

# ***COOPERATION AND COLLABORATION OF PROFESSIONALS IN THE CONSTRUCTION INDUSTRY IN NIGERIA.***

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THE CONSTRUCTION INDUSTRY CONSULTATIVE LUNCHEON.**

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**PRESENTED BY:  
SEGUN AJANLEKOKO,  
FORMER PRESIDENT OF NIQS.**

## 1. INTRODUCTION

The 21st century has brought in its train a seemingly different dynamics to global economic world order development which centered around economic, social and environmental. From millennium development Goals (MDGS) the gear shifted to sustainable Development Goals (SDGS) which came out in 2016 with 17Goals and 169targets. The pillars of human development are deeply rooted in SDGS.

With the advent of Covid in 2019, the narratives further changed. A new world order with a new normal emerged. Technology and digitalization were brought to the front burner. As technology and digitization evolve, the professions in the built environment must evolve with it or run the risk of being left behind. What consultants and the professions used to do is receding fast but the good news is that what they can now do is growing fast.

## **2. IS THERE A FUTURE FOR THE BUILT ENVIRONMENT PROFESSIONALS**

The answer is categorically **YES**. Technology increases client's requirement which brings new services and duties that would drive the demands for the Professionals. This is evidenced in the new forms of procurements like PPP that are now gradually populating the public space!

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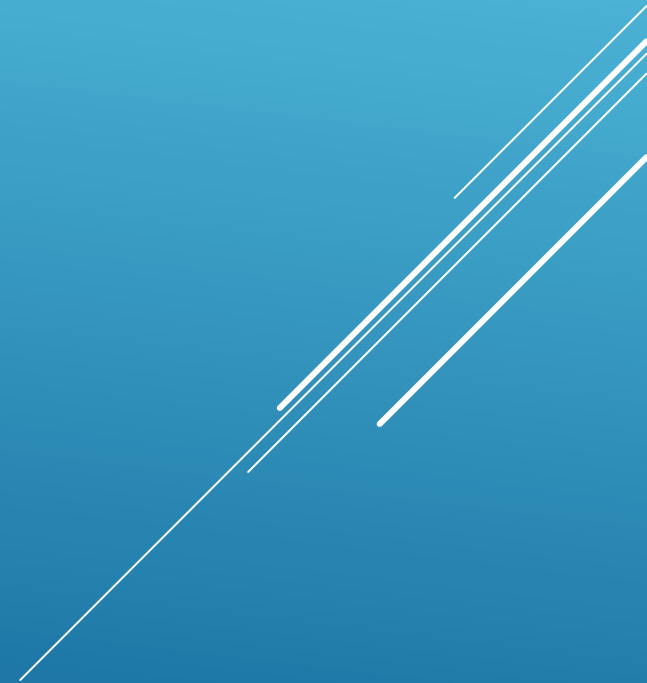
So, in a nutshell, while the construction industry exists, there will always be a need for the Professionals.  
Let me give you an insight into how authentic this statement is:

Under the SDG scheme, the rough calculations for eradicating poverty is put at \$66bn a year, while annual investments in improving infrastructures (water, transport, power, housing etc.) could be up to a total of \$7trillion globally. So, our duty as construction professionals is how to prepare ourselves to tap into this huge opportunity -it does require a change in approach to our services.

Examples:

- i. FGN Budget for 2019 – 8.83 Trillion
- ii. FGN Budget for 2021 – 13.59 Trillion
- iii. FGN Budget for 2024 – 27.50 Trillion
- iv. FGN Budget for 2025 – 49.74 Trillion

The 2025 Budget figure is nearly double the 2024!!



To survive in this era of technologies advancement, businesses and indeed professionals must innovate and disrupt their environments.

The construction industry and professionals must find a balance in innovation in the 21<sup>st</sup> century digital world to remain afloat.

Digital transformation is intrinsic to the way people live and work in this century. Because digital transformation is the present and the future of the world. It has unlimited ways to disrupt and rationalize our lives. There is no gain saying that human capability must be augmented with technology for survivability.

Today, China and India have become two leading technology nations. They achieved this by innovating and investing in digital technologies. Today, they are disrupting the global economy.

Construction Industry in Nigeria and its professionals must invest in technology so as not to be left behind.

