

Turner International, LLC

How Does a Foreign Contractor Achieve Success in Moscow?

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Revaluing Construction 2007 – CROSSING BOUNDARIES

Copenhagen / Malmö October 2007

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Turner International, LLC - Background

- Worked in 53 Countries in over 40 years
- 55 Active Projects in 26 Countries
- Construction Volume of \$19.7 B USD
- Staff of 800
- Providing Construction Consulting and Management Services - “Brains not Bricks”

Turner International Experience



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Building the Skylines of the Future



Burj Dubai
Skidmore, Owings & Merrill

Doha Convention Center and Tower
Murphy Jahn Architects

Taipei 101 ^{Completed}
C.Y. Lee

Al Hamra & Firdous
Skidmore, Owings & Merrill

Federation Complex
NPS Tchoban Voss

Palacio de la Bahia
Jesus Diaz

Financial Tower
Zapata / AREP

Zayed Center
Hellmuth, Obata & Kassabaum

Тернер Интернэшнл LLC

Как подрядчику-иностранцу добиться успеха в Москве?

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History

- The High Rise
- The Super High Rise
- The Mega Project
- The Opportunity

Turner International, LLC

**Многофункциональный Комплекс Федерация
(Federation Multi-Complex)**



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Federation Multi-Complex

- Location - Moscow International Business Centre – “Moscow City”
- Owner - Mirax City (Mirax Group)
- Architect - NPS Tchoban Vos
- Total area - 417,589 sq m (4,493,258 sq ft)
- “Podium”, Tower East (93 floors/354 m), Tower West (63 floors)
- Mix Use - Office, Apartments, Hotel and Retail in the “Podium”
- Construction Start – December 2004

Factors for Success

- Understand the Environment
- Offer Appropriate Services/Products
- Provide the Resources to Deliver

Understand the Environment

- Culture, Bureaucracy and “The System”
 - “Attitude” and “Expectation”
 - Language
 - Business Practices
 - Resources and Infrastructure
 - Governmental Regulations
 - Legal
 - Accounting
 - Tax
 - Banking / Currency

Offer Appropriate Services / Products

Extension of the Mirax staff – as a Consultant and Advisor

- Provide Construction Oversight and Counsel
- Provide Structure and Discipline through Construction Management Reporting
- Focus on
 - Quality Control
 - Safety
 - Planning
 - Scheduling
 - Logistics

The “Human Resource”

- Meld with the Project Team – Teamwork
- Develop Relationships
- Create Credibility

Staff Qualities

- Ideal staff – Construction Experience and Management Expertise ...
International Experience
- Individually - Knowledge, Sensitivity, Awareness, Flexibility, Adaptability
... and deal with Frustration

Staff Support

- Sensitivity to the personal lives and families

Success is Subjective

Turner International has been awarded two additional project from the Project Team

- Mirax Plaza (3 Staff)
- VTB's Interior Fit-out Work (VTB is providing the financing for the Federation Multi-Complex project) (2 Staff)

Conclusion

- Understand the Environment
- Commit only what can be delivered
 - manage the risk
- Provide (and support)Qualified Knowledgeable Resources

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Practice honesty and humility in all you do