



# SAACE

SCHOOL OF CONSULTING  
ENGINEERING  
SCE



## ⇒ SAACE VISION

To be the business support organisation of choice, representing highly specialised consulting enterprises which are primarily in the business of offering independent technology based intellectual services

## ⇒ SAACE MISSION

SAACE is committed to:

- enhancing the professional and business interests of its members
- improving the quality of life for all South Africans by the promotion of engineering excellence
- serving clients with professionalism, integrity and independence of judgement.

## ⇒ SCE – Mission

To provide business related training and information to built environment Consultants operating in the field of technology-based intellectual services in the Built, Natural and Human Environment to enable them to:

- enhance their business skills
- contribute towards the creation of a sustainable industry
- attain specified empowerment goals
- better serve the development needs of South Africa and beyond

# Background

⇒ Founded in 1999

One of four strategic interventions:

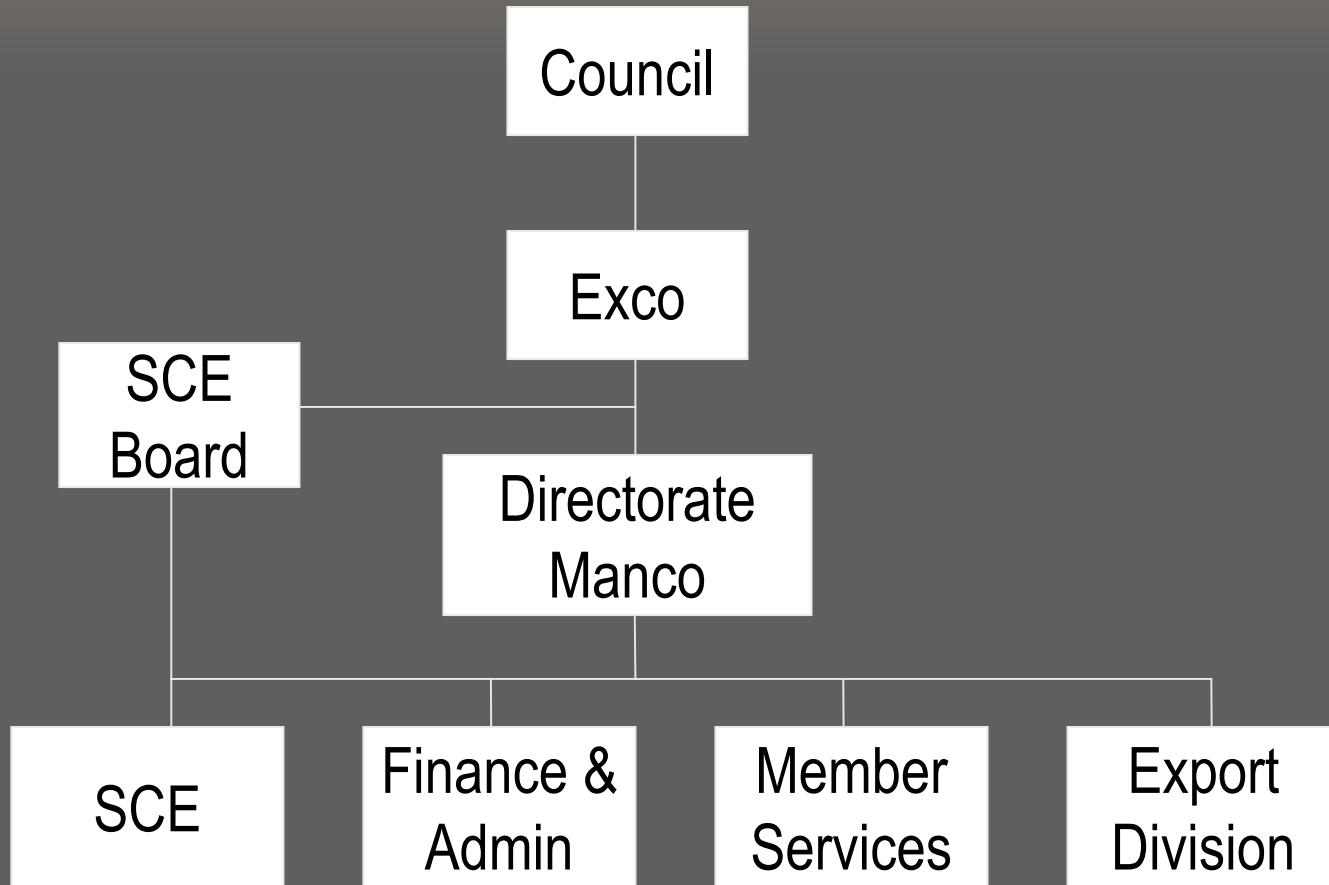
1. A closer partnership with government
2. A wider membership aimed at the built environment
3. Promotion of SA Consulting Engineers in the international arena
4. Establishment of a School of Consulting Engineering

“A tangible contribution towards the empowerment of South Africans and others in the much-needed fields of Engineering and technology, will ensure that our nation’s human capital is developed to respond to the immense challenges facing our country and our neighbours, particularly in the field of infrastructure development and socio-economic upliftment.”

# MODUS OPERANDI

- ⇒ Strategic business unit
- ⇒ Virtual School
- ⇒ National Skills Development Strategy
- ⇒ Seminars, Workshops and Short courses
- ⇒ Affordable - Value for money
- ⇒ Quality
- ⇒ Professional Development (CPD)
- ⇒ Soft-skills Hard Issues – non-technical, business focus

# GOVERNANCE



# Stakeholders - Local

- ⇒ Construction Education & Training Authority (CETA)
- ⇒ Engineering Council of South Africa (ECSA)
- ⇒ Architects
- ⇒ Quantity Surveyors
- ⇒ Other Built Environment Professions
- ⇒ The learned Societies e.g. SAICE
- ⇒ Clients
- ⇒ Contractors

# Stakeholders -Others

⇒ FIDIC

⇒ GAMA

⇒ NEPAD



# Training Providers

- ⇒ Partnering - e.g. BCA
- ⇒ Consulting Engineers
- ⇒ NGO's - e.g. NBI
- ⇒ Business Schools
- ⇒ Universities

# Hot-Topics

Risk Management	Financial Management
Quality Management	FIDIC Contract Documents
Negotiation Skills	Client Consultant Relationship
Business Integrity Management	Information Technology
Project Handling	Human Resources

# The Professional Services Firm

## A Training Manual and Guide to Practice

### Contents

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1. Introduction
2. The Consulting Industry
3. Organizing a Consulting Firm
4. Administration & Organization of the Firm's Activities
5. Business Development
6. Human Resources Management
7. Financial Management
8. Client Relationships & Communications
9. Project Execution
10. Risk Management
11. Quality Management
12. Business Integrity Management
13. Information Technology



# SCE Track Record

⇒ FIDIC Contract Documents Training - Tanzania

⇒ Courses Given

- More than 7 per annum
- 50% Seminars, 35% workshops, 15% short courses (SAQA)
- 95% positive feedback
- Over 500 individuals trained
- 50% Practical application

# Where to from here?

- ⇒ Training Manual for Consultants
- ⇒ Sponsorship
- ⇒ CPD
- ⇒ Across our Borders
- ⇒ Moving with the Business Needs of Consultants and Clients
- ⇒ Building Relationships and Partnerships
- ⇒ Maintaining Flexibility

# IN THE END

"Employ your time in improving yourself by other men's writings, so that you shall gain easily what others have laboured hard for."

*Socrates*