

# Tall Tales of Collaboration ...

## Architecture, Engineering, Management.

December 19<sup>th</sup>, 2017

## Indochine Engineering

Leading multi-discipline engineering consultancy (MEP/C&S) in South East Asia

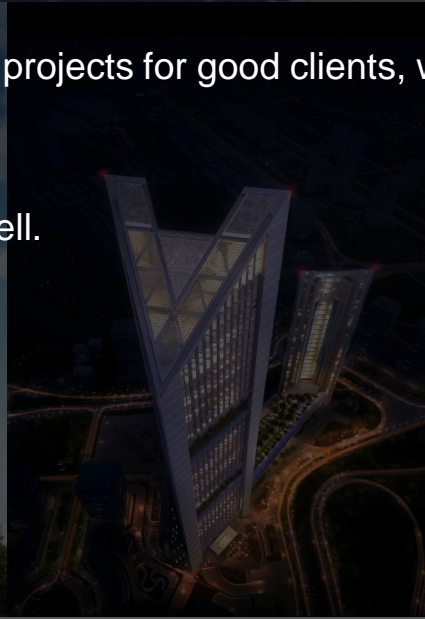
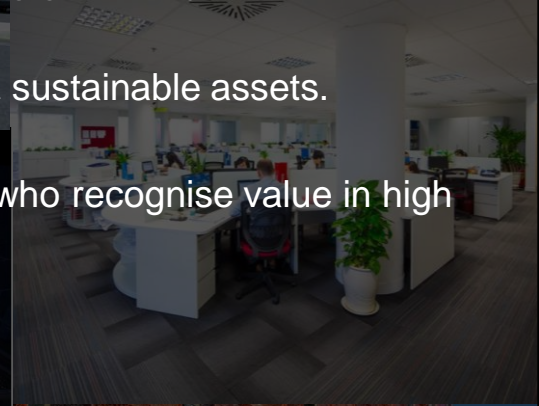
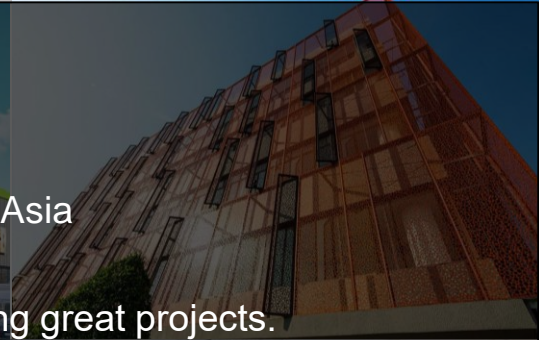
Recognized provider of 'good engineering' services to 'good teams' achieving great projects.

Strong team of multi-discipline engineers with a reputation for high quality & sustainable assets.

We wish to be involved with great teams on great projects for good clients, who recognise value in high quality assets.

We wish to be involved with buildings that work well.

Tall Tales of Collaboration ...



## Tall Tales & Collaboration



## Productivity

The  
Economist

Construction holds the dubious honour of having the lowest productivity gains of any industry, according to McKinsey, a consultancy.