### 3. THE DRIVERS OF THE FUTURE- (THE TOOLS)

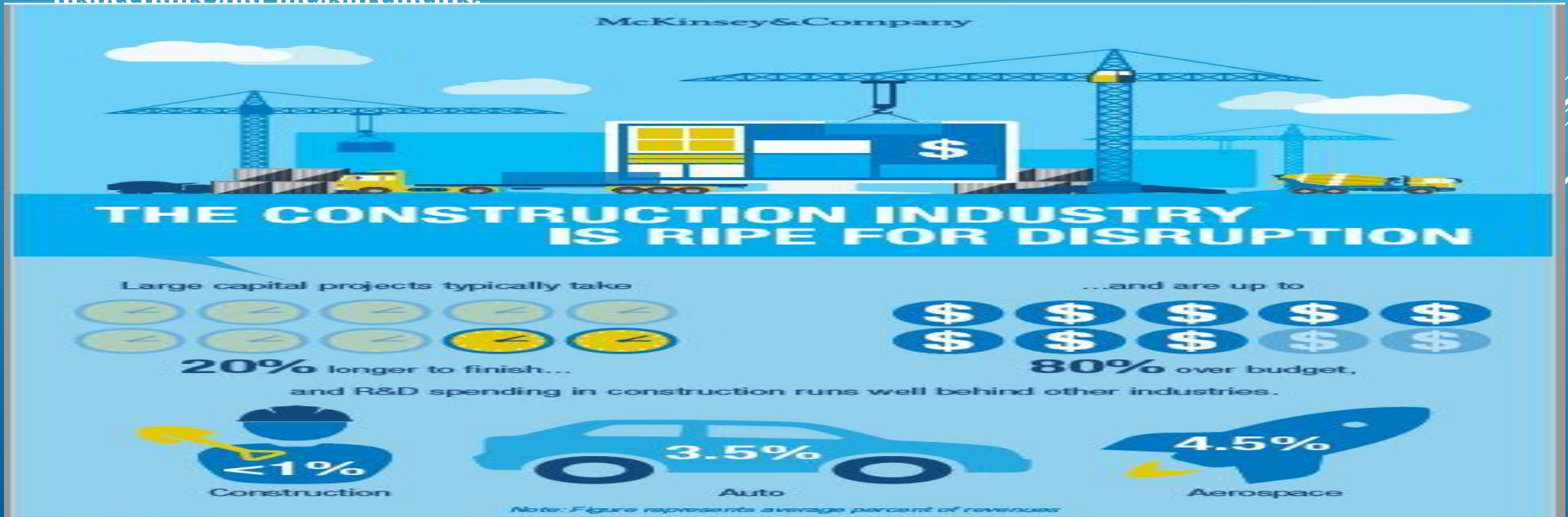
#### 3.1 WHAT IS DIGITALIZATION?

**Digitalization** is all about the disruption of the status quo! Uber has disrupted the transportation system across the globe; smart phone displaced the likes of Kodak and Philips and Amazon same day delivery. Disruption in global business is fast gaining momentum so that businesses must evolve and adapt to the new age! Looking therefore, at where the world is going now, we in the construction business need to look for what we must do to move up the ladder of development. Digitalization is fast facilitating changes that were considered impossible 30years ago, and demanding changes that will make businesses to grow exponentially rather than linear. What this now requires is flexibility and adaptability which I will discuss exhaustively in this paper.

### 3.2 What is Digital Construction: - I will like to give a broad overview of this.

Digital Construction is the use and application of digital tools to improve the process of delivering and operating the Built environment. This could take many forms.

It might be simple tools that aids communication and reduce the need for travel (messaging tools like whatsapp or video conferencing systems like Skype, Zoom and goggle hang outs). It could also be the improvement or automation of a manufacturing process; advancements in plants or materials; cloud-based filing systems; or software applications for use in both delivery and operation. Or it could be in things at the cutting edge like unmanned aerial vehicles (UAVs or often times referred to as Drones) for site scanning, inspections and measurements.



Looking at the digital devices used as work tools by players in the construction industry, we see that, at most companies, more than 80% of employees have access to a PC and the internet. On the downside, there is still a very sizable number of firms where the corresponding figure is only between 20% and 40%. For smartphones the picture is even more ambivalent. Moreover, our survey clearly refutes the assumption that tablets are already a standard tool among modern players in the construction industry. At the majority of respondent companies, no more than 20% have access to a tablet. Not a single respondent claimed that more than 60% of staff has access to a tablet. The image of building workers organizing their work with tablets is evidently still far removed from reality on today's construction. Yet precisely these devices and the apps they contain hold out the promise of huge benefits, as we will see later on.

