

Africa Association of Quantity Surveyors - AAQS

CPD Webinar

**QS-Business
Development in the
21st Century and its
Impact in National
Economy.**

• Tuesday 29 June 2021

SUSTAINABILITY OF Q.S
SERVICE BUSINESS



PRAKASH SADEO

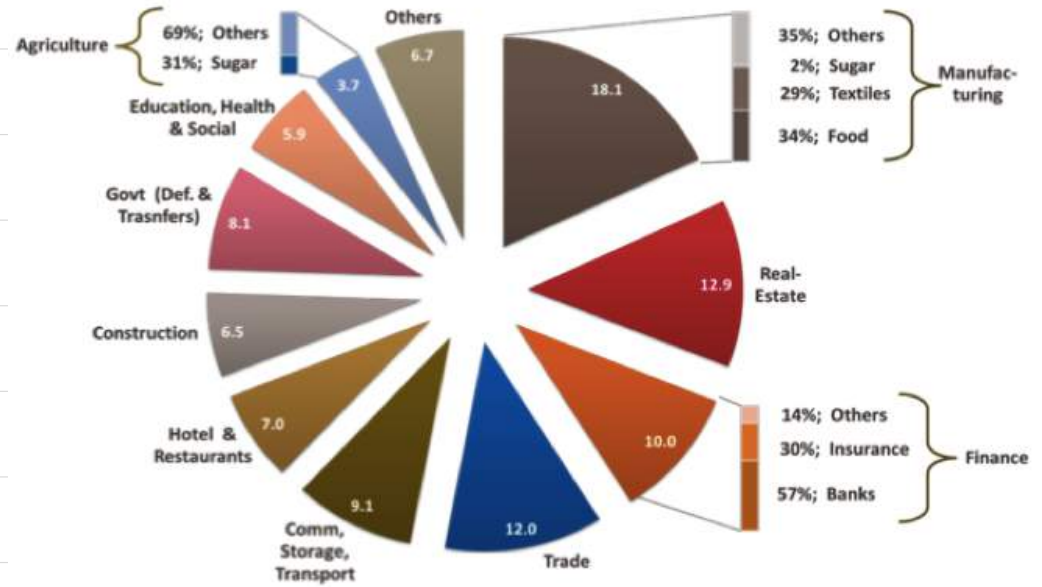
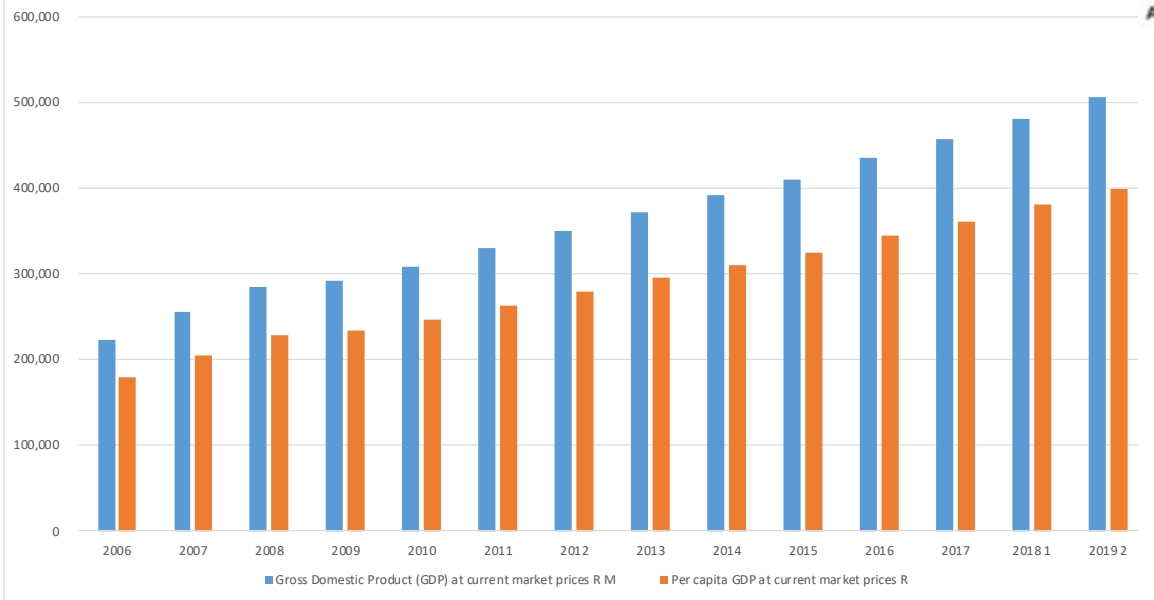
- ✓ Professional Quantity Surveyor
- ✓ Consultancy Practice more than 28 years
- ✓ Own practice in the last 14 years
- ✓ Serving local councils and associations for more than ten years
- ✓ I love my profession and I'm also very passionate.



