



mentabuild
celebrating 39 years

Thailand QS Evolution

Seth W.W. Leong BSc Hons FRICS MAIQS CQS

17th May 2023



- Health & Safety Moment
- Synopsis
- About Me & Mentabuild
- Thailand Construction Market Introduction
- Evolution of QS
- Any Questions?

Travelling Abroad

- Watch what you post on social media
- Trust a neighbour
- Lock up properly
- Hard / soft copy of important documents
- Cash, Credit Cards & Bank Transfer App
- Don't stand out / keep a low profile
- Travel in a group
- Keep your personal belongings secure
- Medical & Travel Insurances
- Special medication
- Respect local law & customs
- Emergency numbers in Sibul, Sarawak:-
 - Police/Ambulance – 999
 - Fire Station – 994
 - Police Station – 322222

Thailand, not only a popular tourist destination but host to a rich and diverse construction market with plenty of opportunity. And with that, a demand for quantity surveyors. The QS profession has evolved through the times and has had to face the challenges of staff retention, increased competition, economic pressures, digitalisation and modernisation amidst concerns for its future.

We are going through change. The needs and requirements of clients are evolving and QS firms need to acknowledge and embrace these changes and learn to adapt and shape their businesses to secure the QS profession for the future.



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Role

Managing Director of Mentabuild
(formerly Arcadis Thailand)

Years of Experience

21+

Project Locations

Thailand, Cambodia, Myanmar,
Middle East and the United Kingdom

Professional & Academic Accreditations

Fellow of the Royal Institution of Chartered Surveyors (FRICS)
Member of the Australian Institute of Quantity Surveyors (MAIQS)
Certified Quantity Surveyor (CQS)
BSc (Hons) in Quantity Surveying at the University of Reading, UK.

Others

Assessor for RICS and AIQS
Previously served as Chairman for the RICS ASEAN QS & Construction Professional Group Board

ABOUT MENTABUILD



39
YEARS SINCE
YEAR 1984



**COST
MANAGEMENT
(QS)**



130+
PEOPLE



**PROJECT
CONSTRUCTION
MANAGEMENT**



1000+
PROJECTS



**ENVIRONMENTAL
ADVISORY**

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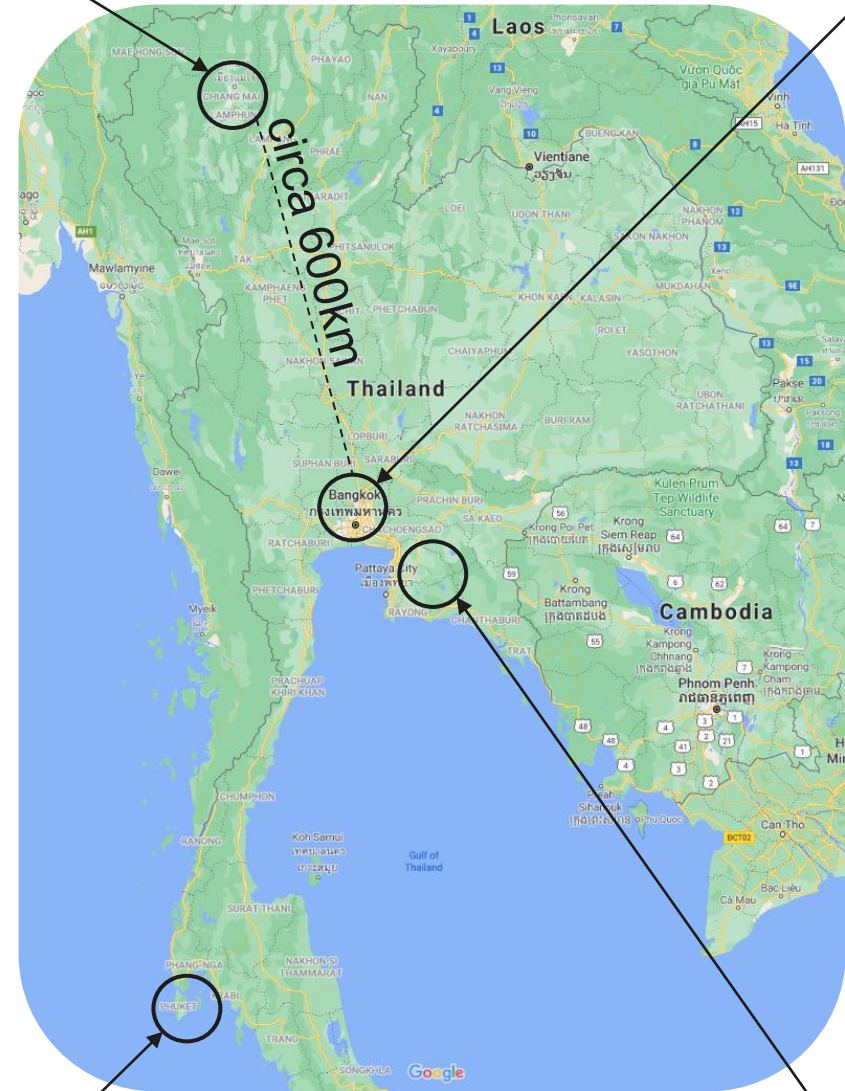