Least-improved

## Efficiency eludes the construction industry

*American builders' productivity has plunged by half since the late 1960s*

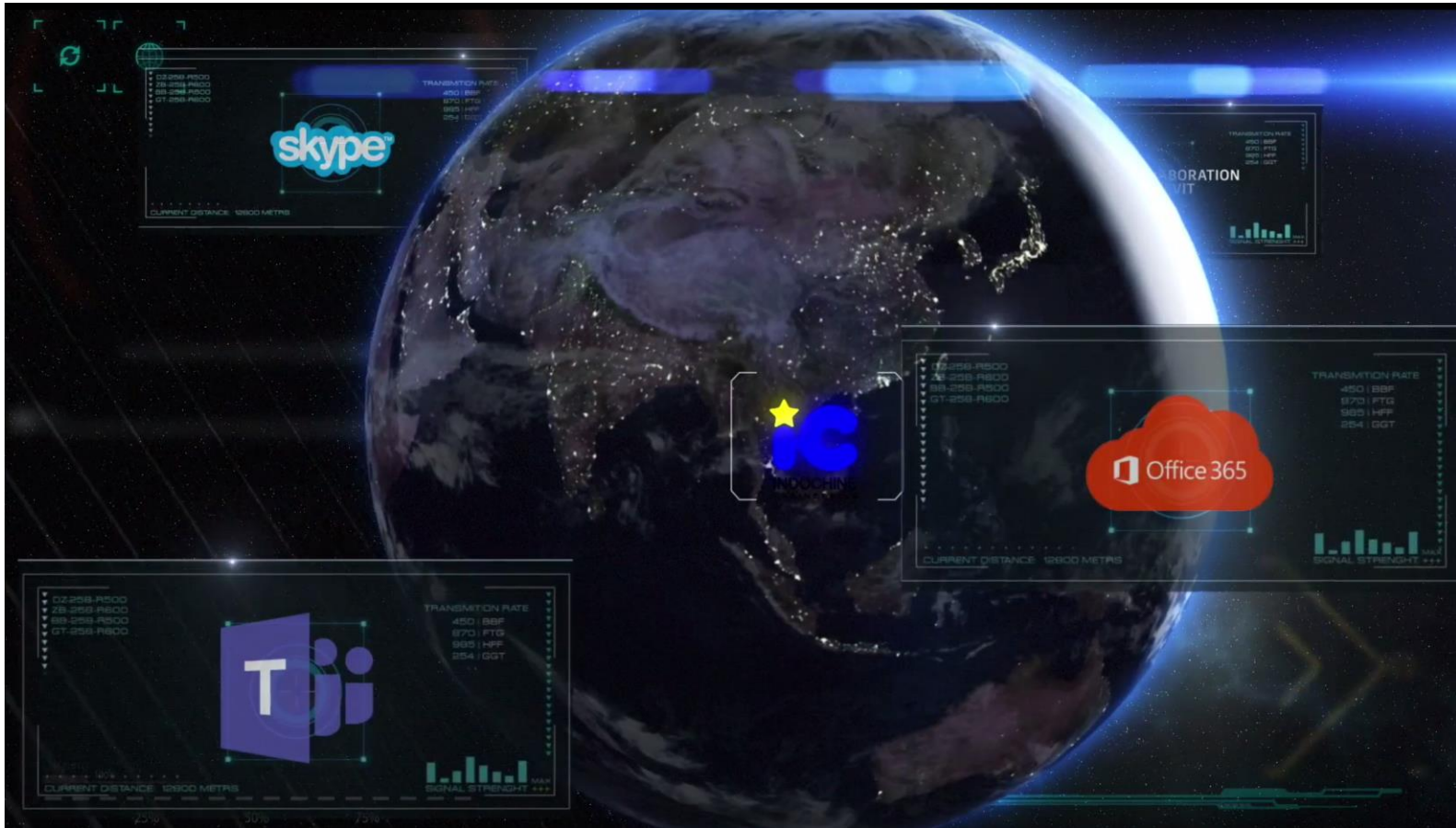


[Print edition](#) | [Business](#) >

Aug 17th 2017 | BERLIN, LONDON AND MALMO



## Latest Collaboration ...



# Practical Collaboration



## [Meeting name] meeting minutes

Location: [Address or room number]  
 Date: [Date]  
 Time: [Time]  
 Attendees: [List attendees]

