



EMPIRE
engineering

KJUUL
Consulting

CONTRACTING
STRATEGIES IN
OFFSHORE WIND

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CONTRACTING STRATEGIES

EPCI

Single contract for Engineering, Procurement, Construction and Installation

MULTI-CONTRACT

Separate contracts for:

- Detailed Design
- Fabrication
- Transportation
- Installation
- Commissioning



IN THEORY

EPCI

- Risk Transferred to Contractor
- Preferred by Lenders
- Used by less experienced Developers

MULTI-CONTRACT

- More Control
- Difficult for Financing
- Used by experienced Developers



IN PRACTICE

EPCI

- Developer always bears the consequences of failure
- LD's and commercial terms won't compensate for key missed targets
- Few Contractors well suited to manage the full scope – limited competition
- Difficult for bidders to tender

MULTI-CONTRACT

- Managing interfaces is very difficult
- Resource to manage multiple contracts is challenging
- Lenders don't like it



OTHER CONSIDERATIONS

Supply chain maturity

Local content

Developers experience

National regulations & policies

Form of Contract

Public acceptance



IS THERE A BETTER APPROACH?

EPCI

MULTI-CONTRACT





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