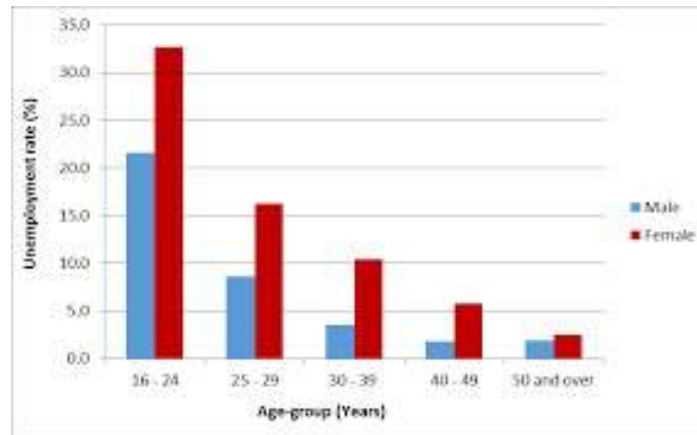
Mauritius
2040 sq. km

Key Economic data


Gross Domestic Product (GDP) and Per Capita GDP at current market prices, 2006 - 2019



1.3 Million Population



Gender Caucus



Registered Firms

- 33 QS
- 71 Architect
- 88 Engineering
- 65 Project Management

Registered Professionals

- 100 QS
- 224 Architects
- Over 400 Engineer



Definition of QS Service Business

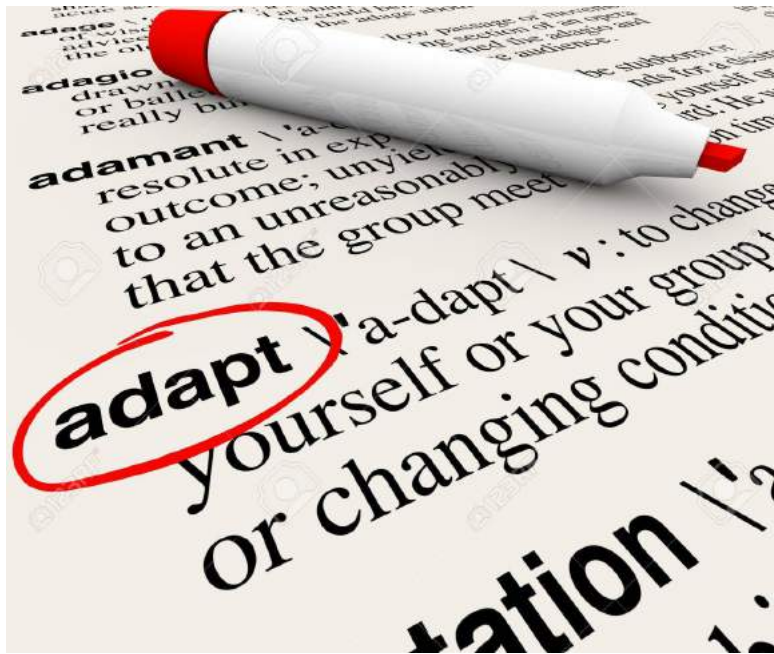


Delivery of a range of services related to financial and contractual management of construction projects.

The level of services you provide to the satisfaction of your client is more meaningful than your profit and loss account



SUSTAINABILITY OF Q.S
SERVICE BUSINESS



- Deliver your services effectively
- Adapt fast evolving global environment
- Adapt to new challenges

Factors that influence
sustainability of QS
Service Business



FACTOR

- New norms
- Information technology revolution
- Climate change and sustainable development
- Lack of experience and qualified personnel
- Lack of awareness of our services
- Collusion and corrupt practices
- Competition threats

