



CONSTRUCTORI 2018

PIATA. PROIECTE. PERSPECTIVE.

9:00 – 9:30 – Registration of participants - Welcome Coffee

9:30 – 9:45 – Official Opening and Speeches

Welcoming from His Excellency, Mr. Vassilis Papadopoulos, the Ambassador of Hellenic Republic to Bucharest

Welcoming from Mr. Christos Seferis, the President of Hellenic - Romanian Bilateral Chamber of Commerce

9:45- 11:15 – Panel I + QA

Opening Speech: *Alexandros Ignatiadis, Octagon Contracting and Engineering*

Intro: *Andrei Spataru, IBC Focus - Presentation of statistical data in the construction sector*

PANEL I. REGLEMENTARY FRAME. ORGANIZATION. HUMAN RESOURCES

Moderator: Alexandros Ignatiadis, Octagon Contracting & Engineering

Speakers: Raul Doicescu, Bog'Art;
Cristian Erbasu, PSC Erbasu Constructii;
Klaus Bleckenwegner, Porr Construct Romaniaia;
Laurentiu Plosceanu, ARACO;
Ioan Aschilean, ACI Cluj;
Mihaita Fundeanu, Hydroconstructia;
Mircea Bulboaca, CON-A;
Horia Adrian, Holcim.

I.REGLEMENTARY FRAME. ORGANIZATION

- Classifications and Certification of Constructions Company. Criteria. Categories;
- Who's responsible for the increased insolvency and how this aspect affects the industry?
- The number of constructions societies;
- Consolidation of the industry through mergers and acquisitions;
- Should be mandatory hiring a General Contractor for the projects over a value?
- The role of Construction Owners Association. Representation.

II.HUMAN RESOURCES

- The decrease of number of constructions works and the lack of human resources in industry;
- Causes of the penury of personnel. Symptoms. Effects.
- Is the import of non- UE personnel solution efficient?
- Measures for retaining the qualified human resources in the country;
- Are possible training classes from Contractors and from Beneficiaries?
- Is necessary a school of foreman?

11:15- 11:45– First Coffee Break;



CONSTRUCTORI 2018

PIATA. PROIECTE. PERSPECTIVE.

11:45- 12:00 – Presentation Mr. Theofanis Bobotis - Bobotis + Bobotis Architects;

12:00 –13:30 – Panel II + QA

Panel II FINANCING. CONTRACTING.

Moderator: Valentin Stoica, ARACO

Speakers: Beatrice Dumitrascu, One United Properties;
Radu Ouatu, Apolodor;
Florea Diaconu, Delta ACM;
Liviu Florea, TIAB;
Irinel- George Tofan, Conest Iasi;
Alexandru Bunea, Terragaz Construct;
Dimitris Pergamalis, Globaworth.

I.FINANCING

- Financing sources and the volume of issued bank guarantees;
- Are you well capitalized? Sources of capitalization;
- The amount of bank guarantees asked from the Beneficiaries and their duration;
- What do you think about a guarantee fund for the construction works?
- Real terms of payment at the State versus real terms of payment in private projects;
- Percentage of preliminary costs at GC's complex projects;
- Listing on the Stock Exchange;
- Proposals. Recommendations. Solutions.

II.CONTRACTING

- Are contracts balanced in constructions?
- Abusive clauses;
- Is necessary a dispute settlement mechanism to avoid courts and run projects over time?
- The shortening execution terms at the same time with the intermediate deadlines. Execution deadlines setting.
- Guarantees duration and their cost evaluation.

13:30- 15:00 – Lunch – Networking, Discussions.