



PARLEY PARSONS
EXPERT ADVISORY SERVICES



www.parleyparsons.com

About Us

Parley Parsons is a multi-disciplinary expert provider's providing complete turnkey solution to its Clients, we are specialized in Project Management, Commercial Management, planning and scheduling, Claims management and dispute resolution.

We understand the requirements and risks of projects and the need for robust and professional cost and schedule control from the outset; early engagement allows our proactive approach to maximise control and minimise risks and disputes. Should problems occur, we have the strategic expertise to manage and resolve claims and disputes, through our co-ordinated team of contract specialists, forensic delay analysts and expert witnesses combined with legal consultants.

Parley Parsons provides responsive, high quality, multi-disciplinary managed services to support the delivery of complex and challenging projects, globally.

Parley Parsons team make the difference in delivering robust and dynamic commercial solutions

VISION

To be the natural partner of choice for our clients in building a better world

CORE VALUES

Excellence and Competency
Ethics and Integrity
Innovation
Commitment to People

Our Services

We ensure that robust measures to control risk, cost and time, manage claims and prevent disputes are in place to support the successful delivery of our Client's projects.

Our co-ordinated, multidisciplinary team gives you the commercial edge throughout the project and the expertise to secure your entitlements and resolve claims and disputes ahead of time through various techniques.

Parley Parsons is proud to announce that our services are regulated by the Royal Institution of Chartered Surveyors (RICS).

CORE AREAS OF EXPERTISE

1. Project Management.
2. Commercial and Contract Management.
3. Risk Management.
4. Quantity Surveying Services.
5. Delay Analysis.
6. Planning and Scheduling.
7. Claims Management.
8. Dispute Resolution (Mediation, Adjudication, Arbitration).
9. Distressed Project Turnaround.
10. Legal support.
11. Tailored Trainings.





Leadership Team



Mohamed Ghofrane
– Managing Director

Mohamed is a chartered Surveyor with over 15 years' engineering experience within the Construction industry including major civil engineering, high rise towers, stadiums, rail and oil & gas projects.

He specializes in providing expert services support, quantum and technical reports for support in construction dispute resolution.

Mohamed also has an extensive experience in working with a wide range of Contracts, including JCT, FIDIC, and NEC 3 form, He regularly advises on the practical application and use of FIDIC suite of Contracts.

Our Team

Our consultants work together under a single point of responsibility to provide a fully coordinated and seamless service; we adopt a team approach and encourage our consultants to call on the support of their colleagues with specialist skills and experience for advice. We also work closely with our clients to advise and support them with their staff upskilling programmes, to ensure that our expertise is shared for the benefit of future projects.



Chin Yin Foo – Associate Director (Quantum)

Foo is a chartered quantity surveyor with over 16 years' experience in the construction and engineering industries. He particularly deals with the preparation and valuation of variations; claims for prolongation disruption and acceleration, disputed accounts and counter-claims and damages.

Foo has experience across many sectors of the construction industry including high rise towers, water and sewage treatment, roads, rail, stadiums and major commercial & residential building. He has been instructed for various assignments on behalf of employers, engineers, main contractors, subcontractors, and JV partners in disputes.



Hassan Abu Hamdah – Associate Director (Delays)

Hassan is a chartered Civil Engineer with over 14 years' experience in the construction and engineering industries. He particularly deals with the development of Baseline programme, assessment of project delays, forensic analysis of the project programme and schedule, claims for extension of time, disruption.

Hassan has experience across many sectors of the construction industry including infrastructure, high rise towers, rail, high rise towers, water and sewage treatment, roads, rail, stadiums and major commercial & residential building. He has been instructed for various assignments on behalf of employers, main contractors, subcontractors in disputes.



Shana Anna – Junior Quantity Surveyor

Shana is a Junior Quantity Surveyor with over 8 years' experience in the construction and engineering industries. She deals with the assessment and quantification of the damages resulted from project delays and disruption, support clients in preparation of variation orders, verification of bill of quantity and assist Directors in collation of Claims documents.