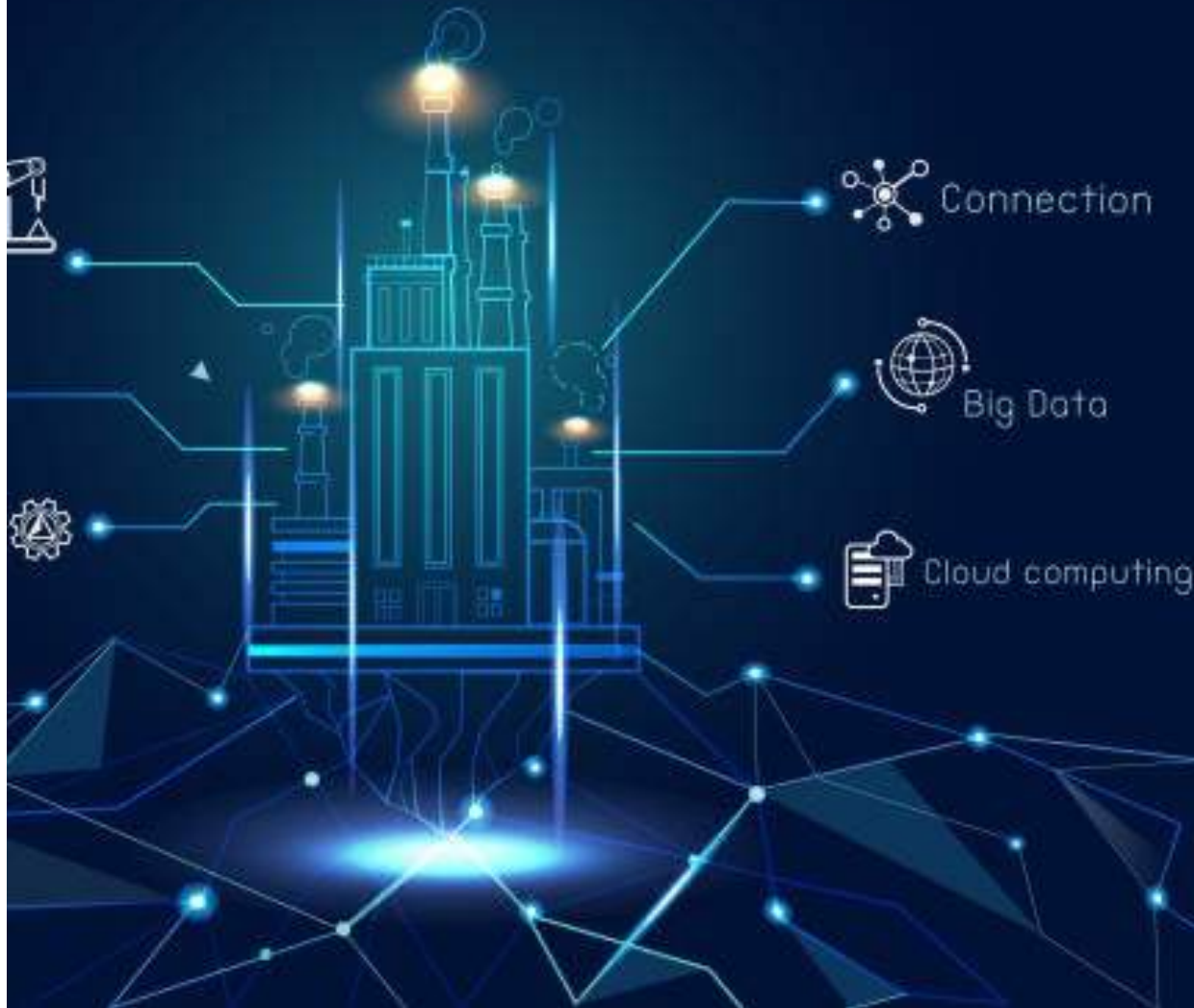
New Norms

- Drastical change in the build environment due to COVID-19 Pandemic
- Disruption in Construction activities
- Abortion of Projects
- Change in Work Environment

- Revive the construction sector
- Adapt to constraints imposed by sanitary measure
- Promote remote working
- Adopt technology and digital solutions

Information Technology **Revolution**

INDUSTRY 4.0



- New technologies in Construction Industry
- Time Saving
- Collaboration in the Construction Industry
- More technological requirements from Clients

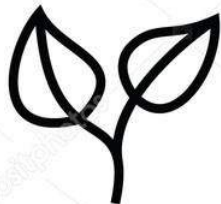
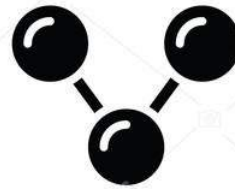
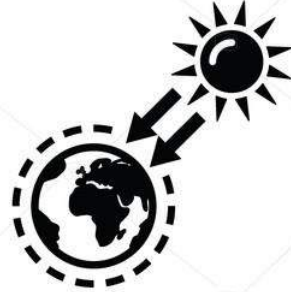