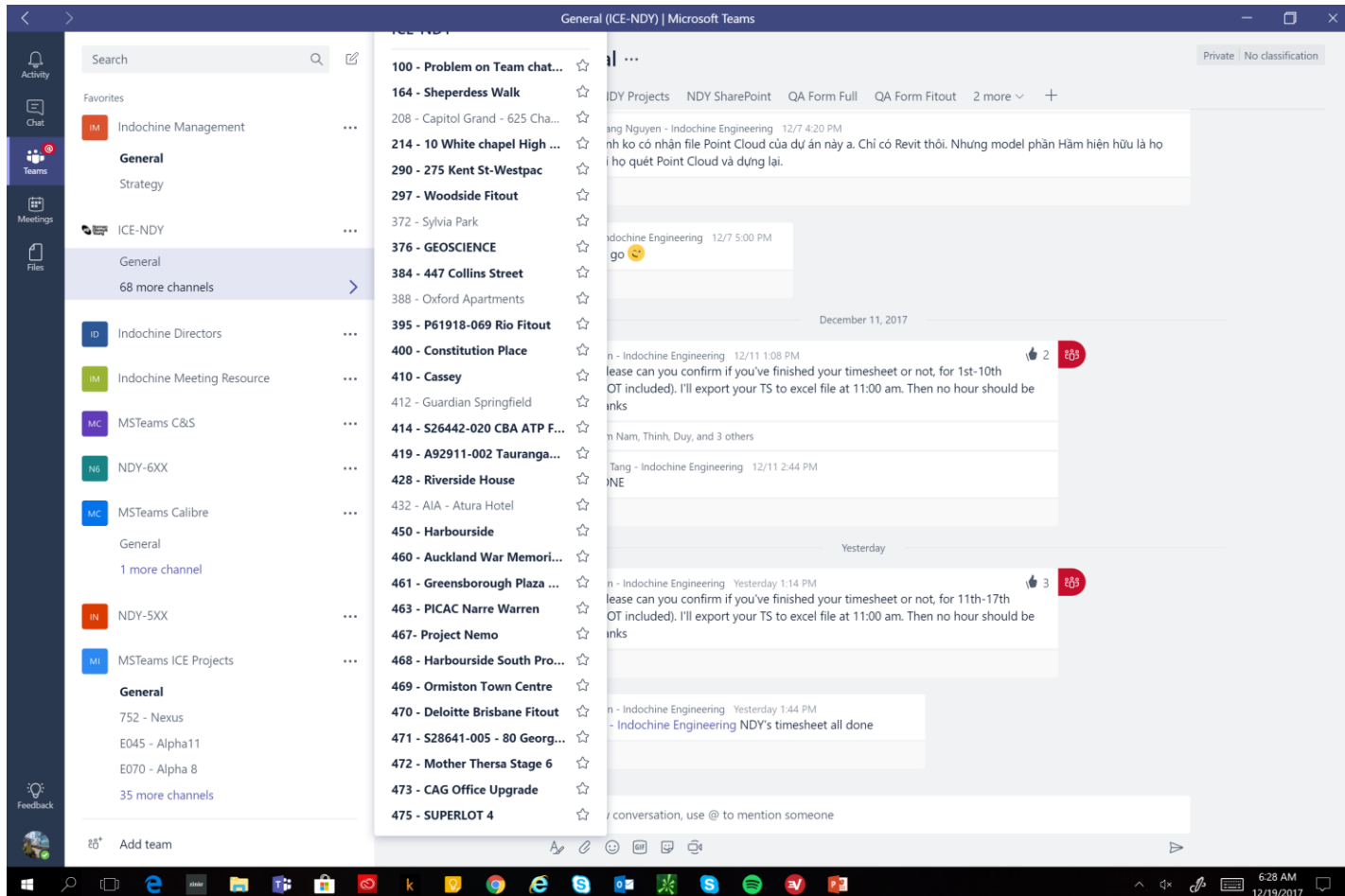
### Agenda items

1. It's easy to make this template your own. To replace placeholder text, just select it and start typing. Don't include space to the right or left of the characters in your selection.
2. Apply any text formatting you see in this template with just a click from the Home tab. In the Styles group. For example, this text uses the List Number style.
3. To add a new row at the end of the action items table, just click into the last cell in the last row and then press Tab.
4. To add a new row or column anywhere in a table, click in an adjacent row or column to the one you need and then, on the Table Tools Layout tab of the ribbon, click an insert option.
5. [Agenda item]
6. [Agenda item]

Action items	Owner(s)	Deadline	Status
[Action item]	[Name(s)]	[Date]	[Status, such as In Progress or Complete]



# Practical Collaboration



## Engineering (rational?) considerations ...

# CIBSE JOURNAL

NEWS CIBSE NEWS TECHNICAL CPD JOBS CASE STUDIES OPINION

## Digitisation will force industry to standardise

Design tools will have to speak the same language for services to benefit from automated building engineering, says Atkins' Isabelle Smith

Posted in November 2017

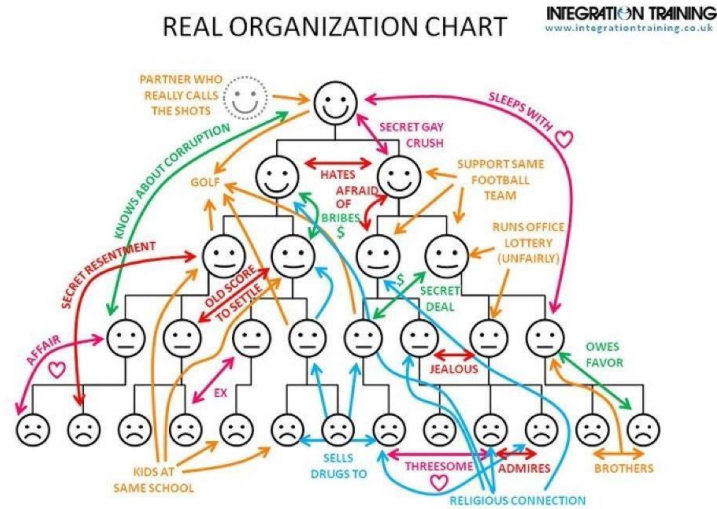


“The industry has multiple tools that speak different languages on different platforms”

