



Photo: ImageBank Sweden

Course: Fundamentals of the Swedish Construction Industry – Infrastructure

Looking to enter the Swedish market? Want a head start? Knowledge is power – take a shortcut to success in one of Europe’s strongest infrastructure markets.

Our unique course gives instant insight into Swedish regulations, legalities, unwritten rules and business opportunities in the infrastructure sector.

The first and only of its kind, the course enables international contractors to maximize possibilities and avoid common pitfalls. Don’t fall behind – sign up today and hit the ground running on the Swedish Market.

When?

5-6 May 2020

Where?

Business Sweden, Klarabergsviadukten 70, 101 24 Stockholm

What?

The course covers topics such as public procurement in Sweden, legal and financial considerations and advice on how to approach the market. It also provides a unique opportunity to meet with Region Stockholm and the Swedish Transport Administration.

Please **sign up** by sending an email with below information to ellen.benktander@business-sweden.se no later than **22nd of April**.

- a) Name of participants
- b) Billing address

Participation fee: 15 000 SEK per participant (incl. lunches and dinner)

Preliminary Agenda

May 5th

- 9:00 **Introduction; Invest Stockholm, Business Sweden and Tyréns**
Sören Pettersson, Business Development Manager, Invest Stockholm
Robin Pettersson, Invest Manager at Business Sweden
Ulrika Grundström, Business Developer at Tyréns
- 9:30 **The Swedish Labor Market – Employment Law**
DLA Piper
- 10.15 **Coffee Break**
- 10.30 **The Swedish Labor Market – Employment law (continued)**
DLA Piper
- 12.00 **Lunch**
- 13.15 **IDo6 – Identity cards for construction companies**
Thor Jonsson, Manager, IDo6 cards
- 14.00 **Legal and Financial Aspects**
DLA Piper
- Public Procurement
- 15.00 **Coffee Break**
- 15.15 **Legal and Financial Aspects (continued)**
- Establishing a Business (M&A)
- Taxation and Financing
- Swedish Standard Construction Contracts
- 16.30 **End of Day 1**
- 18.00 **Joint Dinner**

May 6th

- 09.00 **Approaching the Swedish Market**
Leo Wallin, Business Development Manager, Shipley
- 09.45 **Coffee Break**
- 10.00 **The Stockholm Metro Extension – Upcoming Contracts**
Pia Lindberg Nedby, Head of Procurement, Region Stockholm
- 11.00 **Trafikverket – Plans and Upcoming Tenders**
Johan Sundin, Head of Strategic Construction Support for the East Link Project, Swedish Transport Administration (Trafikverket)
- 12.00 **Lunch**
- 13.15 **How to manage Public Procurement in Sweden**
Fredrik Asklund, Head of Projects, CRTG
- 14.15 **Coffee Break**
- 14.30 **How to manage Public Procurement in Sweden (continued)**
Fredrik Asklund, Head of Projects, CRTG
- 15:30 **The practicalities when bringing staff to Sweden**
Carl Sundström, Business Relationship Manager, K2 Corporate Mobility
- 16.15 **Collective Agreements in Sweden**
- 17.00 **End of course**