



The Hong Kong Institution
of Engineers
Building Services Division



ASHRAE
Hong Kong Chapter



CIBSE
Hong Kong Branch

Technical Seminar on Innovative Tendering Strategies

Jointly organized by HKIE BSD, ASHRAE HKC, and CIBSE HKB

- Date** : 6 February 2006 (Monday)
- Venue** : HKIE Headquarters seminar room, 9/F No. 1 Great George Street, Causeway Bay
- Time** : 6:15pm for 6:30pm - 7:45pm
- Fee** : Free of charge
- Language** : Cantonese supplement with English

Programme Highlight :

Focus of the seminar is to explore the various practical tendering and pricing strategies by way of innovative approaches in light of competitive advantage, positioning, pricing and financial perspective and value considerations, etc., when facing the ever-changing business environment.

Main contents

- Innovative tender strategies and models
- Optimization of cost
- Problem sensibility
- Anatomy of cost
- Pricing strategies & categories
- Winning approaches

Honorable Speakers :

Mr. Johnson W.L. So
BSc, MBA, FHKIS, FRICS, RPS

Mr. Johnson So is an experienced Chartered Quantity Surveyor working in his profession for over 25 years. Presently he is a Senior Project Manager working with Central Waterfront Property Project Management Co., Ltd., administrating project and cost management for a number of multi-billion projects. Currently he is taking charge of IFC Development including Four Seasons Hotel Development and other mega projects.

Registration & Enquiry :

Please register ONLINE via the website of CIBSE Hong Kong Branch – www.cibse.org.hk .

(Note : All members have to fill in the membership number for verification. The organizers reserve the right to decline their application if no membership no. is submitted.)

The seat number is limited to 100. Applications will be accepted on a first-come-first served basis. The deadline of application is **25 January 2006**. The name list of successful members will be posted on the respective institutions websites, www.hkiebs.org, www.ashrae.org.hk and www.CIBSE.org.hk after **1 February 2006**. **Please be reminded that the organizers will not notify all applicants whether their applications are successful or not individually.**

For enquiry, please contact Ir Vincent Chu (for ASHRAE members) at 2838 9133 (ext 103), Ir K.Y. Leung (for CIBSE members) at 2129 3622 and Ir K.C. Ma (for HKIE BSD members) at 2419 8282.