

**COURSE:**

# FUNDAMENTALS OF THE SWEDISH CONSTRUCTION INDUSTRY

• REAL ESTATE 16-17 OCTOBER • INFRASTRUCTURE 6-7 NOVEMBER

**2017**  
Stockholm



# Knowledge is power

**Looking to enter the Swedish construction market? Want to get a head start? Knowledge is power – take a shortcut to success on one of Europe’s strongest real estate and infrastructure markets.**

**Our unique two-day courses give instant insight into Swedish regulations, legalities, unwritten rules and business opportunities. The first and only of its kind, the courses enable contractors to maximize possibilities and avoid common pitfalls. Don’t fall behind – sign up today and hit the ground running in the Swedish Market.**

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## THE COURSES

The strong Swedish construction market has created lucrative opportunities for international companies. In order to seize these opportunities, there is a requirement to understand the procedures and regulations of the industry in Sweden.

The Fundamentals of the Swedish Construction Industry is a two-day intensive course intended to provide this basic knowledge to help foreign companies enter and succeed in the Swedish market. You can choose to focus on Infrastructure or Real estate.

## BACKGROUND AND PURPOSE

The Swedish construction industry is experiencing the biggest expansion in decades, with big-scale investments planned in both infrastructure and real estate. This rapid increase in demand for construction firms has created lucrative opportunities for foreign actors looking to enter Scandinavia’s biggest construction market.

One of the greatest challenges for international companies has proven to be understanding and navigating the Swedish regulations for construction work. The regulations are strictly enforced by the authorities and understanding them is paramount to winning and profiting from construction contracts in Sweden.

To assist international contractors, two different short introduction courses, Infrastructure and Real estate, have been developed to cover the fundamental aspects of the Swedish construction industry.

## COURSE DESCRIPTION

### COURSE OBJECTIVE

The objective of the courses is to give an introduction to statutes and regulations that are unique to the Swedish construction industry. The intention is to supplement the contractors’ practical expertise with knowledge of the Swedish regulatory framework, focusing on aspects that have a direct impact on project profitability.

### COURSE CONTENT

The courses are available in two different versions focused on real estate and infrastructure, respectively. The curriculum covers the essential legal and procedural aspects of bidding for and executing construction contracts in Sweden. Topics include procurement legislation, bidding and payment formalities and requirements to pass on-site inspections. The lecturers highlight important parts of the regulatory texts, as well as unwritten rules and standard practices. Please see the curriculum for each course on the following pages.

## WHO SHOULD ATTEND?

The courses are targeted at experienced, foreign contractors who are looking to supplement their practical experience with knowledge of Swedish procedures and regulations. While the courses are designed for a mixed audience, they can also be tailored to an individual contractor and even be focused on a specific procurement.

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## **COURSE: REAL ESTATE, 16–17 OCTOBER**

The course is held over two days and is divided into the following five modules. Each topic is taught by one or several professionals with solid experience in their respective fields.

### **THE GOVERNMENT PROCESS**

- Process Overview
- Procurement and Contract Types
- Case Study

### **LEGAL AND FINANCIAL ASPECTS**

- Public Procurement Law
- Construction Law
- Standard Construction Contracts
- Business Law
- Taxation
- Financing

### **NOMENCLATURE AND REFERENCE WORKS**

- Construction Industry Code System
- Material and Work Descriptions (AMA)
- Quantity Measurement and Compensation Rules (MER)
- Advice and Instructions (RA)

### **HUMAN RESOURCES**

- Health and Safety Requirements
- Hiring Subcontractors
- Hiring Consulting Firms
- Project and Production Management
- Swedish Corporate Culture

### **THE SWEDISH CONSTRUCTION MARKET**

- Market Analysis
- Established and New Actors
- Current and Upcoming Projects

### **WHEN AND WHERE?**

This course will be held the 16th and 17th of October 2017 in Stockholm city centre. You will be provided with further details and hotel recommendations when you sign up for the course.

### **PARTICIPATION**

The participation fee for the two-day course is 19 900 SEK per person, VAT not included. Course material, lunch both days and dinner together on the first day are included. Each participant book their own accommodation. Full terms and conditions are available on the website.

**SIGN UP AT:**  
**[CONSTRUCTION.SABO.SE](http://CONSTRUCTION.SABO.SE)**



## **COURSE: INFRASTRUCTURE, 6–7 NOVEMBER**

The course is held over two days and is divided into the following five modules. Each topic is taught by one or several professionals with solid experience in their respective fields.

### **THE PUBLIC PROCUREMENT PROCESS**

- Process Overview
- The Tender Documents

### **LEGAL AND FINANCIAL ASPECTS**

- Public Procurement Law
- Construction Law
- Standard Construction Contracts
- Business Law
- Taxation
- Financing

### **NOMENCLATURE AND REFERENCE WORKS**

- Construction Industry Code System
- Material and Work Descriptions (AMA)
- Quantity Measurement and Compensation Rules (MER)
- Advice and Instructions (RA)

### **HUMAN RESOURCES**

- Health and Safety Requirements
- Hiring Subcontractors
- Hiring Consulting Firms
- Project and Production Management
- Swedish Corporate Culture

### **THE SWEDISH CONSTRUCTION MARKET**

- Market Analysis
- Established and New stakeholders
- Current and upcoming projects

### **WHEN AND WHERE?**

This course will be held 6th-7th of November 2017 in Stockholm city. You will be provided with further details and hotel recommendations when you sign up for the course.

### **PARTICIPATION**

The participation fee for the two-day course is 19 900 SEK per person, VAT not included. Course material, lunch both days and dinner together on the first day are included. Each participant book their own accommodation. Full terms and conditions are available on the website.

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## ABOUT US

**The Fundamentals of the Swedish Construction Industry are two short introduction courses covering the fundamental aspects of the Swedish construction industry. The courses are the result of a collaboration between organizing partners and funding partners.**

### INVEST STOCKHOLM

Invest Stockholm is the official investment promotion agency for the City of Stockholm. It is a subsidiary of Stockholm Business Region, a company owned by the City of Stockholm. Invest Stockholm is focused on business development, business services and investment promotion in the Stockholm region.

[investstockholm.com](http://investstockholm.com)

### TYRÉNS

Tyréns is one of Sweden's leading engineering consulting firms within infrastructure and urban development. The firm has 1900+ employees and offers a wide range of services to private and public sector clients. Tyréns provides customized services to international clients and has unique experience in helping foreign contractors bid for and execute contracts in Sweden.

[tyrens.se](http://tyrens.se)

### SABO

SABO – the Swedish Association of Public Housing Companies – is an industry and interest organization for Swedish public housing companies, which together own about 18 % of all dwellings in Sweden. The organization aims to provide its 300 members with good operational conditions, as well as promote a positive development for rental property in Sweden.

[sabo.se](http://sabo.se)

 **Stockholm**  
The Capital of Scandinavia

 **TYRÉNS**

  
**SABO AB**

# The market

The Swedish government, through The National Board of Housing, Building and Planning, has estimated that there is a need to construct 710 000 dwellings in Sweden until 2025.

This need implies that the industry would have to construct 88 000 dwellings per year until 2025. With the current pace in mind, it will not be possible for the industry to fulfill this need.

The picture looks similar for the infrastructure sector as large projects are planned and there is a lack of capacity to construct both infrastructure and construction projects.

The Swedish market is complex and there are different barriers to enter the market. In order to clear the barriers, clarify the conditions and help you succeed, we are glad to offer you two different introduction courses of which you can read more in this brochure.

**For more information and to sign up for the courses, please visit:**

**[construction.sabo.se](https://www.construction.sabo.se)**