#### 4. Strategies, priorities & Effective Approach for Growth



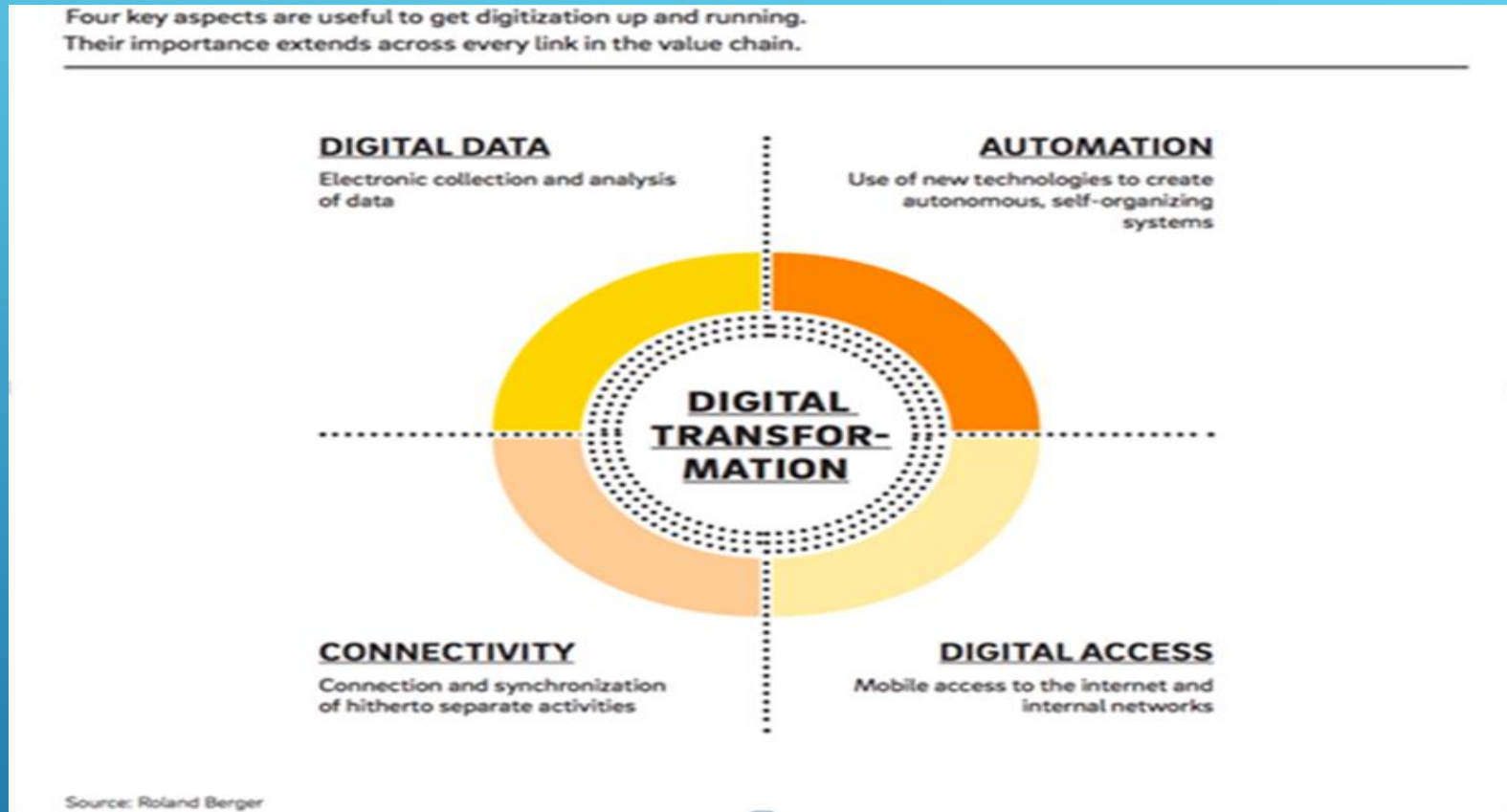
The first thing and most significant come in the cultural shift. The new technologies bring us all together! No more solo run!!! Collaboration is knocking at the door.

These technologies are here to help make our lives easier.

They do not need the old norm of years of experience, and importantly they are not here to replace anybody.

5.

## Four Keys to the Digital



Technology will continue to play a huge role in the consultancy of the future. It will reduce the need to travel (Zoom) improves international working and onsite communication. (through the use of drones) etc.