Princessa Mina – Claims Specialist

Princessa is a Claims Specialist with over 10 years' experience in the construction and engineering industries. She particularly deals with claims, she analyse and draft quantum analysis reports, providing contractual support to various range of clients. Princessa has experience across many sectors of the construction industry including high rise towers, roads, rail, hotels and major commercial & residential building.



Mohamed Raef – Country Manager (Tunisia & Belgium)

Raef has an extensive experience overseeing the success and growth of various businesses within the North Africa and Europe. His extensive experience, knowledge, strategic thinking and people management skills make him the ideal person to expand into the Tunisian marketplace.



Ameen Shaikh – Project Manager

Ameen is a Chartered Project Manager with a good experience in the construction and engineering industry. He supported Clients at several occasions in delivering projects within the time, budget and the quality required. Ameen has experience working in high rise towers, control center room and residential buildings.

What we do

PROJECT MANAGEMENT

The key to our success is our aptitude to carefully match the three pillars of project management – time, cost and quality – to individual client requirements in terms of programme, value-for-money, and design aspiration

We adopt a planned, organised and controlled approach to project management, to deliver successful construction projects.

Efficient project management stems from two essential qualities: communication and organisation. Our pool of experts are chosen for their capability to combine both, using personal, technical and professional skills to respond to every aspect of project delivery.

Our expertise in delivering wide number of projects across the MENA region allows us to control and deliver projects to cost and on programme, minimising risk, whilst maintaining safety, achieving quality and maximising investment returns. This expertise spans all phases of project development, from front-end development appraisal, feasibility and conceptual studies, as well as managing the detailed design, construction, execution and handover stage.

CLAIMS MANAGEMENT

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Clients are given an honest appraisal of their contractual and commercial position”

Honest appraisal, strategic guidance and the preparation of time and cost entitlement documentation that is technically, legally and commercially accurate.

We have built a multi-disciplinary team of talented claims specialists drawing on the expertise of engineers, architects, project and construction managers, quantity surveyors, forensic planners, and a range of specialists in scheduling, delay and disruption analysis, and other facets of construction.

Our claims specialists investigate and analyse the causes and effects of the events that have arisen, prepare submissions and present your case. Their skills and experience are invaluable when analysing contractual liability and causation, and quantifying the effects in pursuing or defending claims. This thorough evaluation leads to the best solution for our clients, who may be:

- Claimants or Defendants
- Owners and Governments
- Contractors or Subcontractors
- Architectural practices
- Engineering consultants
- Law firms

Recovery of additional costs include:

- Strategic advice and options
- Analysis of contractual terms and conditions
- Review tender pricing, rates and productivity
- Analysis of actual time spent, costs incurred and achieved productivity
- Analysis of facts and evidence including records and notices
- Identify contractual route to recovery
- Prepare cause and effect analysis
- Quantum calculations and supporting evidence
- Recovery of disruption costs
- Preparation, presentation and negotiation of claim

Services for claims for the Extension of Time include:

- Strategic advice and options
- Recommendation of delay analysis methodology
- Identification of planned programme and critical path
- Analysis of revised/updated/as-built programmes and reasons for change
- Inspection of records and notices
- Forensic delay analysis
- Acceleration programmes and agreements
- Preparation, presentation and negotiation of claim





CONTRACT MANAGEMENT

Independent, pro-active and disciplined cost control and contract management to deliver a 'no-shock' financial conclusion.

We have an in-depth knowledge of owner and contractor organisations, giving us a unique understanding of how each operates and their respective commercial drivers. Our expertise covers the standard contract forms used locally, regionally and globally as well as bespoke forms. Our team includes ex contracts directors from global contracting organisations who can provide dedicated support and share their "battle scar" expertise.

“ Unique understanding of commercial drivers ”

Services for Contract Management include:

- Procurement strategy
- Bid support
- Estimate and budgets
- Commercial strategy and procedures
- Contractual advice
- Contract administration
- Correspondence, records and notices
- Cost control and cost/value reporting
- Variations/change control
- Final account
- Project audit
- Commercial management of subcontractor's and supplier's
- Dispute avoidance

COMMERCIAL MANAGEMENT (QUANTITY SURVEYING)

As our core service and having many decades of uninterrupted service in the Middle East, we believe that we offer a unique estimating, cost control and level of back up information in our databases that is unequalled in our region. We have teams dedicated to pre-contract documentation, we have databases holding cost information on innumerable previous projects and we have our ISO 9001 Quality Assurance that combine to provide a service of unrivalled excellence.