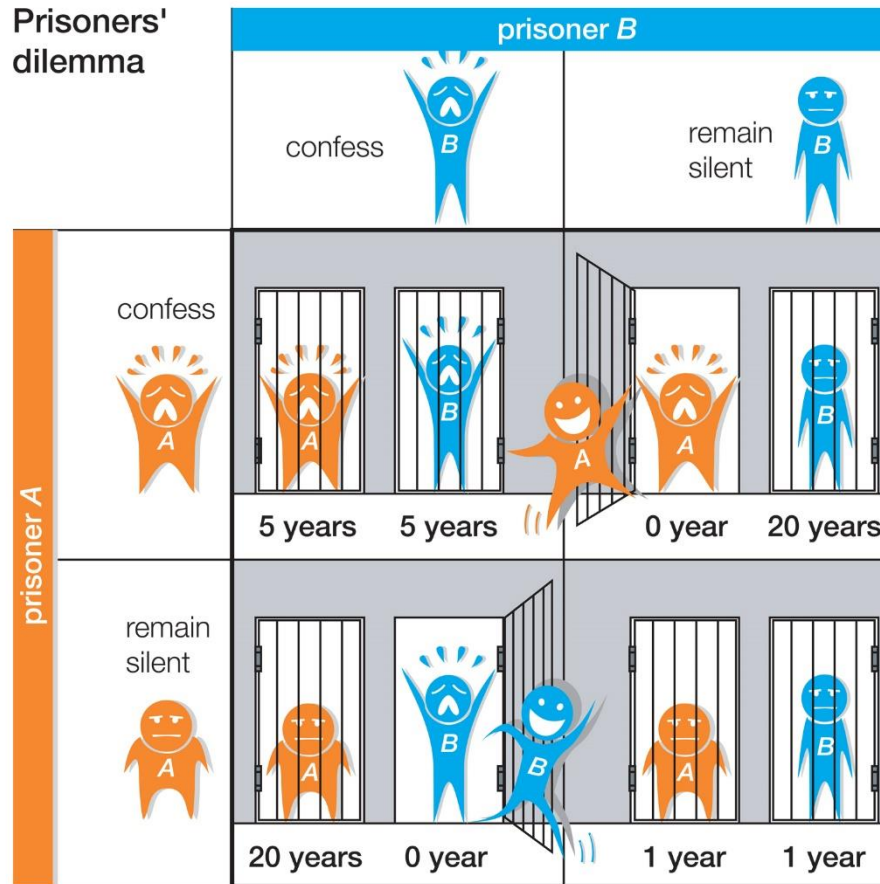
Less focus on  
bespoke design...