- Invest on equipment and software
- Invest on your personnel linked to technological advancements

Climate change and sustainable development



OZONE LAYER



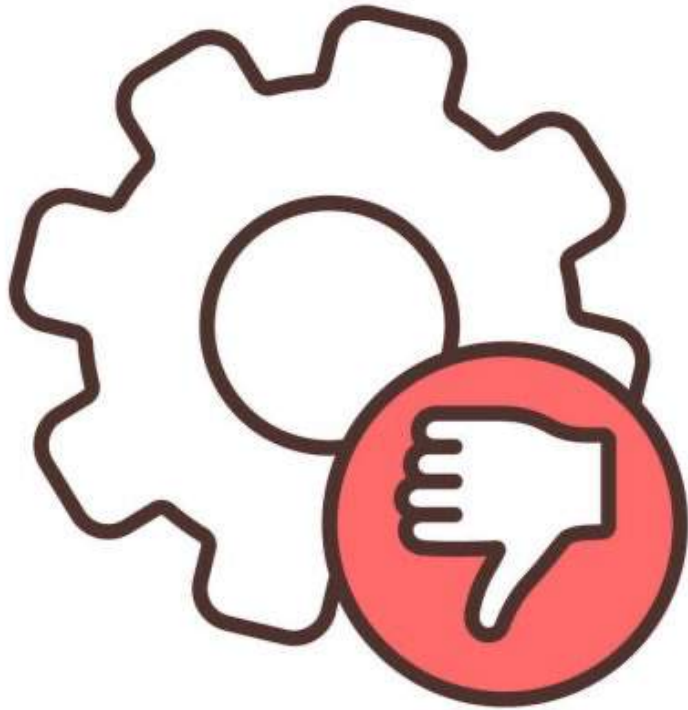
- Reduction of carbon emission and stabilise global warming
- Imposition of New Norms for sustainability
- Green and sustainable developments
- use of renewable and recyclable materials
- New guidelines for sustainable construction

Measures that can be adopted

Examples of Sustainable developments in Mauritius

- Coastal Protection for erosion
- Creation of Artificial Reefs
- Conservation of buildings
- Waste Recycling projects
- Landfill Management & Energy creation
- Light railway transit systems
- News dams and Hydropower plants

**Lack of experienced and
qualified personnel**



- Scarcity of Experienced Personnel
- lack of accredited training institutions
- Non affordable foreign universities

- 
- The background of the slide features a sunset or sunrise scene with a large, bright sun low on the horizon. In the foreground, there are silhouettes of three people standing in a line on the left, and one person on the right pointing towards the sun. A large, semi-transparent white circle is overlaid on the left side of the image, containing the text.
- Employment of unexperienced young graduates
 - Time Consuming on training
 - Unfair poaching of trained staff



- Accreditation of Universities/ Training Institutions by Local or Foreign bodies
- Training & Internship
- Promotion campaign of QS profession

Lack awareness of our
services

QUANTITY SURVEYOR (QS)



What my friends think I do



What my family thinks I do



What my Contractors think I do
(to them)



What my colleagues
(non-QS) think I do



What the Public thinks I do



What I think I do



What my bosses think
I am



What I really do

- our services were undertaken by other professionals in the construction industry
- Authorities and other Institutions solicit other professionals for services that a Quantity Surveyor normally provides



CONSEQUENCES

➤ Our services are being unlawfully provided by other professional

➤ SHORTFALL IN INCOME DUE TO MARKET SHARING BY OTHER PROFESSIONALS

➤ Under-estimate the importance of QS



- Lack of guidelines from Authorities and other intuitions.
- Mandatory requirements of Quantity Surveyors on projects
- Promotion campaign of QS profession

Corrupt practices

CORRUPT

- Political Interference
- Tailor-made bidding criteria
- Loopholes in Bidding Document



- Unaccessability of competent firms to the market
- Demotivation
- Distortion of fee structures
- Encouraging Malpractices

Measures that can be adopted

- Code of Ethics
- Disclosure of Corrupt & Malpractices
- Transparency
- Good Governance

Competition threats



- Competitive edges of Well-established firms
- Easy access of Foreign Firms
- Unfair & Irrational Fees by competitors.
- Encroachment of services

Measures that can be adopted

- Proper Regulation of Fees
- Regulation for access of Foreign Firms
- Lobbying from Council and Associations

Conclusion

Q&A



**THANK
YOU**