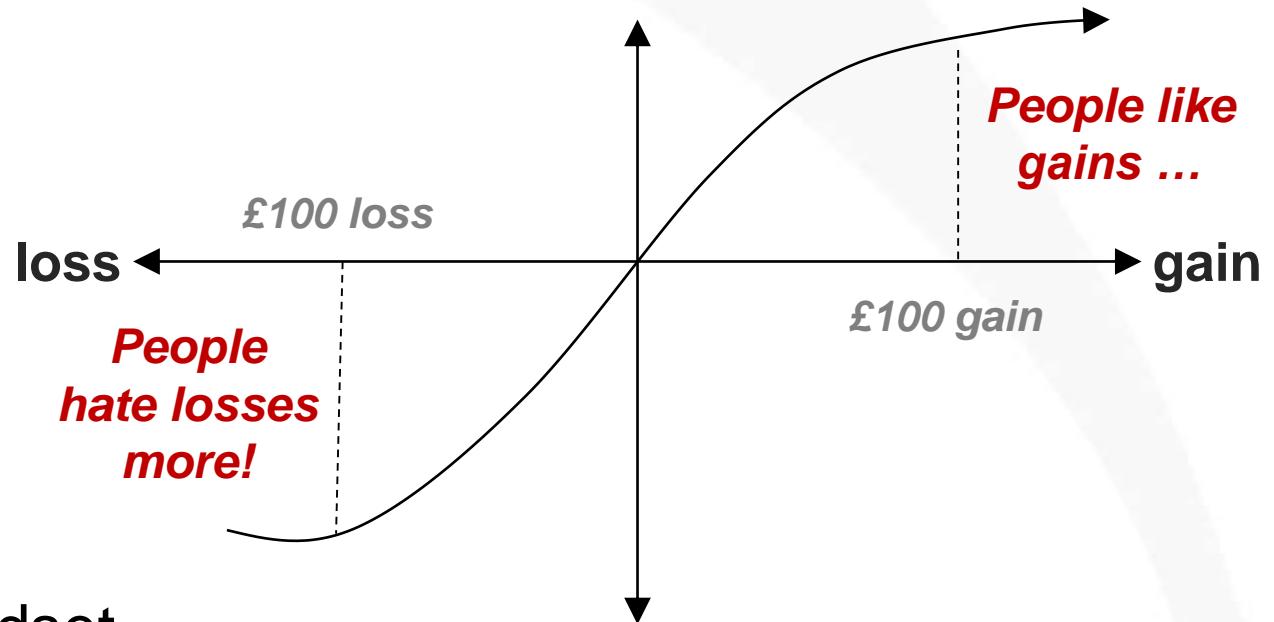
Changes in customer demand

New models

- Multi-party contracts
- Behavioural contracts
- New models



Barriers to change



- Psychology
- Change in mindset
- Culture
- Fear of the unknown
- Close working with project teams

Questions



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