# Hierarchy of information and risk/reward ...



# Prisoners Dilemma

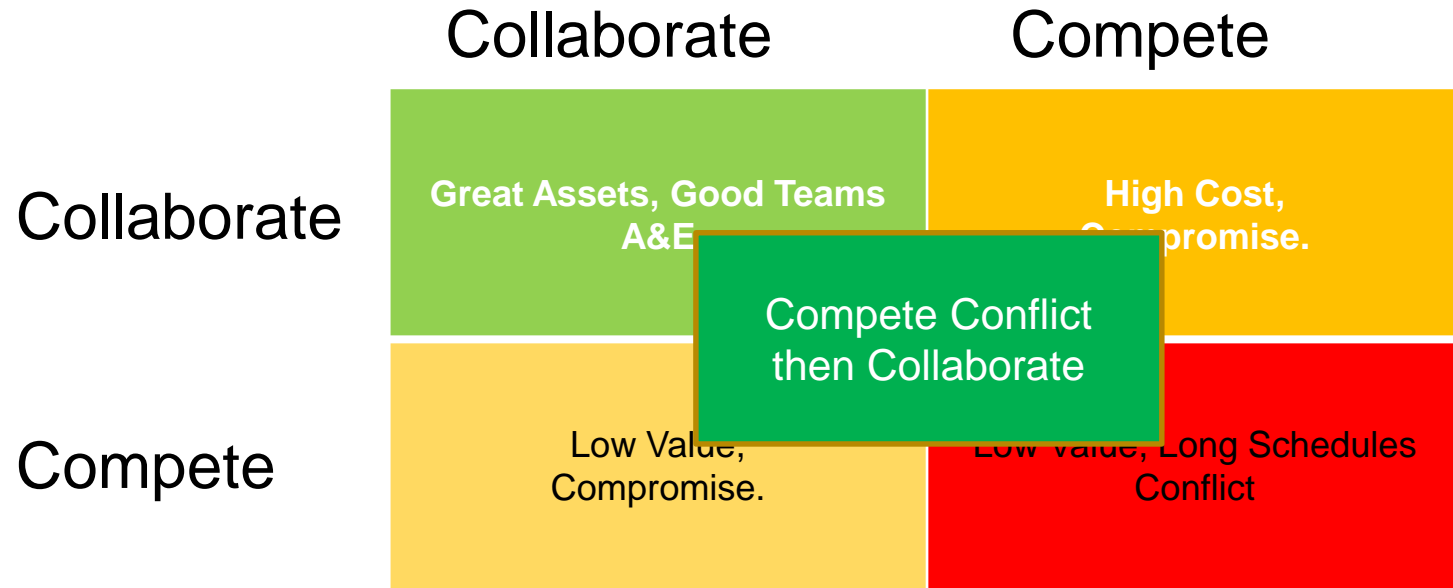


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## Collaboration Dilemma

	Collaborate	Compete
Collaborate	Great Assets, Good Teams A&E	High Cost, Compromise.
Compete	Low Value, Compromise.	Low Value, Long Schedules Conflict

# Collaboration Dilemma



**JOHN CAMPBELL**

General Director

**[www.macegroup.com](http://www.macegroup.com)**

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**Mace is an international consultancy and construction company, offering highly integrated services across the full property lifecycle.**

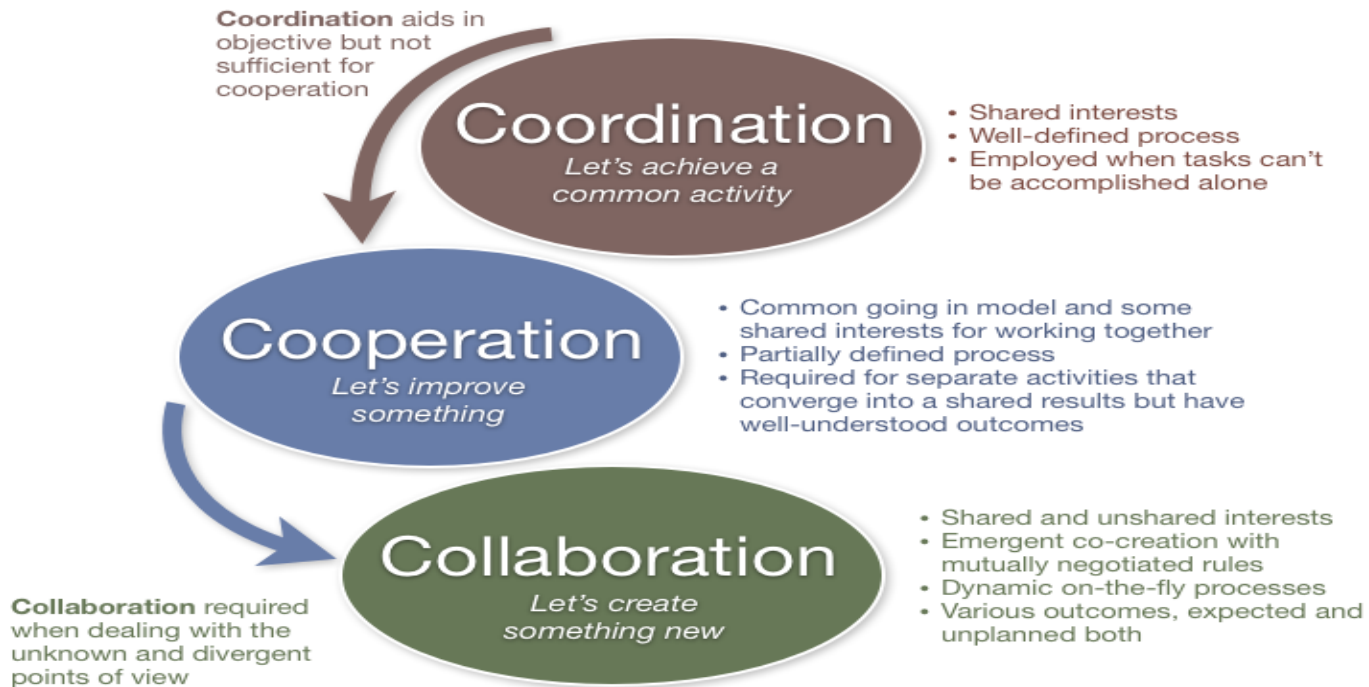
**Mace là một công ty tư vấn và xây dựng quốc tế, chuyên cung cấp các dịch vụ tích hợp chất lượng cao xuyên suốt toàn bộ vòng đời bất động sản.**

