



International Engineering

Implications for a Canadian Industry

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Introduction to FIDIC

- Who we are
 - Associations representing 84 member countries
- What we do
 - Advocate on behalf of the industry to international agencies and organizations
 - Collect and disseminate best practices in business
 - Represent the collective thinking of the industry
- How we do it
 - Committees and task forces
 - Conferences, seminars, workshops
- Interaction with Civil Society
 - Consulting engineers design > 50% of all infrastructure development
 - Infrastructure basic building block of quality of life
 - Our curious relationship with Government

Point No 1

Let's not forget that our primary responsibility is to protect Canada's quality of infrastructure and through it our quality of life

Concepts of the industry

- Traditional practice
 - Strong practice at home that built competent, competitive firms that excelled at challenging projects
 - Other countries wanting to take advantage of that knowledge and have projects as good as the ones we built here allowed us to compete for their work
 - We would move some of our engineers (often hired on a black book basis) to the other country to execute the project
 - This model has passed it's "consume by" date

Concepts of the industry (2)

- Sustainable practice
 - Uses international work to quickly develop local partners
 - Uses the partnership as a means to develop a local office/entity by acquisition
 - Moves only the superstars around for project work and uses the work to spread the expertise
 - If you want me to be Nigerian, I'll be Nigerian
 - Multinational, not international

Concepts of industry (3)

- 🌐 **International realities**
 - 🌐 Education – high quality very widely available but still a mixed bag in some areas
 - 🌐 Mobility – Golder exchange program, temporary transfer to move technology
 - 🌐 Regional needs – governed by project needs – and the really challenging ones are not in Canada at the moment
 - 🌐 Supply and demand – to the extent possible will be satisfied locally

Point No 2

- 🌐 **Intellectual colonialism is dead and buried**
- 🌐 **Knowledge moves quickly**
 - 🌐 ie gas station cleanup
- 🌐 **Local challenges fuel future successes**
 - 🌐 Ask for the impossible but understand the risk of innovation
- 🌐 **Licensing implications**
 - 🌐 Education
 - 🌐 Experience
 - 🌐 Ethics

International Hurdles

- 🌐 Business
 - 🌐 Registration rigmarole – China example
 - 🌐 Restrictive practices ie currency, tax, and employment– Brazil, Italy, Finland
- 🌐 Educational
 - 🌐 Local hires hired by locals
- 🌐 Ethical
 - 🌐 The biggest problem – development agencies a good part of the problem
 - 🌐 Ethics is cultural

Point No 3

- 🌐 Knowledge about educational comparisons useful for local Canadian firms hiring immigrants – multinational firms don't need it as much
- 🌐 The experience criterion in registration needs to be reworked – today it fails to deliver much that is useful
- 🌐 Ethical training and congruence is absolutely essential

Reciprocity, Barriers, and Support

- 🌐 The bad example of NAFTA – no more one sided agreements – Korea?
- 🌐 Other barriers
 - 🌐 The EU and Hungary
 - 🌐 Qualifications and how they are demonstrated
 - 🌐 The legality of quality based selection
- 🌐 Government support and obstruction
 - 🌐 Challenge us
 - 🌐 Work with us (talk and listen)

Point No 4

- 🌐 A partnership is always a learning experience – bad surprises should lead to immediate suspension of reciprocity
- 🌐 Don't give away the essential things that make the profession work
- 🌐 Engineers need to actively partner with government and research to solve the impossible

**Thank-you for
your attention**