Commercial Management expertise to maximise Clients business potential by ensuring the successful management of all project's commercial Aspects.

COST MANAGEMENT

We align ourselves around client sectors to provide industry-relevant advice and specialized expertise. Our integrated approach creates custom-made client teams that bring together technical delivery experts, strategists and other in-house specialists. We work together to achieve viable developments that capture client objectives through value-driven and efficient designs. Costs are controlled through rigorous change management and risk-management processes and reporting.

As one of the most committed cost management consultancies, we have access to unprecedented cost data on projects across contexts and sectors. Based on that intelligence and analysis, we've developed industry-leading benchmarking data sets on a regional basis. Along with our extensive experience and specialist knowledge of end markets and building types, we can provide more accurate advice on the cost implications of client requirements.





PLANNING AND SCHEDULING

We do not simply plan a project. We bring new ideas, fresh thinking and solutions to problems whilst looking for opportunities to reduce time periods and de-risk through what-if scenarios.

Our planning and scheduling team prepares programmes at all stages of a project – from tender stage, to on-site operation to retrospective forensic for use in claims and disputes. We advise Clients on how to prepare contract compliant programmes, report progress on as-built programmes, manage critical path and float activities and the records to keep in case a claim situation arises.

Services for planning and scheduling include:

- Tender, contract and/or baseline programme
- Resource and cost loading of programmes
- Construction solutions to reduce risk and project duration
- Programme risk identification and recommendations for mitigation
- As-built programmes and progress monitoring
- Interface co-ordination
- Time impacts arising from change
- Recovery and accelerated programmes
- Earned value and other project benchmarking measures
- Programme audits

DELAY ANALYSIS

We do understand the central role played by planning and scheduling in the project management of projects. Our experts are drawn from diverse backgrounds across construction and related industries, they employ a wide variety of techniques and use of the most sophisticated software.

Our team provide support and monitoring of projects from inception through to completion. We offer project audits, providing independent monitoring and reporting; together with feasibility audits, for the purposes of funding and economic evaluation.

Drawing on their industry expertise, our experts provide robust delay and schedule analysis for prospective, and retrospective, extension of time entitlements and for the analysis of delay, acceleration, disruption, and loss of productivity.

Our techniques include:

- Critical path analysis
- Time impact analysis / Windows analysis / As built vs as planned / As built but for analysis / Collapsed As-Built
- Earned value analysis & S curve
- Line of balance
- Monte Carlo simulation
- Programme evaluation and review techniques (PERT)
- Dispute resolution





DISPUTE RESOLUTION

Commercially focused and co-ordinated contractual, quantum, forensic delay and expert services from a single business from crystallisation of the dispute to the enforcement of the outcome.

Our offer is a unique, complete dispute resolution service from a single business. Our claims specialists, forensic planners, document managers and visualisers work with lawyers under a single point of responsibility to provide a fully co-ordinated and seamless service from the outset of a dispute to its conclusion, avoiding the abortive work that can arise when using multi-party advisors. We resolve disputes through negotiation, adjudication, mediation, expert determination, dispute boards, arbitration and litigation. All tribunal representation benefits from our experience combined with our specific knowledge of the region where the dispute has arisen or is being prosecuted.

Services also include:

- Complete co-ordinated service from a single business
- Full service from crystallisation to enforcement
- Position review, opinions on merit of case
- Strategic advice
- Preparation of supporting documents and evidence
- Quantum assessment to tribunal standard
- Forensic delay analysis
- Negotiation
- Arbitration, litigation and alternative methods (ADR)

TRAININGS

As one of the leading providers of consulting, expert and advisory services, Parley Parsons delivers a series of events and training courses that cover a wide breadth of industry topics that help build and transfer skills and expertise for organisations. Our professionals have delivered hundreds of seminars, and in-house training courses.