**5.1 USE OF BIM:** The Building Information Modelling (BIM) will take the center stage in carrying out consultancy duties. New software that are available will need to be acquired to meet with the clients' needs. An effective use of BIM requires a high level of understanding, analysis and interpolating of accurate costing data.

This means that consultancy firms will more likely be required to take vast amounts of data before presenting it in a way that will enable clients to make better decisions.

#### **5.1.1 BIM throughout the project life-cycle**

**Use of BIM goes beyond the planning and design phase of the project, extending throughout the building life cycle, supporting processes including**

- **Management of building information models**
- **BIM in construction management**
- **BIM in facility operation**
- **BIM in land administration and cadaster**

## 5.1.2 BIM software

The first software tools developed for modelling buildings emerged in the late 1970s and early 1980s, and included workstation products such as Chuck Eastman's Building Description System and GLIDE, RUCAPS, Sonata and Reflex. The early applications, and the hardware needed to run them, were expensive, which limited widespread adoption. ArchiCAD's Radar CH, released in 1984 was the first modelling software made available on a personal computer.

Due to the complexity of gathering all the relevant information when working with BIM on a building project some companies have developed software designed specifically to work in a BIM framework. These packages differ from architectural drafting tools such as AutoCAD by allowing the addition of further information (time, cost, manufacturers' details, sustainability and maintenance information, etc.) to the building model.

There is a BIM module in open source CAD software Free CAD.

## 5.2 MACHINE LEARNING:

### PLANRADAR-Punch List App

THE APP- It is the most powerful construction app, benefit from efficiency up to 70%. It increases the efficiency of your construction project by up to 70% with digital construction management. Construction documents, defects and tasks can be recorded via any mobile device pinned directly to your construction plans and communicated to project members in Real-time.

## 6. THE SHAPE OF THE FUTURE CONSULTANCY

**ONE MAN-SMALL SIZE-SPECIALIST:** firms adept in technologies and software will emerge low maintenance and proficient! Their specialization makes them extremely profitable firms.

### MULTIDISCIPLINARY PRACTICES

**DEFINITION:** what is a multi-disciplinary outfit: it is a coming together of experts from various disciplines to form a joint venture towards carrying out projects – it could be on ad-hoc basis or it could be on a permanent relationship/alliance.

It thus helps to further the goals of everyone involved in the team.

## **WHY FORM MULTI-DISCIPLINARY FIRMS:**

- For Corporate sustainability
- The coordinated efforts of many can accomplish more than the efforts of one or a few separately.
- It helps with growth and development of the individual businesses
- It enhances output and efficiencies
- Improves professionalism among professionals

## **HOW TO BUILD MULTI-DISCIPLINARY PRACTICE:**

- ✓ Have a common purpose and goal
- ✓ Trust each other
- ✓ Clarify each other's role from the start – there must be a bonus for a finder – called finder's fee
- ✓ Communicate openly
- ✓ Appreciate a diversity of ideas
- ✓ Leverage on each other's long-standing clientele
- ✓ Invest in a long journey – it brings stability and it pays in the long run.

## ➤ WHAT MAKES MULTI-DISCIPLINARY PRACTICES TO BE SUCCESSFUL:

For it to work, the entire team members must commit to a common vision, and each member throughout the supply chain must take a role in decision making; creating a culture that supersedes the individual culture of each organization. Each team member contributes its expertise; has a problem-solving orientation.

All members of the team must sign the same contract; risks and job sharing are allocated to the member must be equipped to handle them, trust is established and maintained through prompt payment and communication is transparent and respectful.

## ➤ TYPES OF MULTI-DISCIPLINARY PRACTICES

(i) **HORIZONTAL:** this is where two or three firms that are in direct competition and in the same market come together to attract more business: E. C. Harrison formed this in 2000 with Henderson Partners

### (ii) **MARKET EXTENSION MULTI-DISCIPLINARY OUTFITS**

A situation where two or three practices operating in different countries come together to get a bigger pie in the different countries, (CEP Ltd. Established this in with E. C. Harris in 1989. Also formed one with Del QS in 2004

### (iii) **PRODUCT EXTENSION MULTI-DISCIPLINARY OUTFITS**

- (a) Like was established by Building design Partnership (BDP) in England where the multi-disciplinary outfit embraces the entire construction related professionals where they offered a full range of professional design, engineering, cost control, planning and management skills (the Qs firms involved are virtually assured of constant flow of work from commissions obtain by the partnership).