- **Founded in 1990 to find better ways of working**
- **Global business: in over 75 countries**
- **Multi-disciplinary consultancy and construction firm**
- **Unique integrated service offer**
- **5,050 staff**
- **£1.95bn turnover in 2016**
- **Được thành lập vào năm 1990 để tìm phương pháp làm việc tốt hơn**
- **Hoạt động toàn cầu: trên hơn 75 quốc gia**
- **Là công ty tư vấn và xây dựng đa lĩnh vực**
- **Cung cấp dịch vụ tích hợp độc đáo**
- **5,050 nhân viên**
- **Doanh thu 1,95 tỷ Pound trong năm 2016**

**Collaboration Defined.** ... **Collaboration** is the foundation of all successful designs and “working together in a joint intellectual effort” is exactly what architects, engineers, contractors, and supply chain partners do to successfully take a project from design through to **construction**.



## The Different Kinds of Working Together



  Some Rights Reserved. 2015. by Dion Hinchcliffe

## Current Projects / Vietnam

### Ho Chi Minh City



Landmark 81 Tower



The Gateway Thao Dien



230 Nguyen Trai Street



Viet Capital Center



Deutsches Haus Ho Chi Minh City

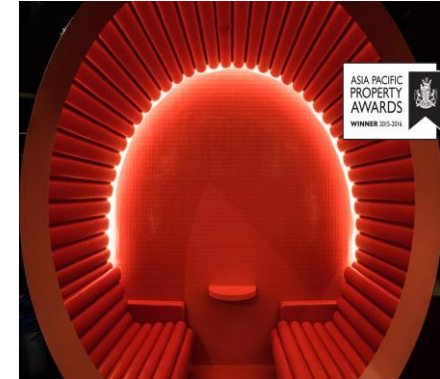


City Garden - Phase 2

### Hanoi



UNIS School of Hanoi



# COLLABORATION

Andrew Currie

Founder, OUT-2 Design & Workplace-Asia

**ICE Morning Seminar, December 2017**

- More than just working together
- More than just working together well

## COLLABORATION is...

**An alternative approach to design motivated by a desire to create something new and better that we could normally do; or do on our own.**

It requires a great deal of:

- **expertise,**
- **mutual respect,**
- **humility;** and
- **vulnerability.**



**Clients**, like Dick Dusseldorp, founder of Lend Lease,

**Engineers**, like:

- Pierre Luigi Nervi; and,
- Aldis Birzulis, Miller Milston and Ferris (1968-1989)/ Birzulis Associates (1989-)

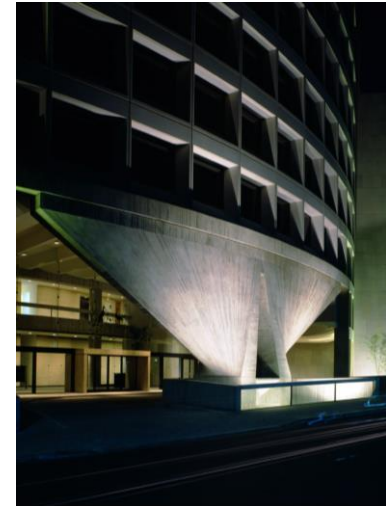
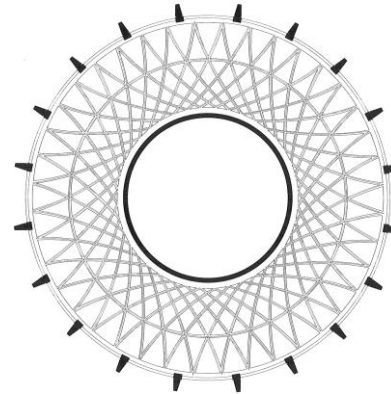
**Artists:**