We do provide customized trainings covering all aspects of the Construction and other industries to support the Employees to understand the best practices and implement them within their daily tasks.

The aim of the training programme is to achieve the following objectives:

- Reinforce the knowledge of participants in respect of general commercial terms and conditions of construction contracts (including subcontracts).
- Improve the skills and capabilities of participants with respect to reading, understanding, reviewing, administering and negotiating contracts, claims and all other matters.
- Familiarise participants with actual case studies from global portfolio of projects and to disseminate experience relating to contract and claims management.
- Develop internal procedures relating to contract management and to ensure consistency of contract management applications at all levels within the company.
- Improve communication and increase cooperation between the Employees at site and corporate levels.
- Contribute to the strengthening the organization's corporate culture.



CONTRACT SPECIALISTS

Concise, clear and watertight contracts are essential for the progress of any major construction or energy project. At Parley Parsons, we produce documents that cut to the heart of transactions, clearly allocating risks and responsibilities.

We deal with a full range of procurement and documentation tasks. From drafting project correspondence to negotiating complex agreements, our industry experience – and our extensive experience devising major business deals – means we can save our clients time and money, and safeguard them against possible pitfalls.

Only by understanding our clients' commercial commitments and aims can we become a true partner and add maximum value, which is why we discuss projects in detail and encourage a relationship of open dialogue.

We can help with procurement strategies, contract negotiation, document appraisal and risk analysis, partnering and framework agreements, and facilities management – or anything else that would benefit from our specialist attention.

Following a project, we conduct full risk and project audits to assess which processes, if any, could be improved in the future. We can also provide a second opinion, or risk audit, on existing claims or disputes. Our expertise extends far beyond our Qatar base.

Increasingly, we help clients succeed in the legislation heavy environment of the European Union, navigating EU directives and publicly funded tender processes. Further afield, we have extensive experience across the Middle East (including Saudi Arabia, the UAE and Kuwait) and the Caspian region states and we have also worked on significant projects in regions as diverse as North Africa, Asia and Africa.

FIDIC EXPERTS

The FIDIC Contract is the most widely used contract globally. We are experts in FIDIC contracts, including in a civil law environment. We have advised on both the old FIDIC Red Book 4th edition and the new FIDIC Rainbow suite of contracts, in terms of procurement, contract drafting and dispute avoidance. Our experts are regularly invited to speak at conferences especially in the Middle East and Africa and publish articles on FIDIC-related matters.

We also hold regular seminars on FIDIC related topics for our clients in Middle East, Asia and North Africa. Europe, we have presented at FIDIC International Users' Conferences across many countries.

JCT EXPERTS

We regularly advise on JCT contracts, which have become the most commonly used standard form of building contract for UK domestic projects. We assist clients in agreeing the most appropriate procurement route and JCT contract to use, provide guidance on day-to-day contract administration, the issuing of contractual notices, and advise on, draft, review and negotiate amendments to the JCT contracts.

As a result of our specialist focus and wide client base, we are always up to speed with market trends and market practice in our negotiations. If required, we are happy to liaise with funders or other third parties to get negotiations over the line.