**CASE STUDY 1 :** E.C. Harris in 2011 went into business agreement with ARCADIS of Netherlands. The combined joint venture has led to over 300 offices in over 40 countries. ARCADIS is now ranked No. 3 in Europe and worldwide No. 14 with gross revenue of €3 billion per annum.

Facts about ARCADIS revenue:

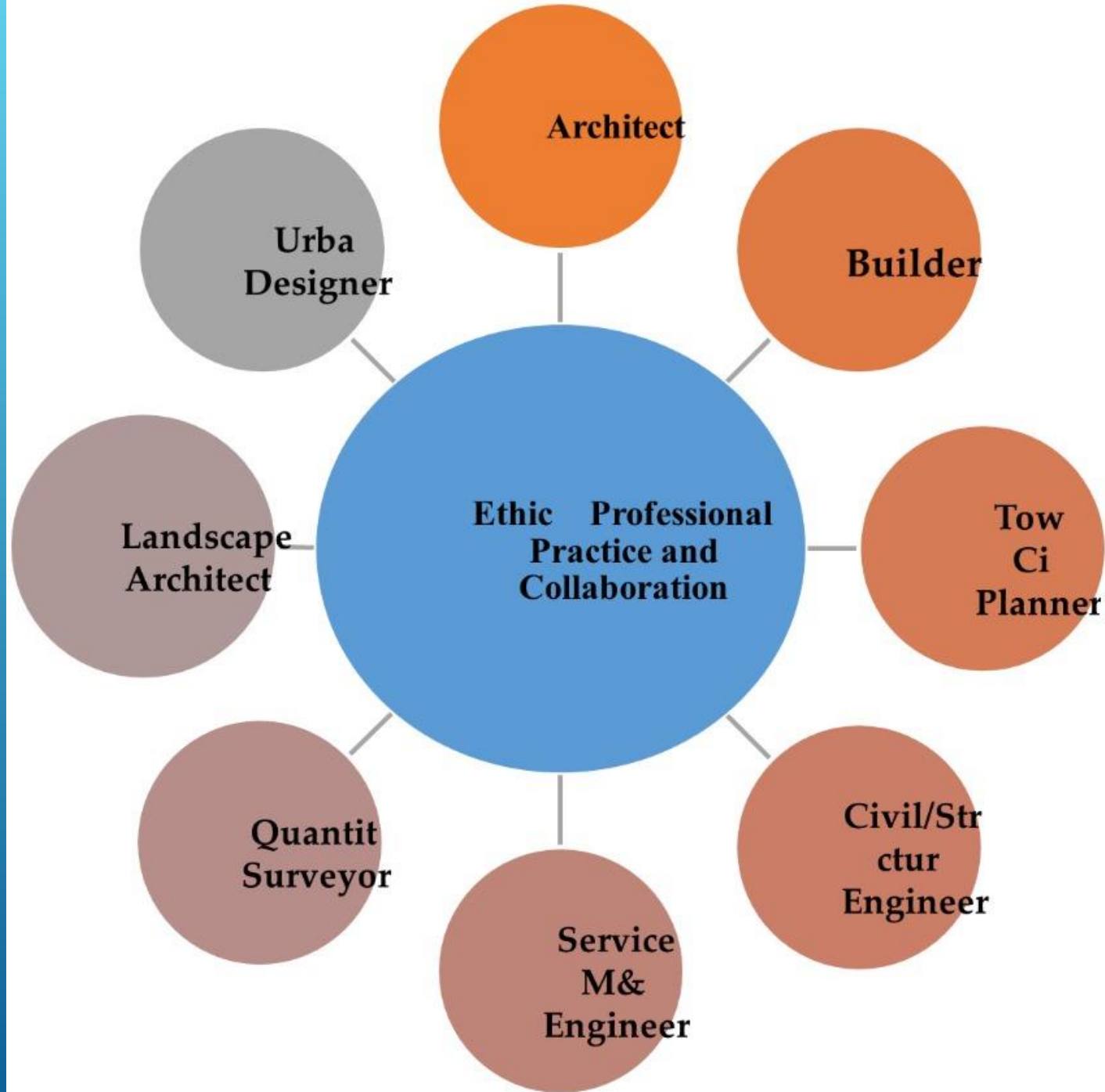
- ☐ Infrastructure 24%
- ☐ Water 15%
- ☐ Environment 33%
- ☐ Buildings 28%

## **CASE STUDY 2:** Formation of a Facility Management Company -FMC now GPFI (Global Property & Facilities International Ltd).