- Alexander Calder,
- Frank Stella,
- Lin Utzon,
- Charles O. Perry

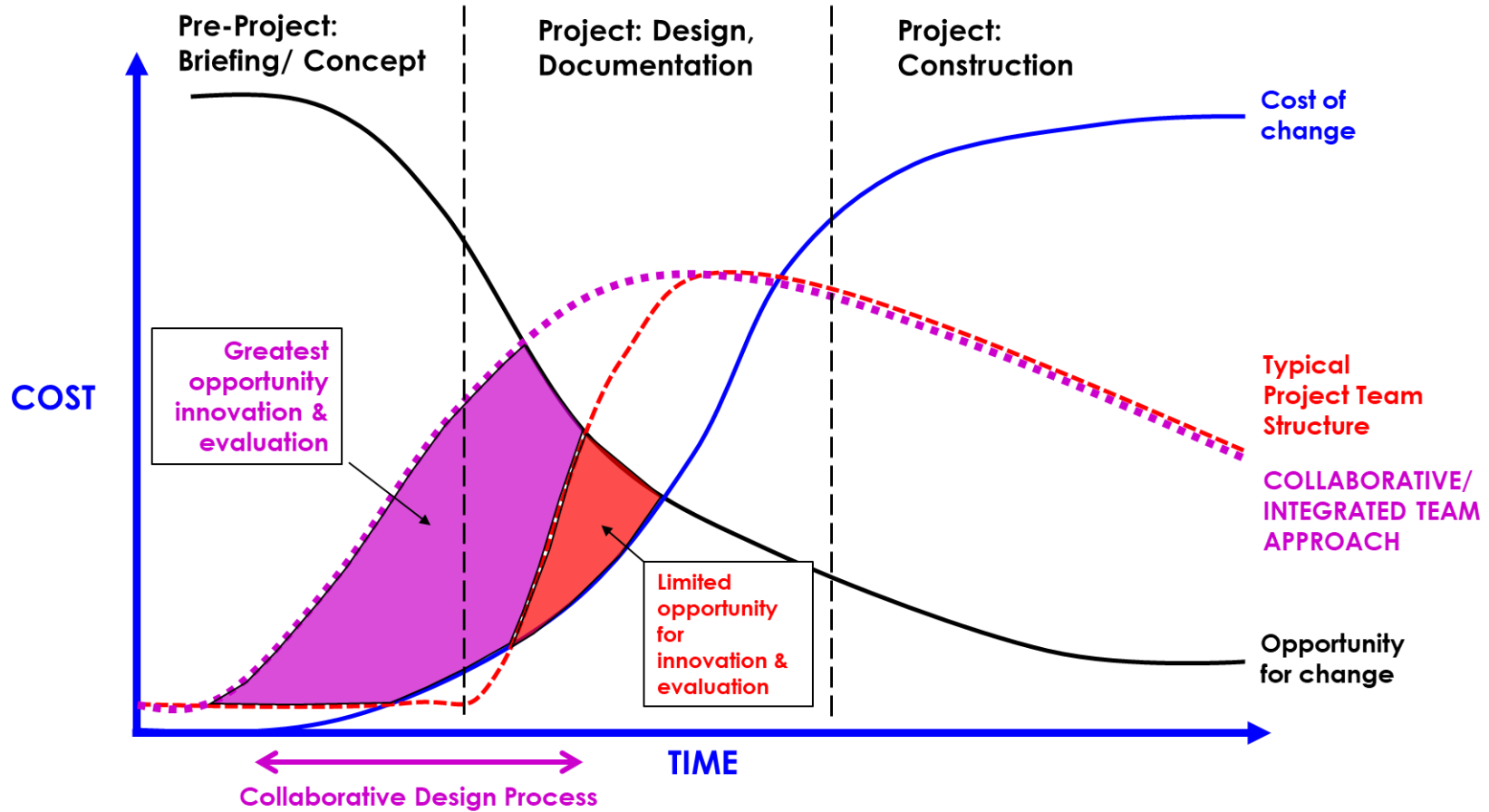
**Lighting Specialist:** Claude Engle

**Photographer:** Max Dupain

**Perspective Artist:** Helmut Jacoby



# Collaboration = Maximising Opportunities



## Clients:

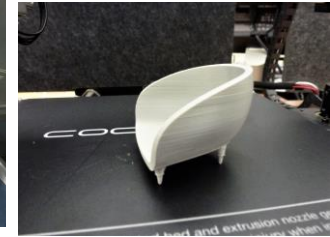
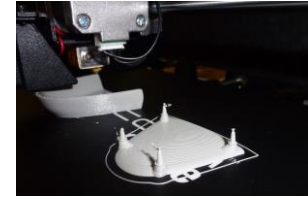
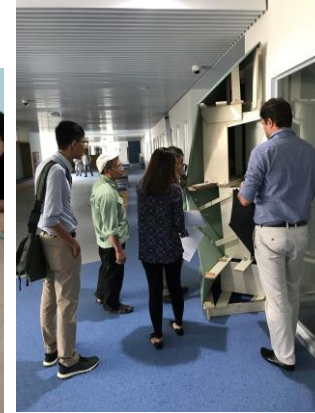
- Envisioning workshops,
- Staff engagement,
- Design workshops,

## Consultants:

- Client workshops
- Design workshops
- AR/ VR collaboration

## Contractors:

- Design workshops,
- 3D printing/ rapid prototyping
- Large-scale prototyping





WTF?