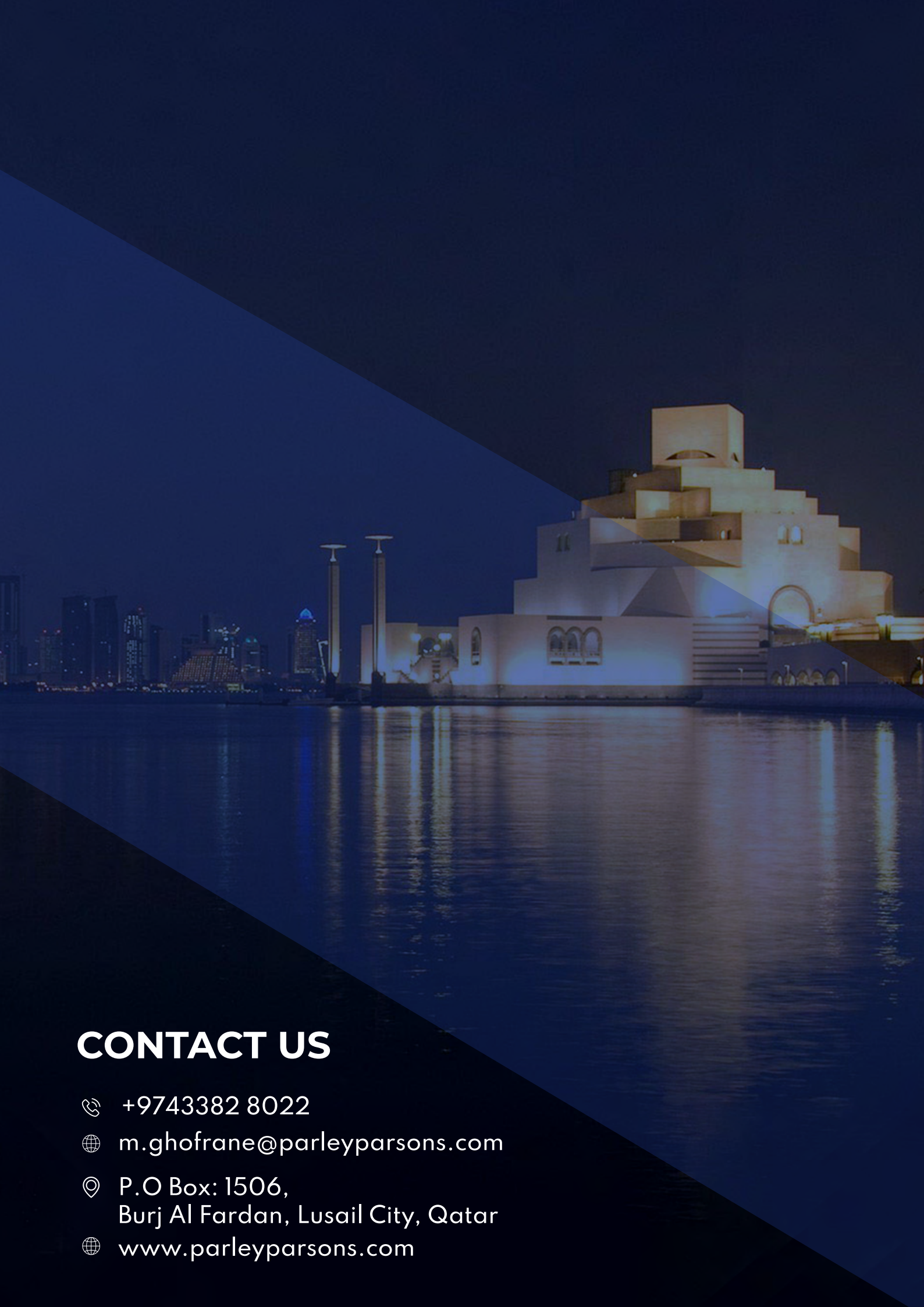
We can also assist with the drafting of ancillary documents, such as collateral warranties, performance bonds, parent company guarantees, escrow accounts and insurance agreements. We provide specialist training on JCT contracts including project specific amendments at the outset of a project to set up procedures for successful contract management.

NEC EXPERTS

Our team is experienced in drafting and negotiating the NEC suite of contracts, commonly on major engineering and infrastructure projects. As a firm, we have been at the forefront of drafting and successfully implementing the core collaborative objectives of the NEC. Our experience on NEC projects extends to a number of high-profile regional infrastructure projects including oil and gas pipelines, power stations, airports, schools and large private residences.

Often supplemented by 'Z clause' amendments, we are regularly involved in drafting and negotiating such amendments to the NEC. At the heart of the NEC's approach is good project management and we regularly provide 'trouble shooting' advice on NEC contract to ensure good project management, successful contract administration and dispute avoidance. Following the release of the new NEC4 contracts we provide to clients training on the key changes and on contract awareness under the NEC4.





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