

Project Management Report from Milan



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INTRODUCTION

Here is a new monthly report full of interesting news from Milan!

We start from the election of the **new president of IPMA Italy**; in January Professor Calabrese was named in substitution of Aldo Gebbia.

Then we continue with additional news from IPMA Italy, events performed on the latest and those coming in the next few months. At the end of April the **Project Excellence Assessor Training** will be held in Milan.

Moving to the business side, the visit of Iranian President Hassan Rohani has led to the signing of several agreements with major Italian industrial groups. In particular, mega **projects were awarded to Danieli and Saipem**.

Still on EPC contracts, **Maire Technimont signed an agreement of 180 million\$** for the construction of a new polyethylene plant in Azerbaijan

Enjoy the reading!!!

Prof. Antonio Calabrese elected new President of IPMA Italy



January 2016 - During the first monthly meeting of the Executive Board of IPMA Italy, Aldo Gebbia has resigned as president and **Antonio Calabrese** was elected unanimously as the **new President**. Antonio Calabrese is Professor at Politecnico di Milano and member of the Executive Board of IPMA Italy.

Aldo Gebbia leaves after having brought a valuable contribution in the course of its mandate and will continue to support IPMA Italy as a member of the Board

In his letter of greeting, Prof. Calabrese expresses his gratitude to the previous President for the work done during these months.

One of the first tasks facing the new president is the definition of the events for the new year, starting from the National Conference to be held in October.

In addition, a renewed effort will be invested in the following areas: to define and implement effectively a membership development strategy, to continue to support the growth of the Journal of Applied Project Management, to consolidate international cooperation with IPMA and positively exploit all possible synergies with ANIMP as well as leverage on the support from Young Crew initiatives.

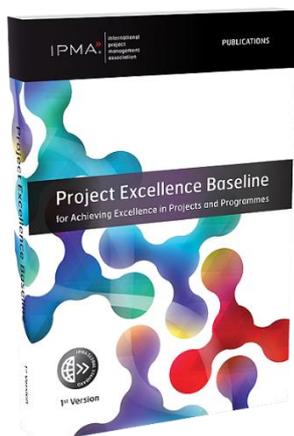
IPMA Project Excellence Assessors Trainings – Milan, April 22-24th 2016

Milan – Starting from 22nd April to 24th 2016, IPMA Italy is pleased to host in Milan the **IPMA Project Excellence Assessors Trainings**.

During the event attendees will learn more about the revision of the IPMA Project Excellence Model to the IPMA standard called **Project Excellence Baseline® (IPMA PEB)**.

By attending the training it will be possible to:

- gain general assessor qualification criteria with knowledge on IPMA PEB
- exchange knowledge with the most experienced Team Lead Assessors
- share development of most effective assessment practices
- work on real-world cases that are a subject for group discussions, simulated scenes



More information are available on IPMA International website:
<http://www.ipma.world/awards/project-excellence/pe-award-training/>

In order to become eligible to participate on an Assessor Team in the 2016 Award process, all potential assessors are required to participate in at least one of the Assessor Training courses.

Further questions regarding the training, can be addressed to IPMA Award Office: award@ipma.world

Involving Stakeholders at Strategic Level: The development criteria for the post Expo 2015

February 24th – Milan: The monthly events by **IPMA Young Crew Italy** restarted in late February. The first event of the new year dealt with the involvement of stakeholders at the strategic level.

For the occasion, a guest of the evening was **Ivan Calimani, Project Manager EXPO 2015** and the former president of the Young Crew Italy.

During the event it was presented an innovative approach to define key development strategies by identifying the key stakeholders for the project (internal, but especially external) and analysis of their needs.

In particular it was presented a tool called **Network Analysis**, which allows to relate stakeholders, assign priorities with **AHP method** to get a model that supports the decision-maker in the definition of a project that meets as much as possible the needs of the various stakeholders, taking into account the level of interest and impact of all the other involved parties.

The event was well attended, with the involvement of those present in a very lively debate. The event ended with the usual networking cocktail.

New industrial agreements between Italy and Iran: mega projects for Danieli and Saipem

January 2016 - Following the visit by the end of January of the **Iranian President Hassan Rohani**, the first after the end of international sanctions, important industrial agreements with Italian companies have been finalized.

Danieli Group has signed an agreement for a value of around **5.7 billion euro**, related to a joint venture for the supply of machinery and equipments that will be installed in the Iranian territory. **The joint venture**, called **Persian Metallic** and whose value is estimated at 2 billion, will involve a group of international investors, as well as Iranians.

In addition other arrangements for the supply of machines and plants to produce steel and aluminum, will be signer with other Iranian companies for a value of about 3.7 billion.

Also **Saipem** is going to sign an agreement concerning the construction of a **pipeline of 2 thousand kilometers** to a value between **4 and 5 billion dollars**. Saipem should have signed pre agreements with the Iranian National Gas Company and Persian Oil & Gas Company to work on improving refineries Pars Shiraz and Tabriz.



Other Italian groups have signed additional agreements with Iranian companies, including **Fincantieri**, **Ansaldo Energia** and **Gavio group**.

Maire Tecnimont, contracted by \$ 180 million in Azerbaijan

Maire Tecnimont signed a **new EPC contract** for 180 million dollars with **Socar Polymer**, a subsidiary of SOCAR, Azerbaijan's national oil company, for the construction of a **polyethylene plant, Lump Sum Turn-Key**.

The new plant will be located in the petrochemical complex in Sumgayit, about 30 kilometers north of Baku, Azerbaijan. The purpose of the project includes the engineering, supply of equipment and materials and construction activities until the start up of the plant, up to the performance test. The plant will have a **capacity of 120,000 tonnes / year (tpy)**.



This agreement follows the previous contract awarded in April 2015 by the same customer on the construction of the Sumgayit polypropylene.

With this new contract, the group consolidates its leadership in the field of polyolefins, further strengthening its presence in the Caspian Sea.

The **CEO of Maire Pierroberto Folgiero** comments: "This new contract confirms the

distinctive skills of Maire in polyolefins, as well as the ability to realize important EPC projects related to the historical core business of the group."

More recently, the group was awarded with another important project, announced in mid-December, with a total amount of \$ 895 million in Oman for the development of a system of polythene and polypropylene. The project should be completed by 2019.

The news of the new contract was collected in a positive way from the stock market, the stock of the company recorded a rise of 1.60%.

About the Author



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Luca Cavone is a Consultant at JMAC Europe, the Consulting firm of the Japan Management Association. He is mainly focused to support companies in the governance of innovation projects and product development. He has a strong background and expertise in project management methodologies and business practices. Before joining JMAC he had several years of experience in international projects within the aerospace industry. Together with the consulting activities he's involved as a lecturer for masters and university courses on project management and innovation management. Since 2014 he's Adjunct Professor in "Language and Communication Skills for Project Management" at Master in International Business & Economics, University of Pavia.

Since 2009 he has been member of the IPMA (International Project Management Association), for which he has held board positions both a national and international level. He's regularly invited at international conferences to deliver speeches and workshops

Luca joined the PMWJ in 2013 as an international correspondent in Italy; he can be contacted at luca.cavone@tiscali.it.