Statistics

- Population **66m**
- Borders Myanmar, Laos, Cambodia and Malaysia
- Currency is **Thai Baht** (USD 1 = THB 34)
- Minimum Wage in Bangkok is THB 350 / day (USD 10)
- Time zone **UTC+7**
- Capital is **Bangkok** (circa 6m population)
- Total area circa **513,120 Sq. Km**
- **38 Airports** (7 international)

Chiang Mai

Bangkok



Phuket

Chonburi



Public Sector

- Infrastructure
- Public Buildings



Private Sector

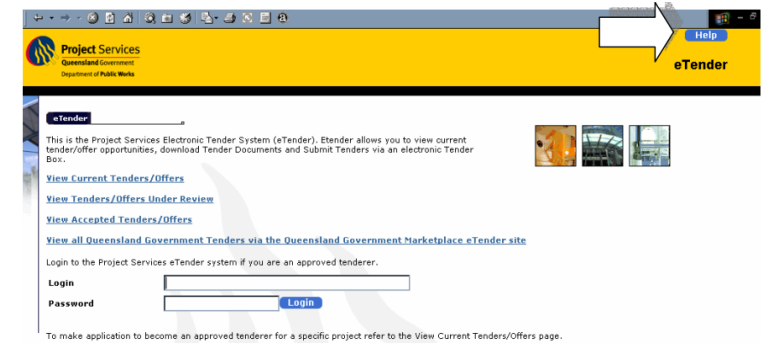
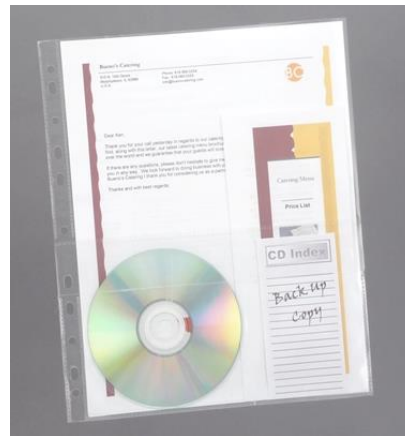
- Commercial Buildings
- Residential Buildings
- Industrial Buildings

Terms	Thailand Norm
Form of Building Contract	Mentabuild's form, FIDIC, local Thai contracts
Procurement Strategy	Lump sum / Design, Bid, Build / Design & Build
Time for Completion	Fixed
Advance Payment	10%, backed by bank guarantee
Defects Liability Period	12 - 24 months
Payment for materials off / on site	Subject to agreement
Retention	5 - 10%
Performance Bond	10%
Liquidated Ascertained Damages	0.05 - 0.1% of Contract Sum per day
Dispute Resolution	Litigation vs Thailand Arbitration Centre
QS Consultant Fee Structure	Milestone & Time Related Deliverables

EVOLUTION OF QS



EVOLUTION OF QS



EVOLUTION OF QS





Growth of the QS Profession

- Training & Development
- Institutions & Associations



Introduction of QS into Thailand

- Foreign investment and international JV projects



Now & the Future



Economic Downturn
& COVID19

- Impact on business operations (WFH, Cashflow, OI)
- Impact on service delivery (Cost Planning, Tendering, Procurement, Award, Construction Stage)

The future

Services

BIM / Digital

Less administrative,
more thinking and
strategizing

MEP centric

Supporting Designers

Skillsets

Professional
Accreditations

Digital savvy

Understands more of
their client's business

Workplace

Smaller offices with
WFH policies

Increased digital
equipment and
infrastructure

Prepare now

Services

Work with your software provider – keep up to date and demand innovation

Automate the mundane, activate your analytical brain

Invest or partner with MEP QS specialists

Talk and learn more about the direction & vision of the designers

Skillsets

Train yourself & your staff – get accredited – elevate the profession

Embrace digital tools

Learn more about your client's business

Workplace

Develop WFH policies and experiment what works best – focus on performance outputs

Budget for new & upgraded hardware and digital platforms



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Any Questions?

COST MANAGEMENT (QS) | PROJECT & CONSTRUCTION MANAGEMENT | ENVIRONMENTAL



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