In order to access the opportunities in Facilities Management services, in a more robust and professional way, three Built Environment Professionals in private practice in the field of Architecture, Mechanical & Electrical Engineering and Quantity Surveying; Messrs Arc. Dipo Adebo, Engr. Kunle Ogunbayo and QS. Segun Ajanlekoko came together to form FMC-(the Facility Management Company in Nigeria. We called in Oil and Gas services personnel to the team-late Inam Udoma to give us an in road into Oil and Gas sector in the year 2000. We also formed an alliance/consortium with Capital Alliance, a venture capitalist company on a 50-50 equity share holding.

We also formed a partnership with WSP of South Africa to become WSPFMC FM Co. All these alliances were to help pull in blue chips Client! We got MTN through this. WSP later sold their shares to Capital Alliance to exit from the Consortium in 2012. This then gave Capital Alliance the largest shareholding and a strategic infusion of Nigerians into the Management of the company. Dr M.K.O Balogun, a well-grounded and seasoned Facility Manager became the Managing Director as the South Africans were exiting. This actually led to a greatly reduced operating cost!

Last year, the MKO group bought out all the shareholders, leaving us with half of our shareholding to form a new Global Property and Facility International Ltd (GPGI). GPGI has won the best FM company of the year award for the 3rd year running. The turnover of the company is in Billion Naira now! It now has branches in Cameroun, Cote D'Ivoire, Ghana, Kenya Rwanda, Senegal, Togo, Zambia and Uganda.



## COLLABORATION AND COOPERATION

My speech today will be centered more around COLLABORATION- Our working together for the greater good of our industry. For many years, I could see that permanent bonding together with each other has been quite elusive. Individually, there are those that relate or can relate with each other at project team level but this is yet to manifest openly within the Professional Groupings.

This our industry cannot move forward in the right direction in order to achieve the desired result without the unity that is highly essential for success. The current scenario is that the government dictates the course and future of the Construction Industry. This situation is very dire and can lead to suffocation and complete emasculation of the industry.

With collaboration and cooperation among us the 7 Built Environment Professionals, we can achieve the following and the result will become manifest :.

- **Focus:** The coming together will enhance shared vision and outcome.
- **Ownership:** It will help us to take full ownership and responsibility of our industry
- **Interaction:** It will help us to interact more frequently and engage each other on a higher pedestal towards developing an efficient industry.
- **Outcome:** The collaboration will lead to new and innovative industry that is constantly stepping up their game.
- **Vision:** With a common and shared vision we will be able to achieve a purposeful outcome - A professional milestone that meets global standard!

What we would achieve as a united body will be the feat that occurred in Dubai UAE, Abu Dhabi, Qatar and China.

Those feats were achieved because all the Professional Groupings are working together as a team – No line of demarcation – No barrier to unified working – Individual roles were well defined within the larger body.

It is possible here in Nigeria BUT:

- We have to be intentional
- We have to evolve
- We have to re-adorn ourselves with a new thinking cap
- For the good of the individual group and the good of all.
- But the line of division must be removed!

The regulatory bodies can kickstart this new thinking!

We can achieve the Construction Industry of our dream, it just requires us to:

- i. Trust and respect
- ii. Identify clear roles and responsibilities
- iii. Adopt open communication.
- iv. Become flexible and adaptable.
- v. We should have shared goals and common objectives.

Ladies and Gentlemen, collaboration is centered around unselfish giving rather than “What’s in it for me?” – It requires attitudinal shift. The result will be a healthy and buoyant industry!

The collaboration will be like a crusade – Simply put, something that's bigger than us.  
It's a cause with an impact that reached beyond our individual profession! It will take us to the dream destination- The Prosperous Construction Industry of our dream.

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## 9. CONCLUSION

IS THERE A FUTURE?

Yes, but there is no **microwave** solution-No quick fix! The future belongs to those who gets off their butts, the innovators, the relevant and existing professional bodies! It requires a breakthrough in mindset and technology.

In closing, I will quote Charles Darwin, “**It is not the strongest of the species that survive, not the most intelligent, but the most responsive to change**”. We must all be responsive to change.

True professional is a **DOER** not a **DREAMER**!

Ladies and Gentlemen,

Let us come together to do the impossible!

No more solo run!

**JOSEPH SEGUN AJANLEKOKO**

**FNIQS,PPNIQS,PPAAQS,PPAPBN,PPCASLE**

IMMEDIATE PAST PRESIDENT-CASLE

THANK YOU