Insufficient Features. Incomplete.



Yuck!

Poor quality compromises testing.



Minimum Viable Product



Product



# MVP

Minimum Viable Product

# vs

# MVP

Maximum Value Project

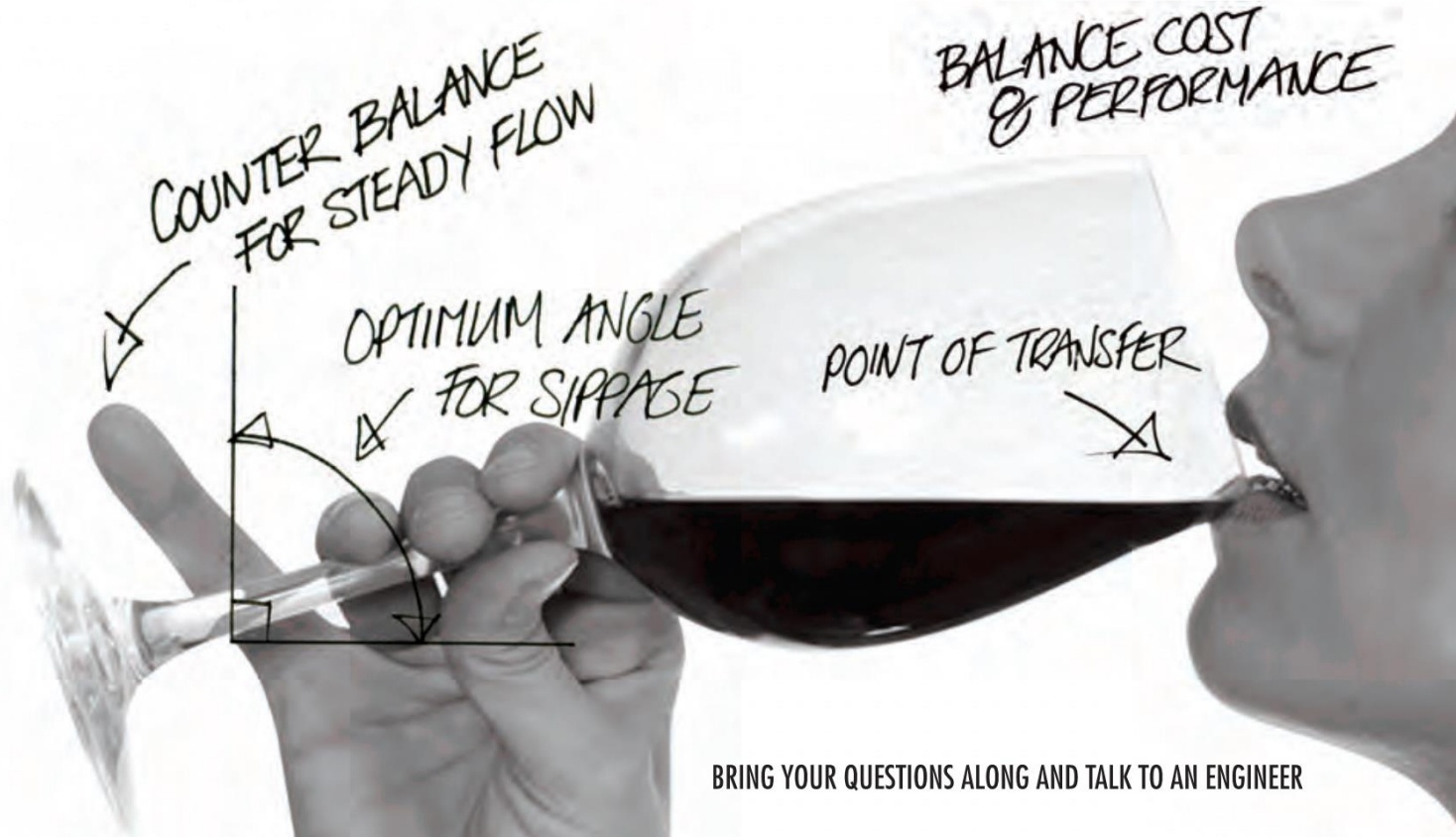


# WINE & ENGINEERING CONNECTIONS

THURSDAY  
5pm



Indochine Engineering Vietnam Ltd.,  
Unit 12-01 Pearl Plaza  
561A Dien Bien Phu Street  
Binh Thanh District, HCMC, VN  
Tel: (848) 6290 9400



BRING YOUR QUESTIONS ALONG AND TALK TO AN ENGINEER

**THANK YOU**